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Faculty of Economics and Management

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Bachelor Thesis

Varieties of manipulation and the psychological features associated with them.

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BACHELOR THESIS ASSIGNMENT

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Business Administration

Thesis title

Varieties of manipulation and the psychological features associated with them

Objectives of thesis

The thesis aims to consider the specific psychological features of people inclined to certain types of manipulation and manipulative behaviour. It will do this through a consideration of the existing theoretical literature on ideas and practices of manipulation, and through a survey of attitudes and approaches within a single organisation, covering people with a range of ages, roles and responsibilities.

On the basis of this, it will be possible to suggest strategies for dealing with manipulation, which may be of value to organisations and form parts of training or management techniques.

Methodology

The thesis will analyse the existing literature on the psychological and social phenomenon of manipulation, and draw from them the most important concepts and approaches.

This analysis will form the basis for the practical part: A survey of around 60 people aged 19-45 working within a single organisation. This will attempt to identify different types of manipulation and their connection with specific typological features and management capacities.

The results of the survey will then be analysed to construct conclusions and recommendations.

The proposed extent of the thesis

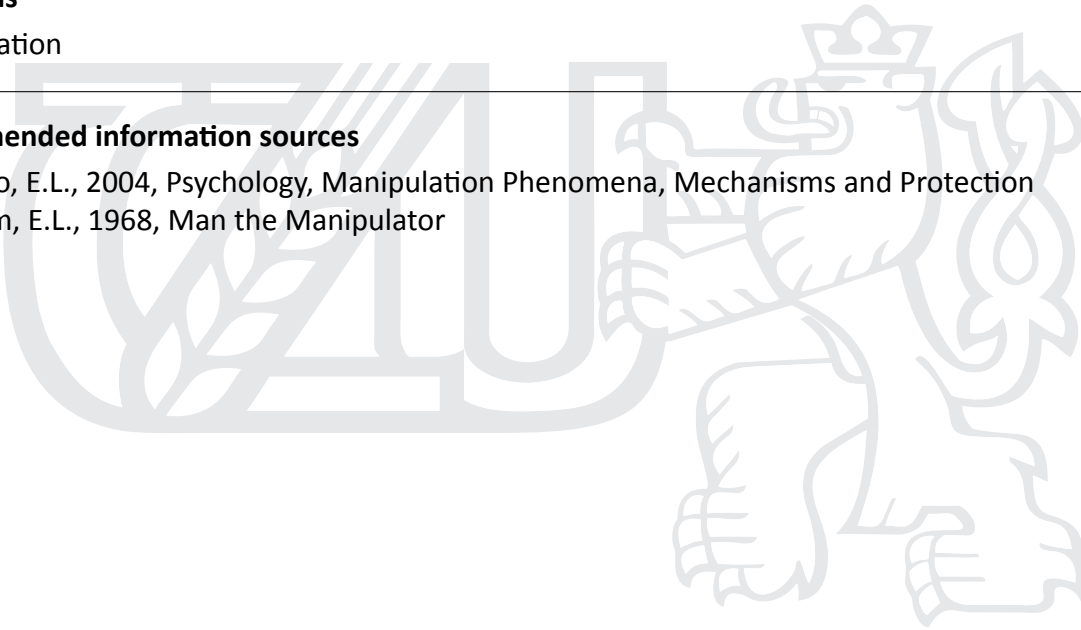
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Declaration

I declare that I have worked on my bachelor thesis titled
" Varieties of manipulation and the psychological features associated with them" by
myself and I have used only the sources mentioned at the end of the thesis. As the author
of the bachelor thesis, I declare that the thesis does not break copyrights of any their
person.

In Prague on 07.11.2016

Acknowledgement

I would like to thank Swain Daniel, Ph.D. for his advice and support, during my work on this thesis.

Odrůdy manipulace a psychologické vlastnosti jsou s nimi spojeny.

Souhrn.

Tato práce pomůže zjistit, jak lidé mají tendenci manipulovat, jak mohou být manipulováni společností, a jaký charakter rysy jsou jí vlastní. Při práci jsme zjistili, že lidé mají v minulosti naučili manipulovat s jinými. Manipulace specifických odráží společný přístup k sociální interakce a řízení, zahrnující aktivní využívání různých způsobů a prostředků skryté donucení lidí. Lidé používají manipulace v rodině, v práci, mezi přáteli - kdekoli. Manipulace může být jak krátký a protáhl v čase. Existuje několik druhů manipulátorů, každý z nich pomocí jejich taktiky a přístupy. Také existují různé způsoby, jak manipulovat s obchodní jednání. 8 K dispozici je manipulace pohled, každý člověk volí v současné době 2-3 hlavní typy, které se používá k plnění svých plánů. Při určování stavu osoby, opět zvolí určitý druh manipulace. Stejně druhy manipulace spojené s "manažerských" schopností, které mohou být vyvinuty v případě, že boj proti manipulaci. Účel a cíle jsou splněna, je hypotéza potvrzena.

Klíčová slova: Manipulace, manipulátor, Diktátor, kalkulačka, Rag, tyčinky, Nice guy, soudce, Defender, Hooligan.

Varieties of manipulation and the psychological features associated with them.

Summary

This work will help to identify how people tend to manipulate, how they can be manipulated by society, and what character traits are inherent in it. During the work, we found that people have in the past learned to manipulate others. Manipulation of specific reflected a common approach to social interaction and management, involving the active use of various ways and means of covert coercion of people. People use manipulation in the family, at work, among friends - anywhere. Manipulations may be both short and stretched in time. There are several types of manipulators, each of them using their tactics and approaches. Also there are various ways to manipulate with business negotiations. There is a view manipulation, each person elects currently 2-3 main types, which uses to carry out their plans. In determining the status of the person once again chooses a certain kind of manipulation. The same kinds of manipulation associated with the "managerial" abilities that can be developed, if the fight against manipulation. The purpose and objectives are met, the hypothesis is confirmed.

Keywords: Manipulation, Manipulator, Dictator, Calculator, Rag, Sticks, Nice guy, Judge, Defender, Hooligan.

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7 Introduction

Urgency of senior thesis

Manipulation concerns a number of those psychological phenomena which interest almost everyone within the limits of everyday life. We often experience manipulation in interpersonal dialogue. Manipulation is included actively into our life at the level of mass consciousness when we are manipulated by means of mass-media. All this speaks to the urgency of the problem of research into manipulation and development and mastering of skills of opposition to it.

Attempts to manage a person, group of people and others human generalities will quite often encounter resistance of the last. In this case, two ways are open to the initiator of operating influence:

- 1) trying to force the execution of the action imposed by it, that is to break resistance (open management)
- 2) disguise the operating influence so that it does not provoke objections (latent management)

It is clear that to apply second method after failure of the first is impossible – the intention is unriddled and the recipient became to be on guard.

The second method is resorted when anticipating resistance, and therefore immediately make a bet on the impact of invisibility.

In fact, in each group of people there is a person who influences others, and often is not appreciable, and others unconsciously submit to it. [43]

Manipulation can be characterized, in words, as a subclass of latent management defined by the egoistical objectives of the manipulator, that damages (materially or psychologically) the victim.(manipulator!)

Analysis of the results of some research into the process of interpersonal interoperability shows that use of psychological manipulations in dialogue is a widespread enough socially-psychological phenomenon and is present in various cultures and countries in the past and present. Its consideration, is advisable to carry out in some more detail, because it may be the basis for the analysis of a secret compulsion of the person in the other typical situations, the provision of information and psychological impact on the human. Each person is to some extent a manipulator, at the same time, modern psychology believes, that certain manipulations contain possibilities of positive progress which Abraham Maslous and Kurt Goldstein name self-display or ' self-actualization '. [47]

The paradox of the modern person consists that it, being the rational essence involved in scientific knowledge of the world, remains to the extremely irresponsible in all that concerns its most. A person is never born a manipulator. They develop the capacity to manipulate other people to avoid problems and to achieve desirable goals, and they develop this capacity unconsciously. [25]

The essence of our senior thesis consists in revealing the specific psychological features- of persons inclined to a certain type of a manipulation. For performance of the objective we, on the basis of theoretical grounds, shall lead testing with the questionnaire enclosed to these tests. Those examined will be persons working in one organization. By means of my research, it will be possible to reveal with what character traits what type of a manipulation can be demonstrated in the behaviour of the person. In the research such qualities will be considered as capacity to be the head according to the certain type of a manipulation. By means of the given research it will be possible by

character of the person, to be ready to those, you can manipulate, and have an opportunity to protect from manipulations.

Subject matter of senior thesis

Subject matter of the work will be types of manipulation activity of the person.

Problems of a senior thesis

1) To lead the analysis of the literature (foreign and domestic) on the given problem.

2) Ordering and the analysis of concepts and approaches to the problem of manipulation.

3) Selection of procedures for performance of a practical part.

4) Selection of sample for carrying out research

5) Carrying out of diagnostic research on definitions of types of manipulation and their connection with specific typological features and with "management" capacities.

6) Analysis and identification of patterns in the received results.

7) Construction of conclusions and recommendations based on received results.

Hypotheses of a senior thesis

1. The type of manipulative behaviour depends on the individual typological characteristics of the person.

2. The type of manipulative behaviour is connected with official status.

3. The type of manipulative behaviour is connected with "management" capacities.

The practical importance of a senior thesis

Results of work can be used in various organizations with a view of training and progress, and to control behaviour and work of the personnel.

8 Objectives and Methodology

8.1 Objectives

Object of senior thesis

Objects of study are 60 people, aged 19-45 years working in one organization KMG Exim sro. This company is a wholesale of handsets and promotional activities. In the Czech Republic since 2006. There are also branches in Kiev and Dubai.

8.2 Methodology

Methods

The first technique is an individual typological questionnaire. Methods of ITO is a research tool individually-typological characteristics of adult human personality with the purpose of professional selection, vocational guidance identifying areas of psychological assistance, acquisition groups, self-knowledge, etc. The method is based on the theory developed L.N.Sobchik leading trends, according to which the basis of personal construct of one or several major trends running through the different levels of development of the individual.

List of factor scales

false (insincerity, tendency to show itself in the best light)

aggravation of (the desire to emphasize the existing problems and the complexity of its own nature)

extraversion (an appeal to the world of real objects and values, openness, desire to expand the circle of contacts, communicative)

spontaneity (lack of thought in the sayings and deeds)

aggressiveness (active self-realization, self-will and stubbornness in defending their interests)

rigidity (inertia, stiffness) installations, subjectivism, increased desire to defend their views and principles, critical in relation to other opinions)

introversion (appeal to the world of subjective perceptions and experiences, the tendency to care in a world of illusions, fantasies and subjective ideal values of restraint, seclusion)

sensitization (sensibility, a tendency to introspection, pessimism about prospects)

anxiety (emotionality, sensitivity, insecurity)

lability (emotiveness expressed mood variability, instability motivational, sentimentality, the desire for emotional involvement)

The pie chart (connected with our graphs) last 8 scales grouped into four polar couples: extraversion - introversion, spontaneity - sensitization etc.

Interpretation is a direct function of the number of relevant responses to 8 scales (excluding scale "lies" and "aggravation"):

- 0-1 points - hyperemotionality, poor self-understanding or lack of candor in the survey;
- 3-4 points (norm) - a harmonious personality;
- 5-7 points (moderate severity) - accentuated features;
- 8-9 points (over-expression) - a state of emotional tension, difficulty adapting.

The second method is a proprietary. It consists of 80 questions designed to identify the type of manipulation. Lines are drawn from the theory of Shostrom E .:

Dictator. Exaggerating its strength. It dominates, orders, quotes authorities and doing everything to control their victims.

Variety Dictator: Abbess, Abbot / Abbot / Head, Boss, Younger Bosses.

Rag / dweeb / - usually the victim of a dictator, the polar opposite. Rag develops great skill in conjunction with dictators. He exaggerates his sensitivity, he forgets not hear passively silent.

Varieties Rags: hypochondriac, Silly, "Chameleon," The Conformist, Shy, inferior.

Calculator. exaggerates its control. He cheats, bails, lying, trying to outwit and check other people.

Variations of the Calculator: Dealer, scams Player, led advertising, blackmailer, all advance timing.

Sticks. It is the polar opposite of the calculator. He exaggerates his dependence. This person, hungry to be led, durachimoy, subject zabor. On allows others to do the work for him.

Varieties: The parasite, Whiner, eternal child, hypochondriac, Dependent, helpless.

Bully. Exaggerating their aggressiveness, cruelty, ill. He runs through threats.

Variations - illicit, hater, Gangster, menacing. Women variation - a brawling woman / "Saw" /.

Goodfellow exaggerate their diligence and love, he kills his kindness. In a certain sense the collision with them is more difficult than with a bully. A nice guy almost always wins.

Species: obsequiousness, virtuous moralist, man of the organization.

Judge exaggerating its criticality. He trusts no one, full of accusations, anger, difficulty forgiving.

Variety: Omniscient, exposé, Collector evidence Bailiff, defamatory, Appraiser, Raider, forced to confess guilt.

Defender. Contrary to the judge. He too stresses its support and indulgence in an error. He spoils the others, sympathizing with them beyond measure and not giving his client to stand up and grow their own. Instead of having to do their business, he is ready to take care of the needs of others.

Defender Variations: hen, Comforter, Protector, Apprentice, Assistant, selfless. [47]

The third technique is the California psychological questionnaire (CPI). This is a complex personality questionnaire designed for the holistic psychological description of the person: its features and specifications. During its development as a priority were selected personality characteristics that are particularly important for life in a social environment. The specificity of this questionnaire is that it aims to assess the personality traits exhibited by it in situations of interpersonal interaction.

The CPI includes 462 statements to which the subject must express their attitude. As a result of processing figures are obtained for the 20 diagnostic scales. The composition of these scales include three control strips, indicators which make it possible to judge the reliability of the data and the presence of the subject's tendency to distort the results.

In Part II of the Guide to CP1 (Gough, 1987) gives a complete description of the development of three structural (vector) scales and their combinations to select four personality types, and measuring the degree (level) of self-realization. Computer or manual data processing makes it possible to receive personal style and one of the seven levels of the implementation of this type. Levels 1, 2 and 3 are respectively a poor level clearly below average and below the average level of implementation and integration of this type, level 4 determines the average degree of integration and implementation; levels 5, 6 and 7 are, respectively, above the average, clearly above average and the highest degree of implementation and integration of this type.

α - Type: active individuals who are focused on interpersonal interaction, productive and focused on the task (goal). They are inclined to ambition, willing to take responsibility for the management or control of others and generally adhere to external regulations and customs. An "Alpha", that has reached the optimal development of its type, can be a charismatic leader or constructive artist.

"Alphas" who are minimally developed, may look like introverts (egomaniac), manipulators, and eager to do everything for themselves.

β - model: internally oriented individuals who adhere to externally prescribed norms and values. They may not have a strong desire to lead or manage others and generally feel comfortable in the role of followers (subordinates). "Betas" are well-controlled, independent and tend to put the interests and needs of others above their own. A "Beta", that has reached the optimal development of its type, can be "silent" inspired, to impress source of wisdom, knowing, perceiving everything through insight (insight). A "Beta" at a minimum level

of development may look like a hyperconformism, rigid and unresponsive person.

χ - type: focus on interpersonal interaction, but be able to view or make decisions on a purely individual basis. They tend to be skeptical and doubt to a greater extent than the adoption of traditional norms and values, but nevertheless remain actively involved in interactions with others. A "Gamma", that has reached the optimum level of development of its type, can be an innovator, or a creative leader (inspired). A "Gamma", whose type is minimally implemented, may appear to be a larger than life figure: a rebel, selfish or schismatic.

δ - model: internally oriented and reserves the prerogative of making guides their lives. They tend to be quite secluded and separated from everyone, but reflexive. "Deltas", which have reached the optimal realization of their type, have a good imagination, creative bents and are endowed with artistic talent, but their contributions can go unnoticed because they do not tend to "make work" of themselves. "Delta", whose type is minimally developed, can give the impression of auto-natures, vulnerable and prone to decompensation.

9 Literature Review

9.1 Cultural and historical evolution of the phenomenon of manipulation

It would be incorrect to believe, that psychological manipulations among people begin with modern society and are connected only with a functioning means of a mass communication. Transition to an information society only assists the transformation of psychological manipulations and the carrying of their application from those concerning limited areas of public life, such as

policy, diplomacy, military art, commerce and some situations of interpersonal interoperability (for example, "equipment rooms" and love intrigues, economic shady deals and swindle, gambings, etc.), to areas of mass use as with the technology and ideology of social interoperability and dialogue of people in a modern society. That is, modern conditions have given, as a matter of fact, information-psychological influence and use of psychological manipulations in communication processes practically the character of generality. It is necessary to note that the European and American cultures, on visible, more recent users in the historical plan in mass scale of such sharp psychological means, as manipulative influence and psychological manipulations. As for any opening fundamental laws of progress of the nature and a public life, their thoughtless use for achievement of local objectives of social interoperability in a society requires extra care and special culture of safe possession of this opening, developments of special mechanisms of protection of the person and a society of possible destructive consequences of its application. Possibly, lack of historical experience, a relative youth of modern western culture also explain absence at the people included in values of this culture, the generated effective system of social protection-psychological from manipulative influences. [7]

Therefore, the contradiction between proclaimed values and use of psychological manipulations is painfully experienced by the person and its consequence is great. The increase in household conflicts and aggression testifies to the destructive character of such interoperability of people, and with another, - growth of mental frustration and neuroses in people, on the one hand, at their suppression. About it the American psychologist and the psychotherapist Everett Shostromm writes figuratively and emotionally , polemicizing in the certain measure with a famous expert on of interpersonal

compatibility Dale Carnegie, marking the manipulative nature of many of the recommendations.

“ Aspire to avoid conflicts... Supervise itself... Accept it easily ”, - constantly advises Dale Carnegie. “ Well, try, but when you, having exhausted up to a limit the nervous system, will come to me to be treated, I shall give you the opposite advice ”, - writes E.Shostrom in the book "Man as Manipulator" which has become a bestseller in many countries of the world [47]

In the centuries this art was made carefully concealed from the representatives of other nations. The original database in which the manipulative methods of exposure are summarized and categorized as a metaphorical scheme was created and developed by a certain methodical approach to their use in different situations, in a concentrated type is reflected in the "Treatise on the 36 stratagems." The concept "stratagem" means a strategic plan in which for the opponent any trap or cunning is concluded. Considering the semantics of the given concept, V.S.Mjasnikov observes that in the Chinese language it at the same time means both ingenuity, and an ingenuity, and resource [34].

It is necessary to point out that the manipulative approach to interpersonal interoperability is present not only in eastern culture, but in view of specific historical conditions and traditional values of other cultures, has the specificity, other scales of propagation and influence on public and individual psychology, national traditions of the various countries.

Descriptions of the reception of manipulative influences on people during their interoperability has been found in works of authors of various countries and cultures during various historical periods. In ancient times - about it, in

particular, wrote Aristotel (' About sophistical refutations '). In those days there was a whole direction, known as sophistry. [2]

The works of Machiavelli are widely enough known. And, as in the works of Schopenhauer, in particular in the 36 rhetorical tricks 'Eriticks' or methods listed dialectic.

In Russia in 1918 there was S.Povarnin's generalizing work 'Dispute. About the theory and practice of dispute' in which methods of manipulation and their application in various situations of discussions and public discussions are analyzed from a critical position. [35]

Carnegie's books, in which numerous receptions of interpersonal interoperability of people, including psychological manipulations among partners, are considered, are widely known. [10]

Considering as the phenomenon of world culture of social interoperability, H.Zenger, in particular, marks this phenomenon: "Stratagems, i.e. not orthodox ways to achieve military, civil, political, economic or personal objectives, are represented by a universal phenomenon. However, in connection with some cultural and religious conditions, in the West there is almost no research on this subject matter. Understanding of stratagems in the West is developed slightly. Representatives of the West - up to a certain degree - are amazed by " stratagems by blindness, " though in the everyday life they constantly are victims of stratagems and apply them depending on the situation, otherwise, without any theory and precomputation " [9]

Even such a brief review of the facts of use of ways of secret compulsion of people in various cultures shows latitude in their applications in varied areas of social interoperability. In the general view as traditional areas of their use diplomacy, military art, competitive struggle in economic area, political strike act. The wide use of methods of latent psychological compulsion of people in

various cultures and social areas, in varied situations of interoperability of people, in spite of the fact that the application of these methods has never been widely advertised, nevertheless has found reflection in concepts and concepts of daily and scientific language. It is caused by the prevalence and functioning of secret compulsion of the person as intercultural socially-psychological phenomenon of social interoperability that was fixed in a number of terms and concepts of daily language, of descriptions of receptions and the certain diagrams of use of methods of influence on person, in scientific concepts about mechanisms and the generalized models of processes of psychological and information influence. [7]

The analysis of psychological manipulations in modern psychological science has led to the development of the appropriating conceptual device as a working toolkit for their studying and ordering. So, E. Bernom enters concepts of the latent transaction and games [2]

Shostrom allocates certain types of manipulators, being based on use by people in interpersonal interoperability of stable combinations of manipulations with the partner, or games on Berna's terminology. [47]

Thus, manipulators pass to playing and realization in the everyday life of the whole typical scripts of a manipulation in interpersonal interoperability that becomes the basis for the formation of a typical style of behaviour and dialogue with surrounding people. [4]

Shostrom shows, that modern manipulators in dialogue use whole systems of manipulations which he designates - manipulative systems [43]

In a domestic science within the limits of attempts of development of the formalized descriptions of processes of reflective management in disputed

interoperability a specific toolkit for describing the given process and used receptions [22,23] also is presented.

The content of concepts of manipulation and manipulative influences is analysed and structural elements of interpersonal manipulation, as well as a number of mechanisms of its realization during dialogue are allocated, the phenomenon of sociopolitical manipulations by the person [8,9,10,11] is considered

A variety of methods of secret human compulsion, depending on cultural, historical, social and communicative environment was transformed into a variety of concepts that reflect expert use in social interaction and communication between people, the main of which are listed above. In order to determine the scope of their initial application and identify those that might be used as a key in the description and analysis of the process of latent psychological coercion of the individual in our study and the subsequent discussion it is advisable to consider the concept, reflecting the content and various ways to manipulate a man, a little more detail.

1) 1. Manipulative activity not a new phenomenon, it developed over centuries, mostly in Asia. Initially people looked for methods of the latent management of an environment. In the present propensity to manipulation is far higher than in the past, but this does not mean that in earlier times this method of management did not exist.

2) 2. The population of Europe and America give in to manipulations easier. And as most often use a manipulation in the objectives. It turns out, that the person always is both the manipulator, and a victim of a manipulation.

9.2 Structure of manipulation

There are four sources of manipulation:

We are governed by our needs. Each of us has some weaknesses. Each is characterized by certain predilections. All of us are accustomed to act according to rules and observe rituals. All this can be used, and is used by manipulators. [43]

Another way to manipulate serve our needs which Maslow has allocated:

- 1) physiological needs (food, water, housing, leisure, health, the desire to avoid pain, sex, etc.)
- 2) the need for security, confidence in the future
- 3) the need to belong to a certain community (family, friends, associates, etc.
- 4) the need for respect, recognition
- 5) the need for self-realization
- 6) the need for positive emotions

Manipulators often play on the fear of losing the means to meet these needs. [27]

For example, it is used in advertising: like to have good digestion - drink "Actimel" every day, and you feel an improvement after 2 weeks.

Byrne said that depending on the situation, communicating, people take one of three positions, which he called conditional - Parent, Adult, Child. Importantly, these have no relation to the age of a person. The following criteria are offered for each position.

Parent - requires estimates (condemns or approves), teaches, guides, protects.

Adult - reasonable, working with information.

Child - manifestation of feelings, helplessness, subordination. [27]

Development discussions and the outcome depends on whether the recipient accepts the proposed allocation of positions:

1) if it is satisfied with the partner, there is a comfortable, conflict free dialogue leading to agreement.

2) If the proposed distribution of the partner does not meet his or her interests, then it is conflictogenic. In this case, there are two possibilities::

The distribution is received. This creates the conditions for handling partner. The proposed allocation is rejected, this leads to a temporary deterioration of the relationship, and if the initiator will not give up their intentions - conflict.

3) if it is possible to manipulate, communication is 4-way

4) if the recipient is not aware of the danger or do not know how to protect, manipulator reaches his target. Victim loses

5) The recipient provides passive protection, pretending not understanding, not hear the moves conversation to another topic. Relationship saved

6) The recipient is actively protected, placing points over I, possible cooling of relations

7) The recipient spends countermanipulation, receives game And then does counter strike, resulting in manipulator looks in a bad light. So conflict is unavoidable 43]

Another concept that must be considered to describe the psychological manipulation of a person is "target" effects. When considering the importance of this concept we use the result of the analysis of several works on the subject, conducted by EL Dotsenko [9] "Most psychological - in his opinion -

is certainly a topic exposure of target, rebuking is often subjected to the fact that the impact of construction, based on the basest impulses of man, the aggressive ambitions is noted that the manipulators exploiting such desire, which is to operate smoothly: the need for.. safety in food, in the sense of community, etc. [9]

The more "advanced" means of manipulation suggest preliminary "manufacturing" of opinions or desires, fixing them in the public mind and in the views of the individual, so that it was possible for them then to be addressed [6]

For example, the creation of the myth of the president or caring for the respectability of the company, a partner in the belief that he wants to help and that he would be threatened [17]

In addition, in the literature refers to the impact targets and individuals, their associations, social groups, communities and even countries - the objects of psychological operations [36]

As part of the manipulative approach has been developed, as GA Kovalev stresses [20], the largest number of special theories of exposure (it stands about 40), which are based on the idea of activity and the integrity of human mental functioning. However, "many experimental studies and social practices clearly convinced that a more perfect knowledge and deeper penetration into the most intimate mechanisms of psychic nature of man does not mean that these discoveries will be used for the benefit of mankind. Often, on the contrary, it is the most direct primarily used in the development of sophisticated means and methods of control of consciousness and behavior, mental manipulation "[20]

The power and effectiveness of manipulative influence depends on the availability of certain benefits from the arm of the addressee. We have already pointed to the hidden nature of the recipient's manipulative influence that immediately creates benefits for the manipulator. Besides, there are other advantages, which allow the manipulator to use specific techniques and reinforce its impact effect. [7]

A classification of these advantages is offered by E.L.Dotsenko. As the base, it uses a source that creates advantages. With this in mind, there are the following four main groups: "Firstly, the actor may already have some of its own set of advantages: a) status benefits (role-playing position, position, date of birth): b) business (skills, arguments, skills, knowledge). Second, the actor can bring the power of third parties. If it specific or sufficiently certain "other", that kind of power can be called (in) Executive support ("I'm from boss,director," "not for himself trying - for the collective") . If the reactor is based on the generalized others call it (r) Conventional advantage (traditions, morals, etc.). Third, the power can be extracted from the process of interaction with a partner: (d) the dynamic forces (tempo, pause initiative), (e) positional advantages (operation emotional tone of previous or current relationship), and (g) agreement - the result of joint agreements. Finally, fourthly, the power extracted from the weaknesses of the partner or mental characteristics "[9, 7]

This classification is of interest to us due to the fact that the sources are the advantages for the manipulator in turn for the destination as a source of threats to its information-psychological security in interpersonal interaction and can be used to diagnose the fact manipulative influence and to assess its capacity. Given the above it is advisable to structure the sources of threat

information-psychological security rights in interpersonal interaction in providing him manipulative influence into three main groups. The first group includes threats associated with the possibilities of the manipulator to influence the process of interpersonal interaction. That is, in accordance with its aims to change its course, organization, process, information content, using appropriate techniques. The second group includes threats associated with the possibilities of using a manipulator of external factors to the destination. They can be divided into the following subgroups: a) the conditions of the external social environment (eg, the ability to use other people to influence, the prevailing social relations with the destination and its environment, etc.); b) their own personal potential manipulator (eg, such as the benefits of its status role position, position, age, financial status, or the presence of such business and individual psychological characteristics of both the qualifications, education, skills, knowledge, communication skills, etc.); c) the conditions of the external physical environment (eg, choice of place and time of the interpersonal interaction, the creation of the appropriate subject-corporeal environment, etc.). The third group includes threats associated with the possibilities of the manipulator using internal, psychological, individual personality characteristics of the recipient (including its state). Using the appropriate methods of influence on a variety of psychological structures of the individual recipient, the manipulator reaches their goals. [7]

Conclusions

1. Manipulation is a reflection of a specific common approach to social interaction and management, involving the active use of various ways and means of covert coercion of people.
2. Manipulation is used to designate of a particular kind of psychological impact. The concept of manipulation is used to designate certain

organizational forms of use of secret coercive rights and individual methods or combinations of methods of sustainable covert psychological impact on the person.

3. There are simple "one-act" or acts of manipulation manipulative influence, as well as complex, which can be roughly described as manipulative games. The process of manipulation can be stretched in time and present phased multi-step procedures for manipulative human exposure.

9.3 Types of manipulation

Consider Shostrom's classification [47], which is represented by 8 species of manipulators.

1. Dictator. Exaggerating his power. He prevails, orders, quotes authorities and doing everything to control their victims.
Variety Dictator: Abbess, Abbot / Igumen / Head, Boss, Younger Bosses.

2. Rag. / dweeb / - usually the victim of a dictator, the polar opposite. Rag develops great skill in conjunction with dictators. He exaggerates his sensitivity, he forgets, does not hear, is passively silent.

Varieties of Rag: hypochondriac, Stupid, "Chameleon", The Conformist, Shy, inferior.

3. Calculator. exaggerating their control. He cheats, eludes, lies, tries to outwit and check other people.

Variations of the Calculator: Dealer, Confidence Trickster, led advertising, blackmailer, counting everything in advance.

4. Stick. This is the polar opposite of the calculator. He exaggerates his dependence. This person, hungry to be led, fool, subject cares. He allows others to do the work for him.

Varieties: The parasite, Whiner, eternal child, hypochondriac, Dependent, helpless.

5. Hooligan. Exaggerating his aggressiveness, cruelty. He operates by means of threats.

Variations - offenders, hater, gangsters. Women's variation - a brawling woman / "Saw" /.

6. Nice guy. Exaggerating his thoughtfulness, love, he kills with kindness. In a sense, conflict with them is more difficult than with a bully. Nice guy almost always wins.

Species: obsequiousness, virtuous moralist, man of the organization.

7. Judge. Exaggerating their criticality. He trusts no one, full of accusations, anger, has difficulty forgiving.

Species: Knowing, the denouncer, Collector evidence bailiff, defamatory, Appraiser, Raider, forced to confess guilt.

8. Defender. Contrary to the judge. He too stresses its support and indulgence in an error. He spoils the other, sympathizing with them beyond measure and not allowing his client to stand up and grow their own. Rather than do their business, he is ready to take care of the needs of others.

Options Defender: hen, Comforter, Protector, Student Assistant, selfless. [47]

In the manipulator hypertrophied any one of these types or their combinations . If we represent one of the types of manipulators in the most severe degree,

we project its opposite on the people around us and make them their goals. For example, a wife-rag often chooses her husband-dictator, and then manages this by using any kind of subversive methods. A manipulative system can be defined as a manipulative or game stereotype. There are four main manipulations of the system:

1. An active manipulator tries to control others by using active methods. He avoids showing his weakness in the relationship, assuming a role of full strength. Usually, it attracts to it one's social status / parent, older brother, teacher, boss /. He plays "trampling" and achieves satisfaction, gaining control over other people, but it depends on their meeting their feelings of powerlessness. It applies the technique of the institution of rights and duties, ranks sheets, etc., pulling people like puppets.

2. Passive manipulator is the opposite to active.. He has decided that since he cannot control life, he should give up the effort to control and allow an active manipulator. He pretends to be helpless and stupid and to be "trampled." At that time, as an active manipulator wins by defeat. Allowing an active manipulator think and work for him, he in a sense, wins "trampling" his power and passivity.

3. A competitor manipulator considers life as a condition that requires constant vigilance, because here you can either win or lose: no middle ground. For him, life is a battle where everyone else is rivals or enemies, real or potential. He hesitates between the methods of "trampling" and "trampled" and can therefore be considered as a cross between passive and active arm.

4. The fourth main form of manipulative system - a system indifferent manipulation. Manipulator plays the role of not caring about anything or hoping or trying to escape, withdrawing from contact with their partner. Its tag line is: "I do not care." They belong to another person as a lifeless doll.

His methods and the passive, the active and sometimes it plays a "bitch", sometimes "Grumpy saw", "Martyr, or helplessness." His secret, is of course, that he does not give a damn - otherwise he would not have continued his manipulation. Such relationships often exist between husbands and wives. An example is the game of "the threat of divorce" when the manipulator is hoping to subdue a partner and not break up with him. Since the manipulator treats the other as an inanimate object, such indifference gradually grows inanimateness quality in him. That's why I call it a self-destructive attitude towards others. [47]

Conclusions on the subchapter 1.3.

There are two classifications of manipulators proposed by the psychologist E Shostrom:

1. by type (defender, nice guy, stuck, a dictator, a rag, a judge, etc.)
2. by types of activity (active, passive, rivals, etc.)

9.4 Manipulation techniques used in discussions

For the manipulation of consciousness any feelings are suitable - if they help at least temporarily disable common sense. But at the beginning manipulators always sway the feelings that already "updated" in the public mind. [15]

manipulation must remain invisible to achieve greatest success. Manipulation Success is guaranteed when the manipulated believes that everything that happens is natural and inevitable. [45]

Whether you like it or not, you are a person leading negotiations - write US researchers Roger Fisher and William Ury. Negotiations - they are a fact of our daily lives. You discuss promotions with the boss or try to negotiate with

a man unfamiliar to you about the price of his house. Someone is discussing with his wife where to go to dinner, and with your child when to put out the light. Two lawyers are trying to solve the controversial case of a car accident. Oil companies, the Group plans a joint venture for exploration of offshore oil. These negotiations are the principal means to receive from others what you want without resorting to a violent quarrel and war with each other. [38]

This view is shared by other researchers. So, William Mastenbrook notes that " negotiations - a style of behavior with which we meet and use ourselves every day whether we like it or not, whether we realize it or not, but every day we are involved in negotiations.". At the same time, most people, in his opinion, are quite incompetent in the conduct of their daily communication both in the professional field as well as everyday life. They "ignore the fact that the relationship with others is nothing more than a bargaining relationship," "are not able to recognize how their tricks (moves) and partner tricks" [28]

In studies on the analysis of the negotiation process, considerable attention is paid to the effects and corresponding structural elements of the negotiations. For their designations different terms are used: technology, tactics, methods, techniques, strategies, etc. Despite certain differences in their content, we can say that many of them reflect, in essence, the impact of psychological manipulation and manipulative techniques. Thus, analyzing the negotiation process, M.M.Lebedeva identifies the impact of number of common tactics on the opponent, one of which, most clearly reflecting the essence of manipulative influence, is the tactic of "indirect care" [21]

Consideration of psychological manipulation techniques used in the course of business discussions, debates, meetings, and other formal and informal forms of interpersonal interaction, makes it possible to illustrate how people with

severe manipulative qualities form argumentation models to gain an advantage. This analysis shows how the mental education of the person acting as targets of manipulative influence, helps to a certain extent, to reveal the structural elements of the process of manipulating the mechanisms of interpersonal and psychological manipulation.

Analysis of the work in this area and our own research allow to distinguish three main groups of manipulative techniques that are still referred to as tricks used in the controversial debate (A. Schopenhauer). Based on the content and direction of manipulative influence, these tricks can be divided into organizational, procedural, logical and psychological and personality.. [46]

Organizational and procedural

Influencing the initial information base. Materials needed for the discussion by the participants are not available on time, or are selectively available. Reverse option - "excessive awareness", which consists in the fact that preparing a lot of projects, proposals, resolutions, etc., the comparison which the discussion is almost impossible.

Formation (opinions) plants through targeted recruitment of speakers. I give the floor first to those whose opinions known and impressed the organizer of manipulative influence or participants in advance prepared properly for the performance.

Double standard in the evaluation of norms of behavior of participants of discussions. Some act strictly limited to compliance with the rules and regulations governing relations during the discussion, others are allowed to move away from them, and to break the rules. The same is true with regard to the nature of permitted statements - one "forgive" in the address field of opponents, others make notes, etc.

"Maneuvering" agenda discussion. In order to make it easier was the "right" question first "let off steam" on the minor and unimportant matters, and then, when all are tired or under the influence of previous skirmishes, to bring issues that they want to discuss without heavy criticism. Maybe it changes the sequence of the discussion, when first submitted questions and proposals are not as available, and at first offered to discuss the situation more acceptable to "fluctuating" could quickly promoted to take the point of view, the desired solution.

Personality or psychological tricks.

This group usually includes techniques based on the stimulation of the opponent, using the sense of shame, lack of attention, humiliation personal qualities, adulation, pride and play the other individual psychological features of the person (some authors call these socio-psychological tricks).

Irritation of the opponent, removing them from the balance of ridicule, unjust accusations and other means, as long as it does not "boil over". The tricks success will be even greater if an opponent has not only come to a state of irritation, but at the same time makes a wrong or does something unfavorable to the statement of his position in the debate or discussion. This method is usually widely used explicitly as a denigration of opponents or in more veiled way, in conjunction with irony, indirect allusions, implicit but recognizable connotations. In doing so and in order to escape from unwanted discussions, manipulator-opponent may emphasize, for example, such a negative personality traits as a lack of education, lack of knowledge in a certain area, or the fact that this man has shown himself already as wrong having decided before any questions etc. Thus, pressure is exerted on the personal qualities of the object is carried out initiation doubt the audience of the truth of the thesis.

For example, the following statements can be used: "As you are not familiar with? You do not know the basics ...? ... How, in that case it is possible to discuss with you?! ...".

Proper elevation or self-glorification. In practice, this trick is an indirect admission of belittling your opponent. In this case, it does not say "who are you", but "who am I" and "you are arguing with someone" should be an appropriate conclusion. This can involve expressions like: "... I am the head of a large company, region, industry, institution, and so on ..." "... I had to solve major problems ...", "... before claiming that ... you need to at least be the head of ...", "... before we discuss and criticize ... you must personally gain experience solving problems at least on this scale ..." etc. Increasing the psychological significance of their own arguments can also be done using "awe-inspiring statements" such as: "... I can tell you right ..." "I have nothing to hide and I'll tell you frankly ..." etc. This highlights some thought, and everything else on this background looks secondary, not full and frank.

Using unfamiliar words to your opponent, theories and terms, i.e. those whose meaning he did not understand. The trick fails if the opponent hesitates to ask again and pretends that he took these arguments, understood the meaning of vague terms for him.

Vulnerable personality traits can be not only "false shame," or fear of "losing face". There are many examples of how ambition, vanity, arrogance, high self-esteem are used as the target of manipulative influence. This may be carried out so-called "fawning" arguments using flattery towards the opponent to weaken this possible criticism or "drag" their ideas. Wanting to persuade the opponent to accept the thesis of his bribe claiming, for example, that "... it is like a man astute and erudite, intellectual development and sees the competent internal logic of the development of this phenomenon, and the

inevitable consequences of the identified ..." Thus, the ambitious man presents a dilemma - either to accept this point of view, or to reject such a flattering assessment of the public and enter into a dispute, the outcome of which forecast is not enough.

Failure or withdrawal from the discussion. Such action can be carried out with the use of demonstrative resentment: "... you cannot constructively discuss serious issues .." or "... your insulting remarks and behavior makes it impossible to continue the meeting ...," I am ready to continue this discussion, but only after you bring in the order of their nerves ... "or" ... once you learn how to behave like ... "etc. Disrupting discussion by provoking conflict by means of a variety of techniques opponent exasperated when the discussion turns to the ordinary hassle totally unrelated to the original theme. The process of applying the above two previous methods are also usually accompanied by the use of so-called "mechanical tricks." They usually include the following: termination; interrupting; raising the voice; demonstrative acts of behavior, showing unwillingness to listen and disrespect to the opponent. After their application is made statements such as: "... you cannot talk (to debate, discuss, etc.), because you do not give any clear answer any question"; "... You cannot talk (to debate, discuss, etc.), because you do not give the opportunity to speak, to argue you make does not coincide with your alternative point of view ..." etc.

Reception "cane reasoning" is used in two main varieties, differing in purpose. If the aim is to interrupt the discussion, psychologically overwhelm the opponent (especially because defeat using conventional arguments practically no chance), then a so-called "argument to the policeman" (S. Povarnin). It is built on references to supreme interests without decoding of higher interest and without arguing the reasons for appealing to them.

Typically, this technique involves the use of statements such as: "Do you understand what you are attacking ...?!", "Your offer is a return to totalitarianism, the destruction of the foundations of national security ...". It indicates a hazard for higher goals and values, freedom, health of the nation, democracy and discredits the state at the international level, etc. [23]

Complication, psychologically more sophisticated and subtle uses of "cane arguments" transforms them into a trick, which is usually referred to as "reading in the hearts", which is used in two basic versions (positive and negative forms). The essence of the use of this technique lies in the fact that the attention of the audience surrounding the individual moves from the content of your opponent's arguments to alleged his reasons and hidden motives why he says and stands for a particular point of view and does not agree with the arguments of the opposite side.

Logical and psychological tricks.

Their name is due to the fact that on the one hand they can be built on the violation of the laws of logic, and on the other, on the contrary, to use formal logic for the purpose of manipulation is not enough sophisticated object. Even in ancient times the sophism of the "yes" or "no" question "Have you stopped beating your father?" was known. Any answer does not make the man - it turns out that he is either still hit or beaten before. The options are many such sophisms: "... You write denunciations of me ..?", "... You are no longer to drink like a fish ..?", Etc. Especially effective public accusations, and the main thing to get a short answer and does not give a person a chance to explain. The most common logical-psychological ploys include: uncertainty of the thesis conscious, or the answer to the question, when a thought is

formulated vaguely, vaguely, that allows her to interpret - in different ways.
[43]

By common tricks logical nature are a vicious circle in the proof that any idea can be proved with the help of her same, only expressed by other words; sophistry - "then - then in consequence of this," when used argument is based on a logic error when a temporary connection between the phenomena interpreted as causal. It is often the attribution or change of emphasis in the statements. In these cases, what the opponent said of the particular case, is refuted as a general rule. Contact trick lies in the fact that the general arguments in opposition to one or two things that in fact may be exceptions or atypical examples. [7]

Conclusions

1. There are a special techniques to manipulate a person, used in communication, negotiation, work and home, between superiors and subordinates and between complete strangers, such as salespeople in stores, between parents and children, as well as in love pairs.

In the head of the conclusion, about what kind of forms and methods of manipulation, and types of manipulators is quite extensive. Manipulator can be anyone, and applied technology can be manipulated in any sphere (work, family, intimate relationships, etc.) In the future work in the study, I want to identify what type of a person, what kind of manipulation matches, as well as any manipulation mind..

10 Practical Part

10.1 Description of psychological studies of the nature and tendency to manipulate

Object of study.

The object of our work is 60 people, aged 19-45 years old, male and female, of different social status, different positions, different financial situation, working in the same organization - the advertising agency KMG Exim sro. This company is a wholesale of handsets and promotional activities. In the Czech Republic since 2006. There are also branches in Kiev and Dubai

Purpose of the study

Identify the types of manipulation, find the relationship between these types of individually-typological characteristics, as well as with a penchant for "director" abilities..

Subject of study

The subject of our work will be kinds of manipulative activity of the person, and their relationship with individual typological features.

Tasks of research

- 1) Selection of techniques to perform the practical part.
- 2) Determination of the sample.

- 3) Conduct a psychological study on the subject.
- 4) Analysis and finding patterns in the results.
- 5) Construction of the conclusions and recommendations based on the results obtained.

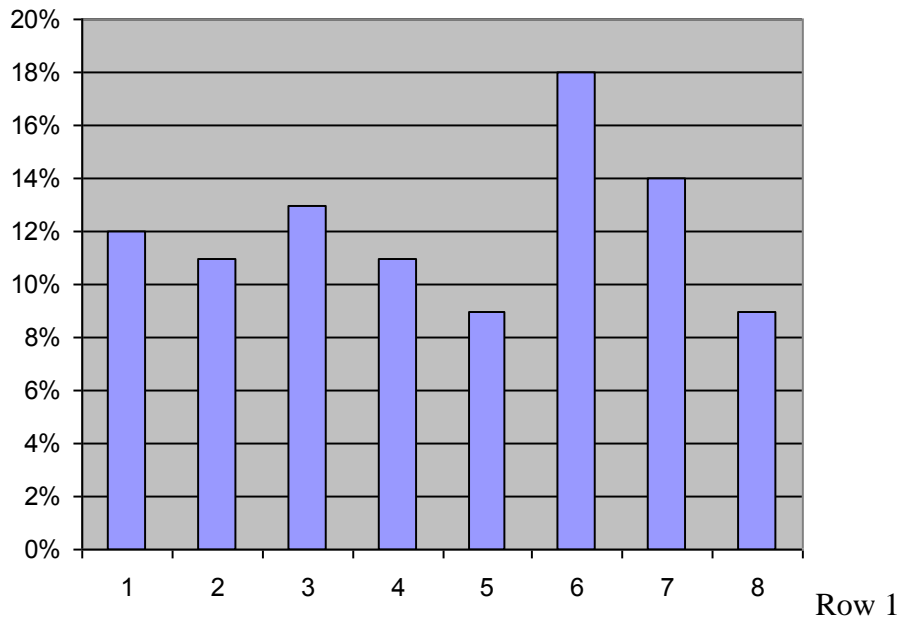
Hypotheses of the study

1. The type of manipulative behavior is, in any degree, dependent on individual-typological characteristics of personality.
2. The type of manipulative behavior is related to job status.
3. The kind of manipulative behavior is related to 'managerial' abilities.

11 Results and Discussion

5.1 Analysis of the results

During the study the following results were obtained by the method for detection of manipulation style:



1.Dictator 2.Calculator 3.Bully 4.Judge 5.Rag 6.Nice guy 7.Stick 8.Defender

The study by this method can be said that the most popular form of manipulation is “nice guy”.

A man who uses to achieve results Lie kindness, flattery, sycophancy, is a universal favorite.

In second place - the defender. A man who is ready at any moment to "help" a person, provided that he would help him.

In third place is the Calculator. Distrust of human nature, picking up dirt on the man and using it for any of their purposes. This man always keeps everything under control.

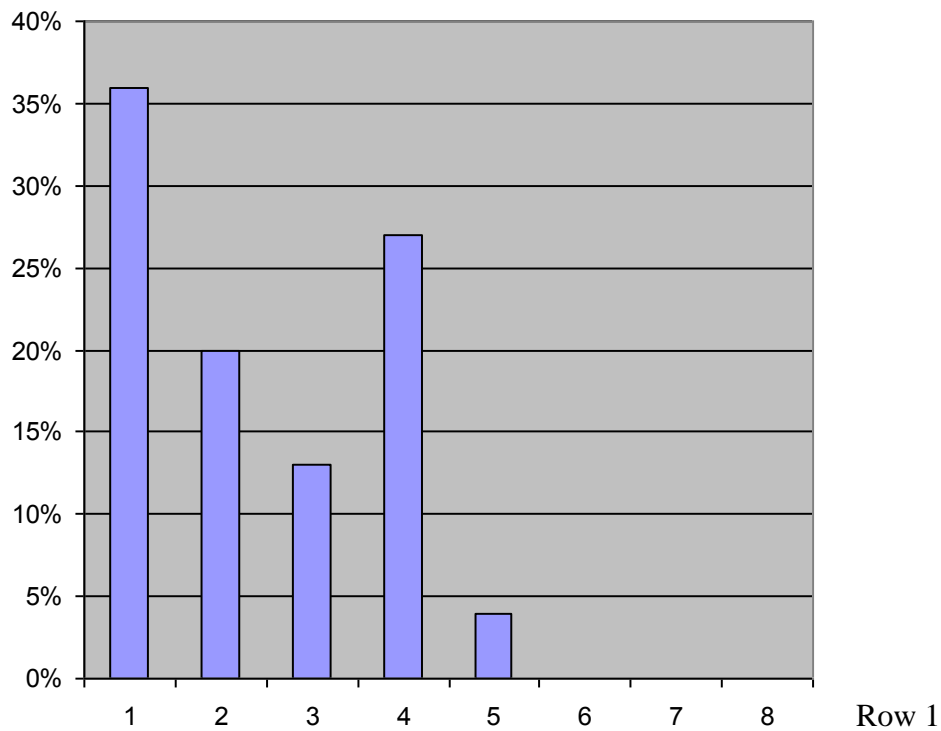
Next is the Dictator. Overwhelming his authority, status, position, people are constantly handing out orders, unavailable disobedience.

The fourth species are judge and Hooligan. The judge - a strict person, not forgiving mistakes, punishing every miscalculation, as well as a recall at the right time on other people's mistakes. Hooligan – a person using mainly threats himself with his hand against rules. Pronounced aggressor, to which once again it is better not to approach.

At the last place were the views - sticks and rags, in fact weak personalities who use their weaknesses to others to help them, or all of them carried out the work. The weaker of these types of cloth.

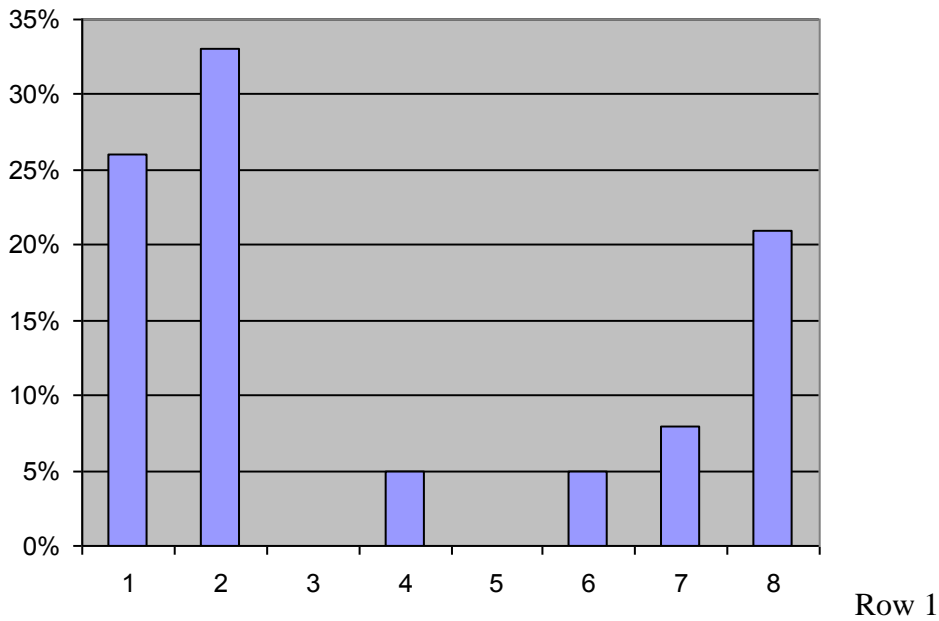
Connection with job.

Job	Manipulation style							
	Dictator	Nice guy	Calculator	Judge	Hooligan	Rag	Sticks	Defender
Leader	36%	20%	13%	27%	4%	0%	0%	0%
Specialist	26%	33%	0%	5%	0%	5%	8%	21%
Assistent	0%	31%	0%	12%	12%	6%	12%	18%



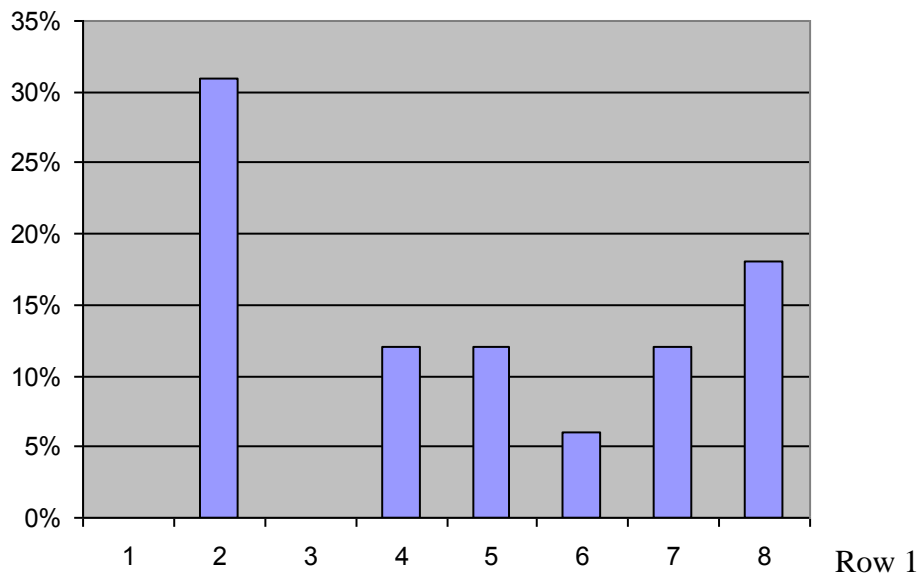
Director:1.Dictator 2.Nice guy 3.Calculator 4.Judge 5.Hooligan 6.Rag 7.Sticks 8.Defender

This chart can be traced, the staff held executive positions primarily use such manipulation styles as - dictatorship (suppression using the authority, position) further is - judging (again by virtue of its position, the head may be to blame, judge, and so on. e), the following scale -. nice guy (some leaders prefer the role of a friendly person who is always happy to help), in fourth place is - a calculator, then the bully. Other types of manipulation of the employees held senior positions available



Specialist: 1.Dictator 2.Nice guy 3.Calculator 4.Judge 5.Hooligan 6.Rag 7.Sticks
7.Defender

Employees middle managers - specialists in the first preferred style of manipulation - a nice guy (kindness, friendliness works in favor of directors and for the benefit of assistants), the second place is occupied by dictatorship (all professionals have lower standing employees toward which this style is applicable) further defender (the staff he was again used as the benefit of employees and standing on a career ladder), followed by the type of stuck (applies to the side guides as well as their peers), equally little common type - a judge and a rag, a type of calculator - here layer is absent employees.



Assistant: 1.Dictator 2.Nice guy 3.Calculator 4.Judge 5,Hooligan 6.Rag 7.Sticks 8.Defender

In turn, the assistants in most cases behave like a nice guy (in the direction of the superior, it is not surprising, after all pleasant, and welcoming the slave is always a pleasure to help explain smth), followed by the type - the defender (characteristic again because they appears mild in nature), followed by types - the judge, the bully, stuck, (the first two apply to the same assistants, the latter at all superior officers who are "smarter, more experienced" as presented remora), followed by type - cloth (again subject on higher indicate his helplessness, pain, etc.)

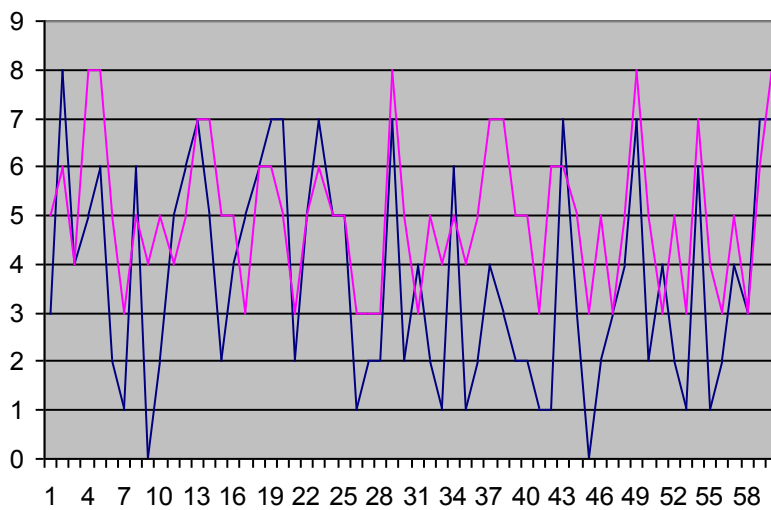
Of all the above proposed schedules also can be seen that most of manipulating the styles prevalent in middle-level as well as at assistants. It is also worth noting that the type of manipulation such as - a nice guy prevails among all employees, at all, he developed most strongly, and in most cases it is selected for manipulation.

Next, we consider the connection between individual typological features and types of manipulation. To obtain the results was used Spearman method

(correlation study) in which the processing of the values we seek data p-value over 0.05. The data in the table were treated Statgrap program. 2.1. Through research, depending on the type of manipulation of personal characteristics. As well as communication with managerial skills. it was revealed that a result of research in finding the correlation:

Following the procedure of ITO and the procedure for the types of manipulation

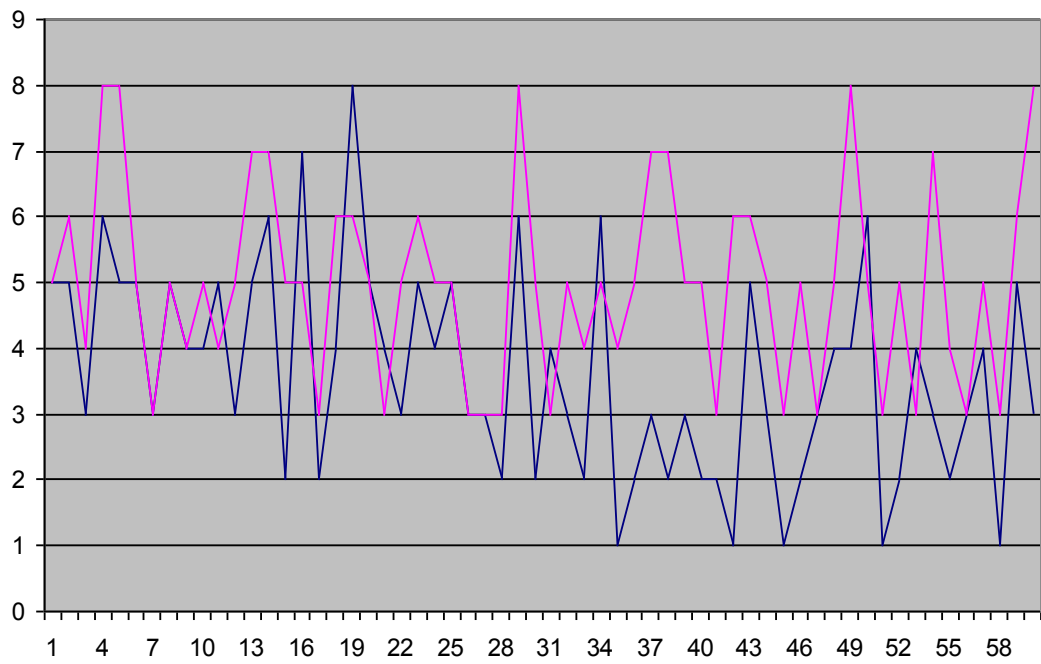
Types Dictator, Calculator, Judge and Hooligan, have high rates of scale aggression in the ITO technique, ie, behave aggressively, in this case the dictator and Hooligan do it openly, Calculator and Judge - closed.



Row 1 aggression

Row 2 dictatorship

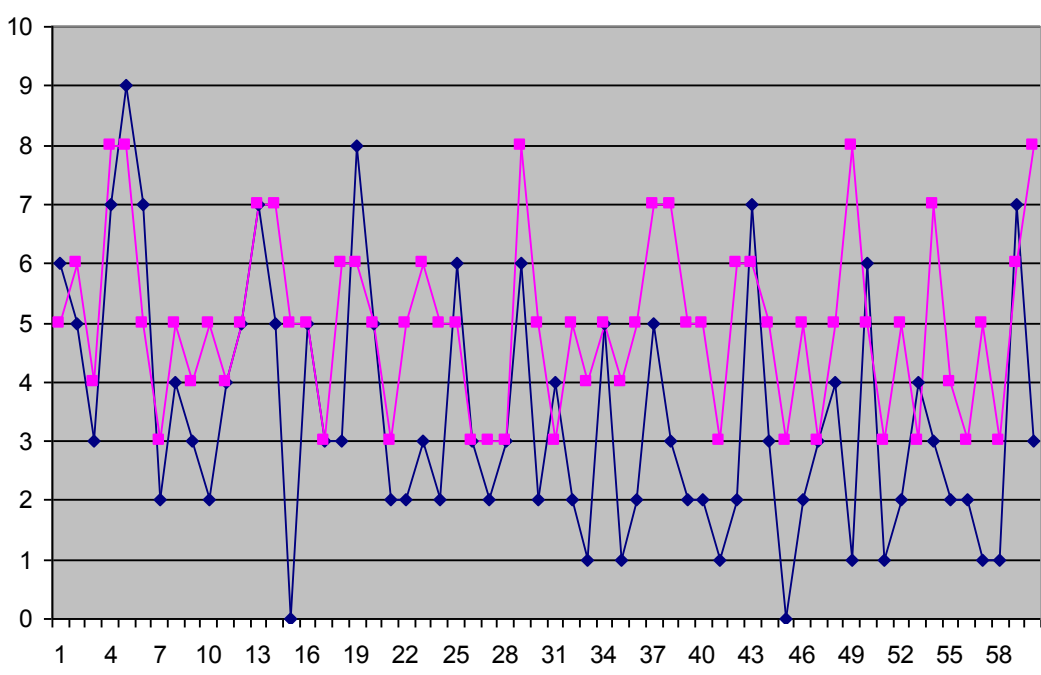
Connection of dictatorship and aggression



Row 1

agresion Row 2 calculator

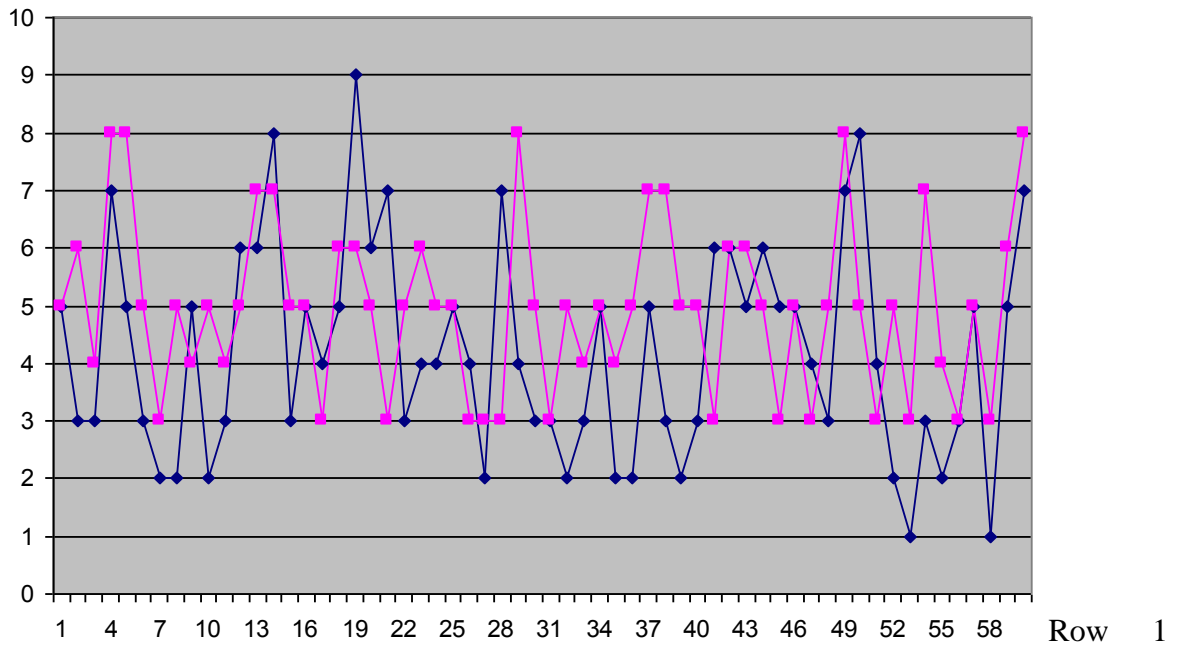
Connection of Calculator and agresion



Row 1

agresion Row 2 judge

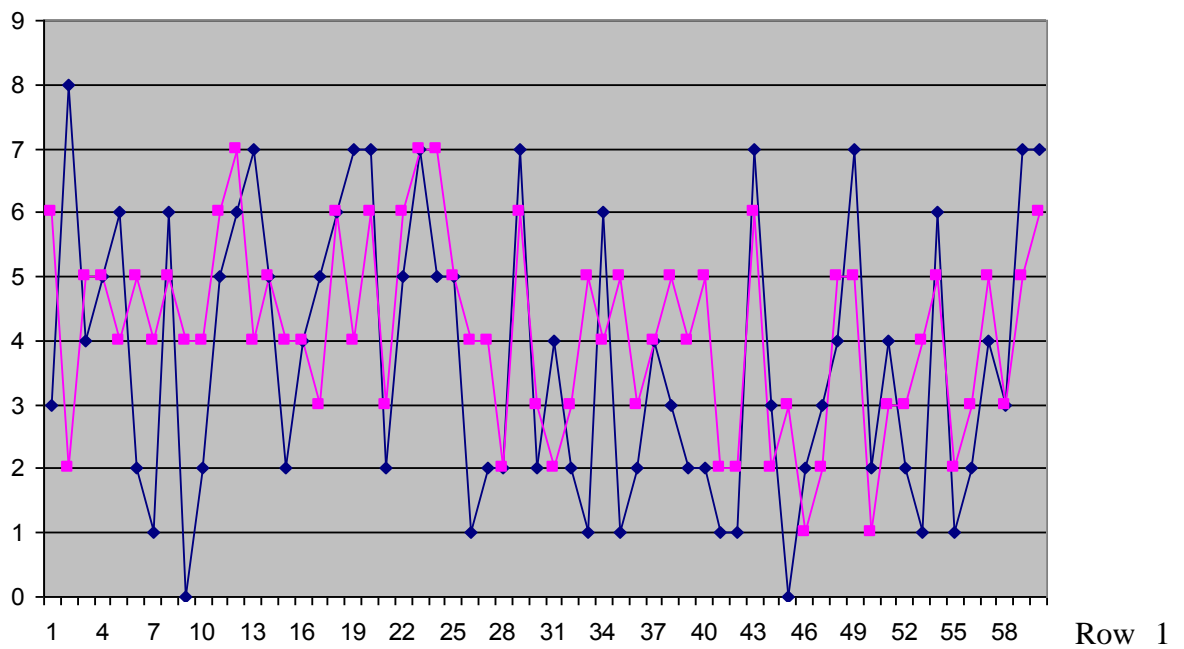
Connection of Judge and agresion



aggression Row 2 hooligan

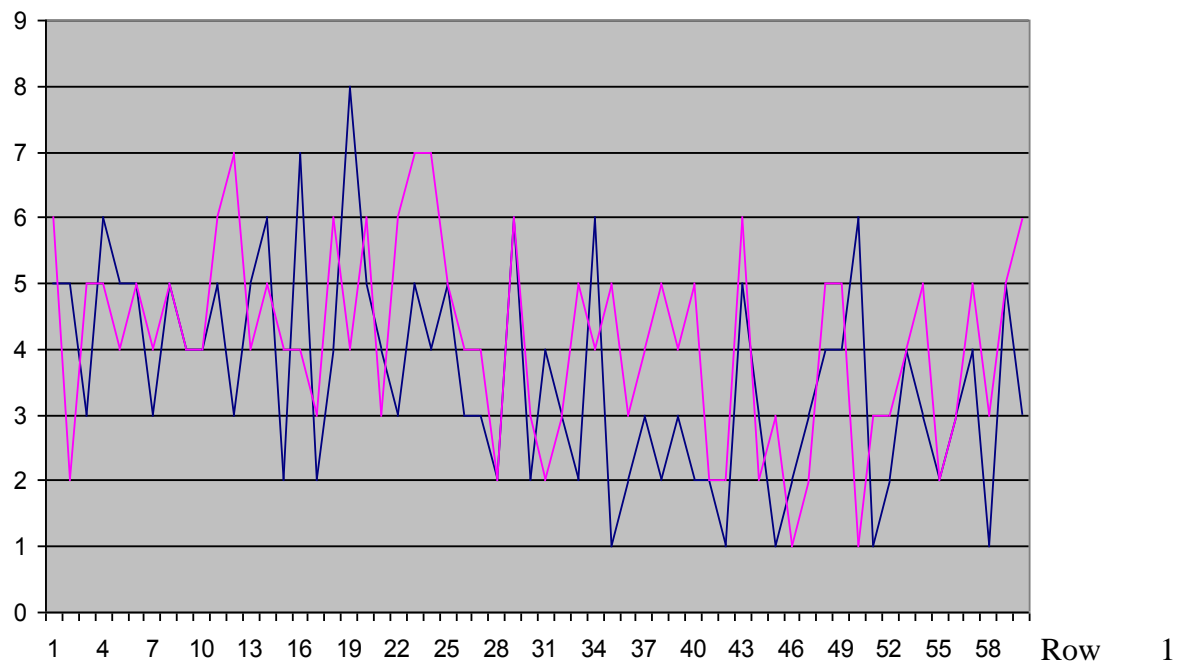
Connection of Hooligan and aggression

The following link is again something that Dictator, Calculator and Judge - rigid, ie, poorly switched from one situation to another.



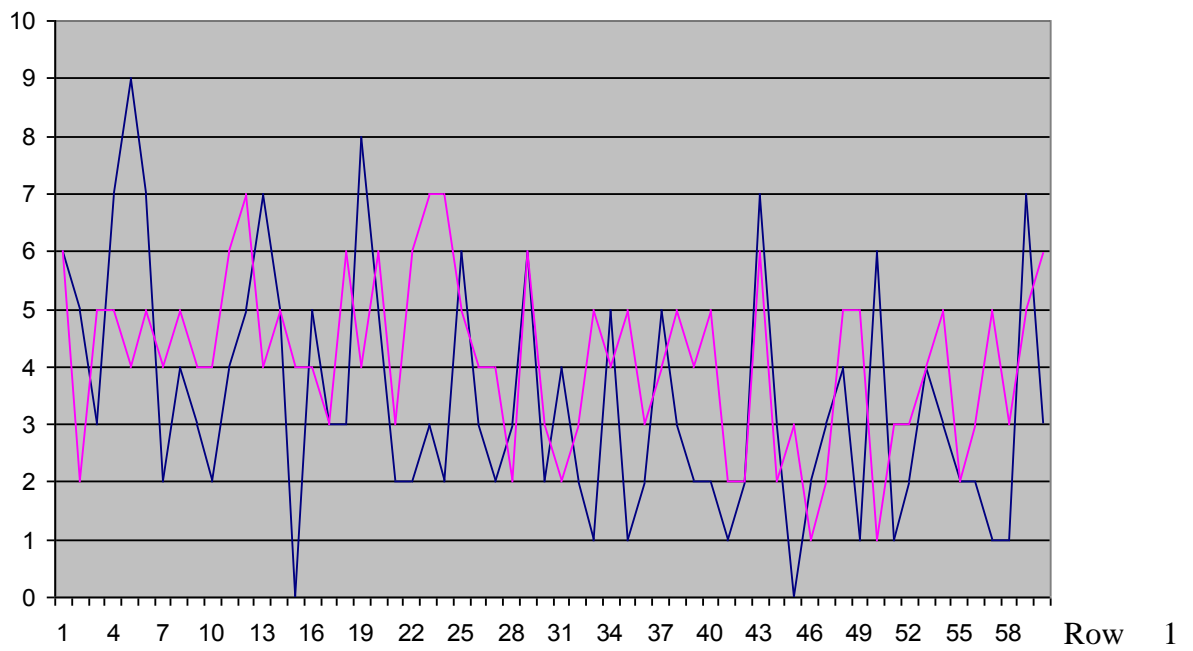
rigidity Row 2 dictator

Connection of Dictator and rigidity



rigidity Row 2 calculator

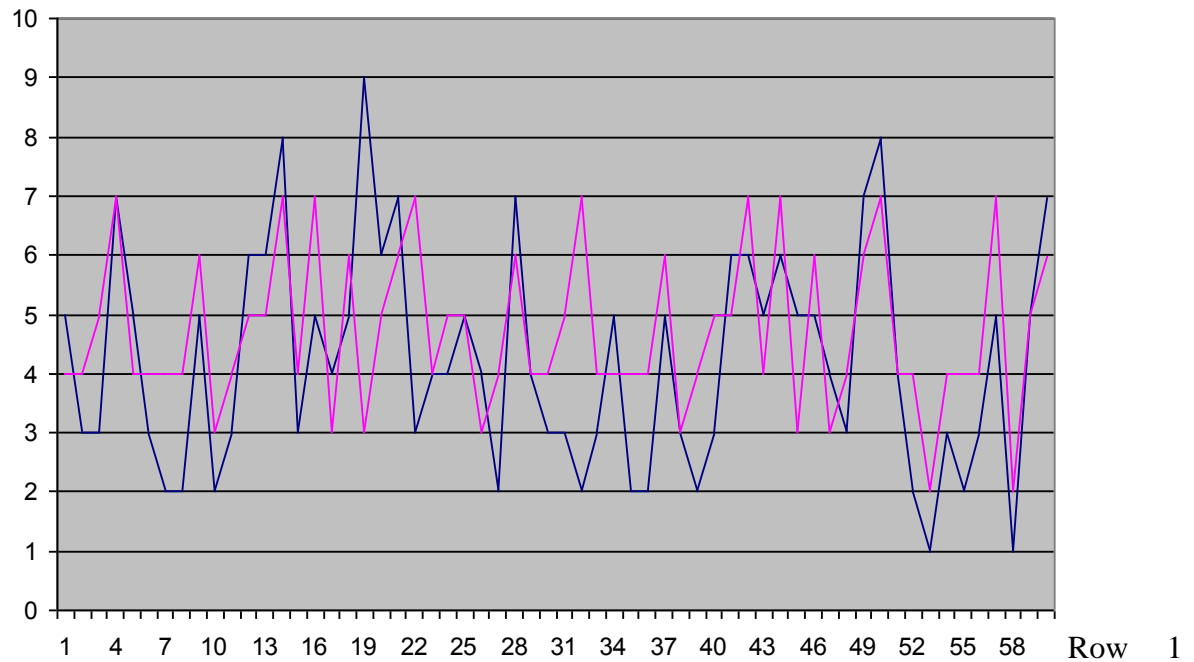
Connection of Calculator and rigidity



blue Row 2 violet

Connection of Judge and rigidity

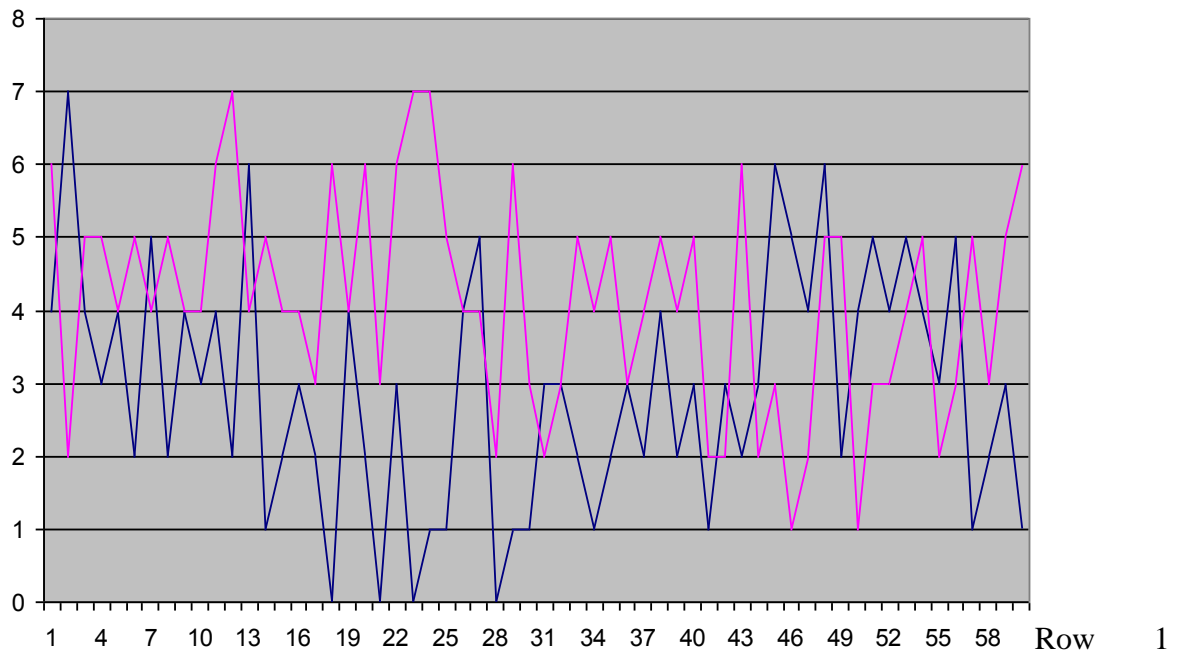
Hooligan is according to a study - spontaneous. From them it is not known what to expect. As well as a high value on a scale of extraversion, suggests that all aggression, he directs all the people around them.



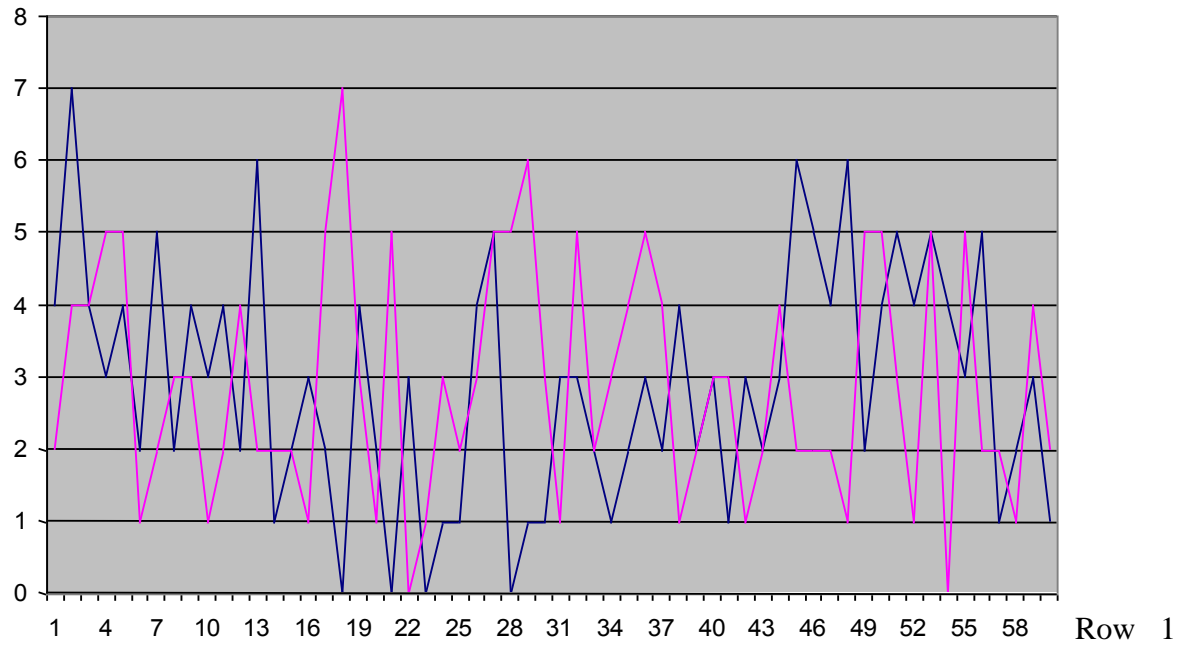
spontaneity Row 2 hooligan

Connection of Hooligan and spontaneity

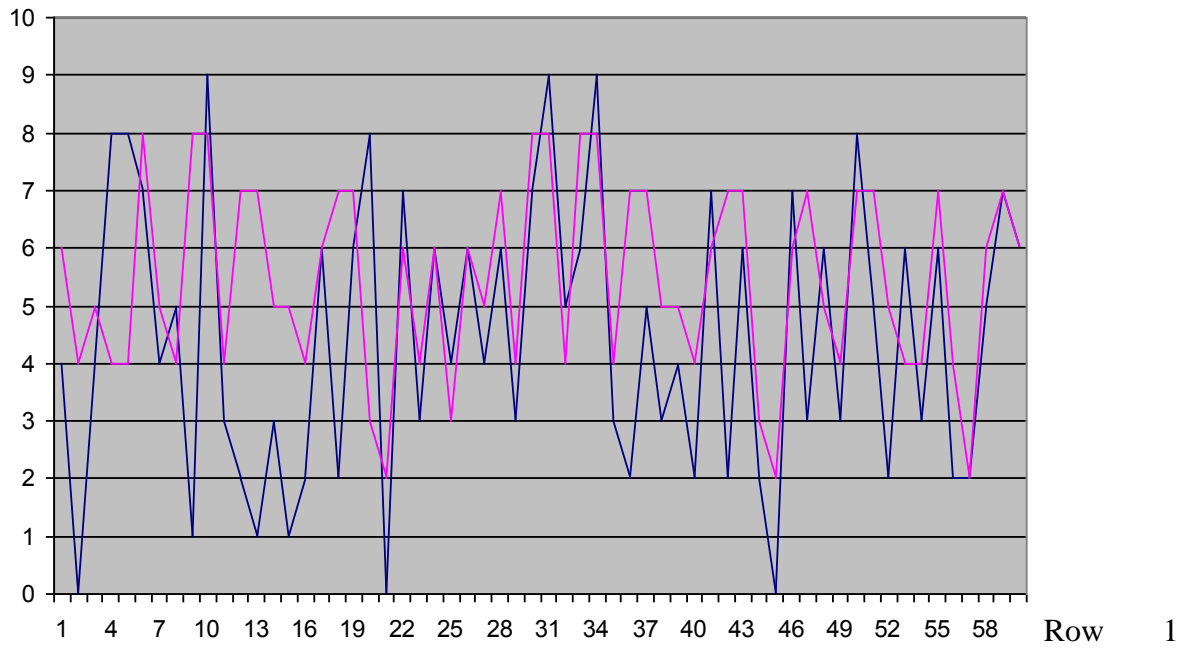
Duster - stiffness, introverted and anxiety prevail. Thus it reveals its helplessness, failure to adapt to the environment, as well as the closure of the company, wants to nobody touched.



rigidity Row 2 rag
 Connection of Rag and rigidity



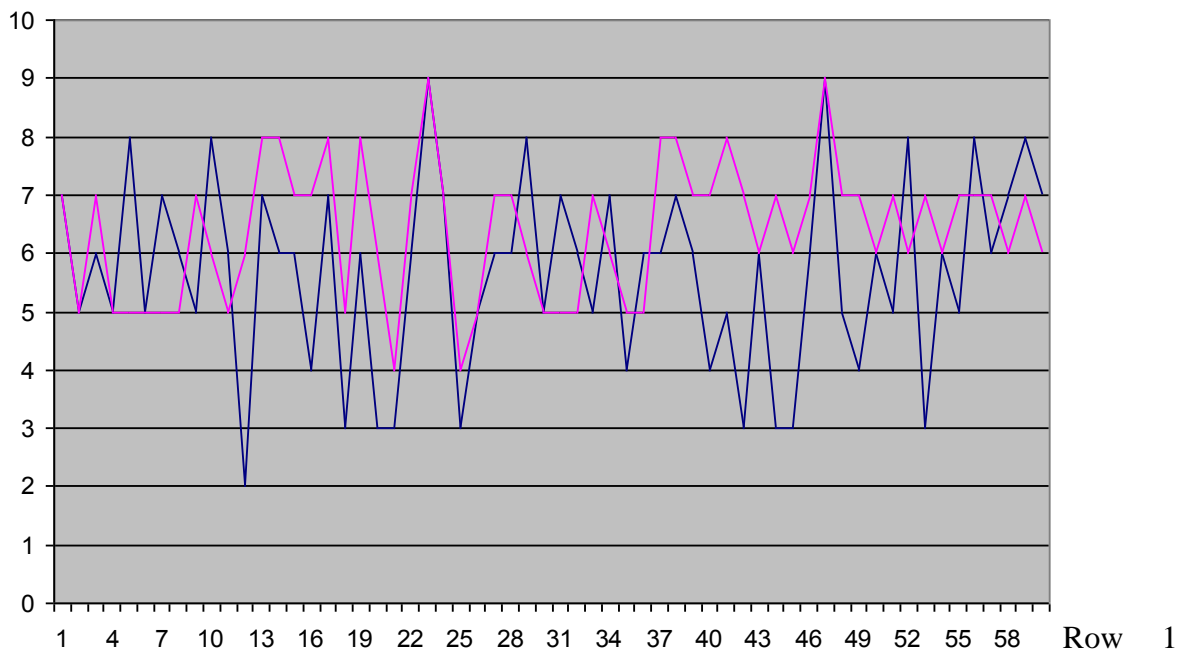
introversion Row 2 rag
 Connection of Rag and introversion



anxiety Row 2 rag

Connection of Rag and anxiety

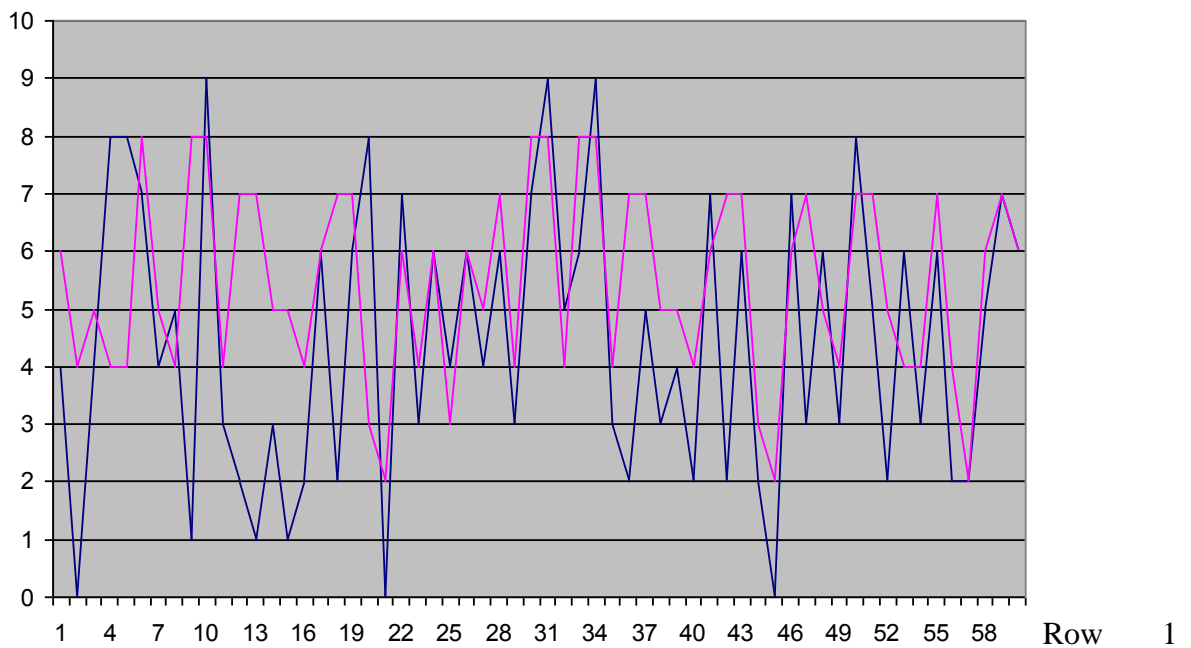
A nice guy - the main feature - high values for extroversion, ie focus on society, as well as lability, adaptability to any situation, we can say that the person is trying to please everyone, please.



lability row 2 nice guy

Connection of nice guy and lability

Defender linked to the sensitive, which again focused on the environment - it is very soft in communication, all ready to support, protect, take care. Performs hen function guardian, even if the person does not ask for help.

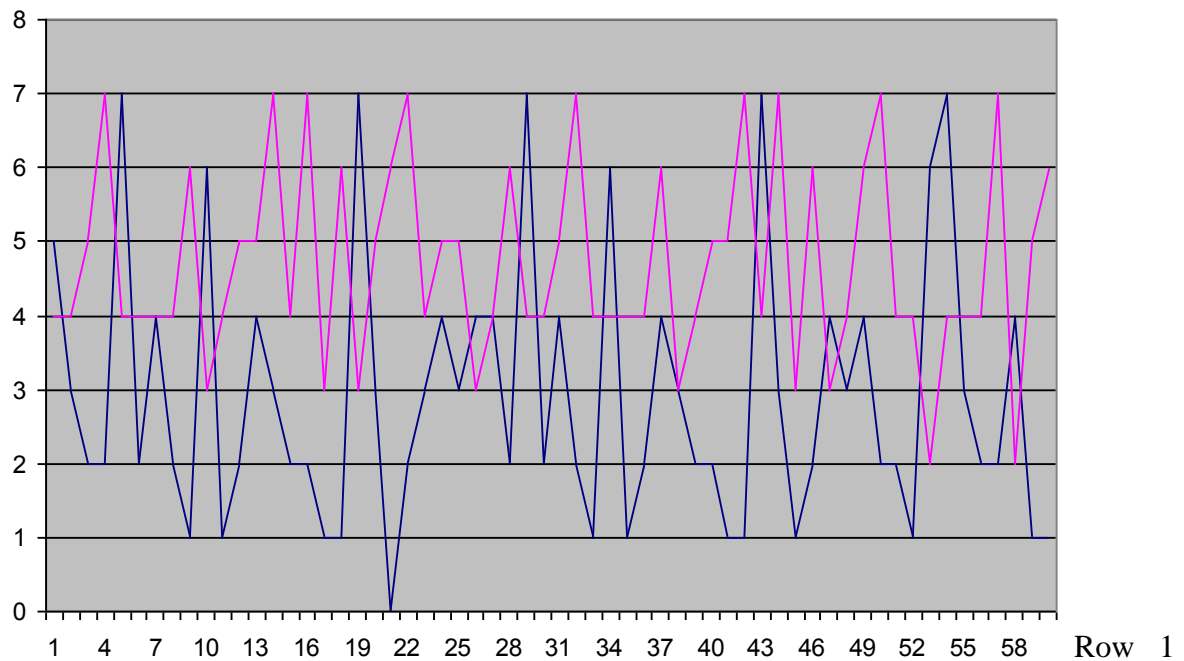


sensitivity

Row 2 defender

Connection of defendef and sensitivity

Sticks - has low spontaneity, and therefore - high predictability, with high sociability. All views evinces that he needs help from others



spontaneity Row 2 sticks

Connection of sticks and spontaneity

The following are the results of one test block CPI

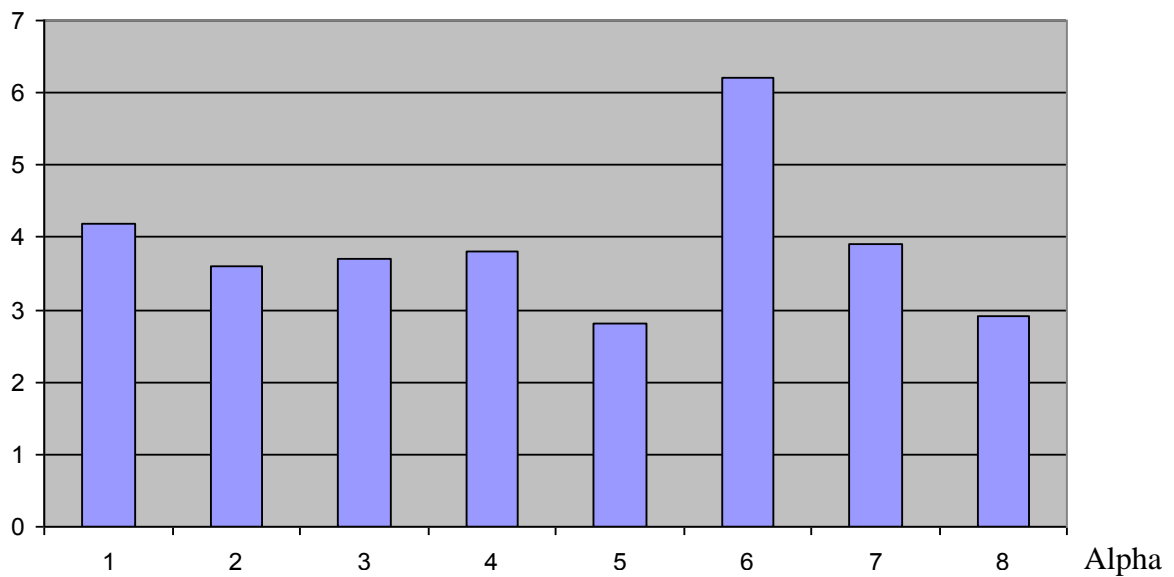
The study to count averages over who are in the alpha group, beta, gamma or delta

	Dictator	Calulator	Hooliga	Judge	Rag	Nice guy	Defender	Sticks
Betta	3	3,2	3,2	2,6	2,7	5,9	6,3	3,2
Alpha	4,3	3,6	3,7	3,8	2,8	6,2	3,9	2,8
Gamma	4,0	4,3	5,7	4,7	2,2	4,9	4	2,8
Delta	2	2,2	3,2	1,8	5	5,2	4,7	2,7

The dictator and nice guy are most likely to be in the group of 1 - alpha. active individuals who are focused on interpersonal interaction, productive

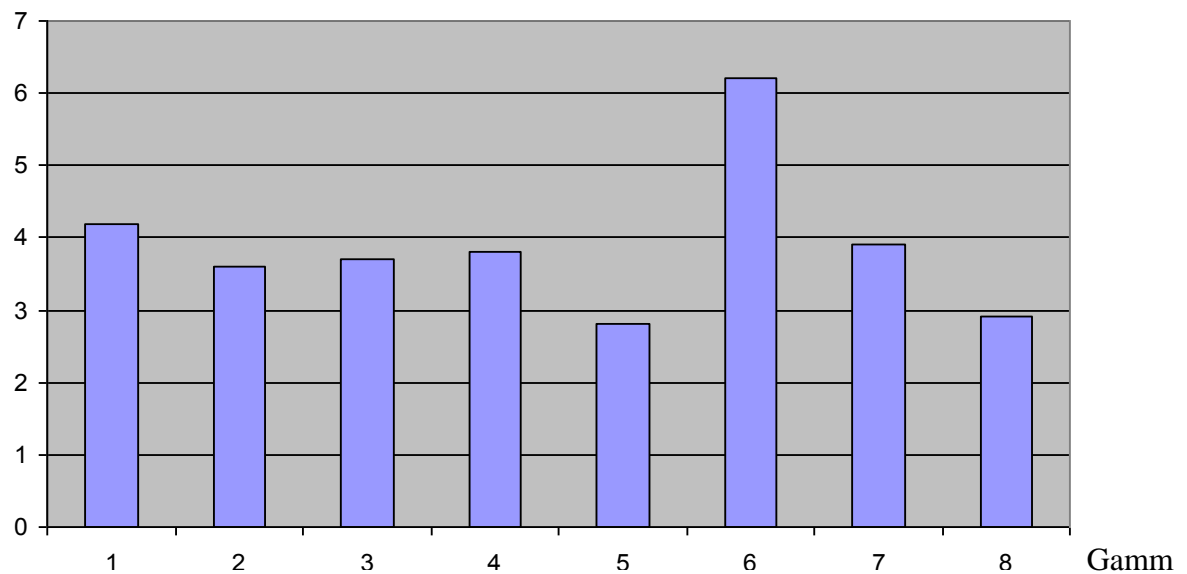
and focused on the task (goal). They are inclined to ambition, willing to take responsibility for the management or control of others and generally adhere to external regulations and customs. "Alpha", which reached the optimal development of its type, can be charismatic leaders or constructive artists.

"Alpha", whose type is minimally developed, may look like introversion (egomaniac), manipulators and eager to do everything for yourself



1.Dictator 2,Calculator 3.Hooligan 4.Judge 5.Rag 6.Nice guy 7.Defender 8.Sticks

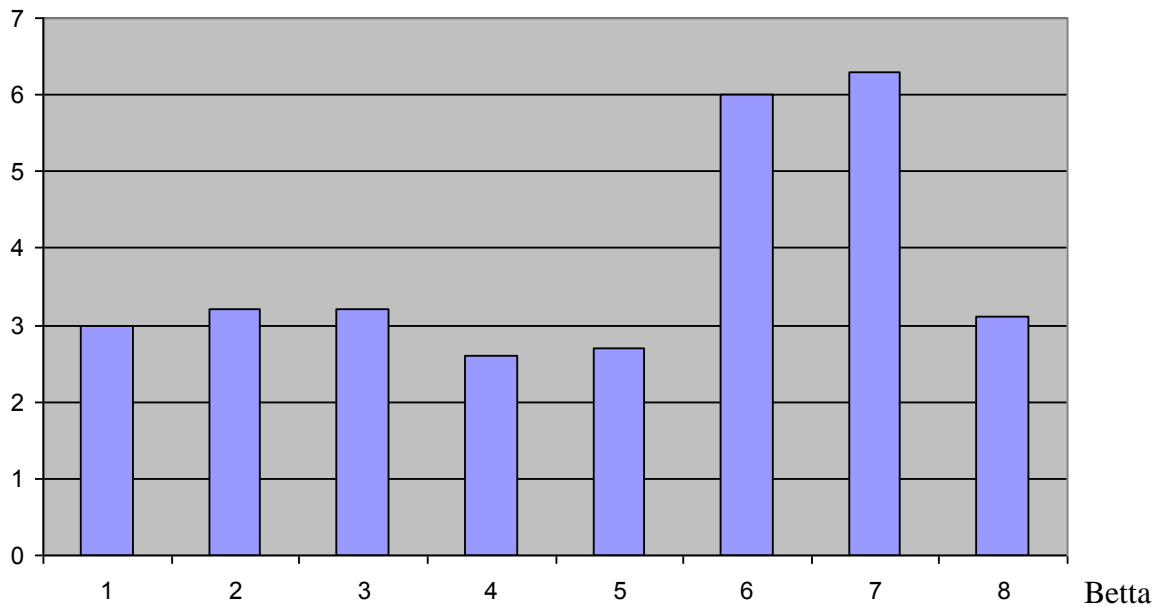
Calculator, Judge, Hooligan - are a group of 3 range. type: focus on interpersonal interaction, but be able to view or make decisions on a purely individual basis. They tend to be skeptical and doubt to a greater extent than to the adoption of traditional norms and values, but nevertheless remain actively involved in the interaction with others. "Gamma", which reached the optimum level of development of its type, can be innovators, creative leaders (inspired). "Gamma", whose type is minimally implemented, may look larger than life figures, rebels, selfish or schismatics.



a

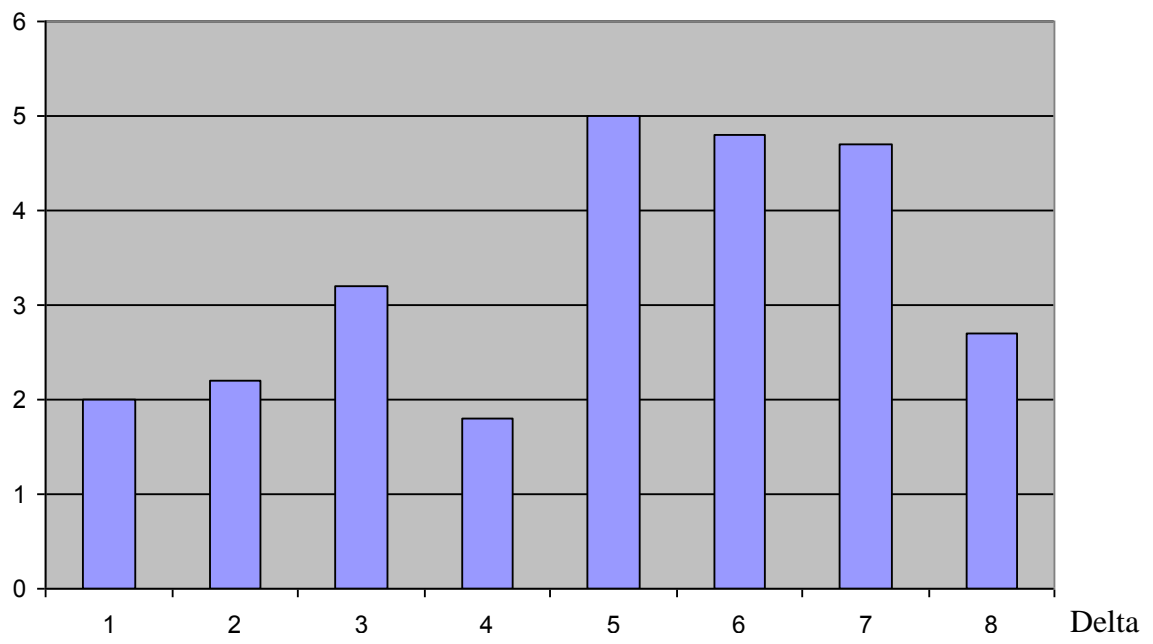
1.Dictator 2.Calculator 3.Hooligan 4.Judge 5.Rag 6.Nice guy 7.Defender 8.Sticks

Defender, nice guy, Sticks- Group 2 beta internality oriented individuals who adhere to externally prescribed norms and values. They may not have a strong desire to lead or manage others and generally feel comfortable in the role of followers (subordinates). "Beta" well-controlled, independent and tend to put the interests and needs of others above their own. "Beta", optimally realize its type, can be "silent" inspired, to impress source of wisdom, knowing, perceiving everything through insight (insight). "Beta" a minimum level of development may look like conformism, rigid and unresponsive people.



1.Dictator 2,Calculator 3.Hooligan 4.Judge 5.Rag 6.Nice guy 7.Defender 8.Sticks

Rag - type 4 delta type: internality oriented and reserves the prerogative of making guides their lives. They tend to be quite secluded and separated from everyone, but reflexive. "Delta", which reached the optimal realization of their type, have a good imagination, creative bents and endowed with artistic talent, but their contribution can go unnoticed because they do not tend to "make work" of himself. "Delta", whose type is minimally developed, can give the impression of auto-natures, vulnerable and prone to decompensation.



1.Dictator 2.Calculator 3.Hooligan 4.Judge 5.Rag 6.Nice guy 7.Defender 8.Sticks

12 Conclusion

The study of such facts were considered as forms of manipulation, individually-typological features, "leader" ability. We can say that pure forms of manipulation does not exist. Everyone elect somewhat more comfortable, suitable for him, his character types of manipulation.

The study confirmed all hypotheses:

1. All kinds of manipulation related and individual-typological features.
1. Types of manipulation related to the job status, ie, a person having a certain status enjoyed by certain types of manipulation.
2. Types of manipulation associated with 'managerial' abilities.

Conclusion

This work will help to identify how people tend to manipulate, how they can be manipulated by society, and what character traits are inherent in it. During the work, we found that people have in the past learned to manipulate others. Manipulation of specific reflected a common approach to social interaction and management, involving the active use of various ways and means of covert coercion of people. People use manipulation in the family, at work, among friends - anywhere. Manipulations may be both short and stretched in time. There are several types of manipulators, each of them using their tactics and approaches. Also there are various ways to manipulate with business negotiations. 8 There is a view manipulation, each person elects currently 2-3 main types, which uses to carry out their plans. In determining the status of the person once again chooses a certain kind of manipulation. The same kinds of manipulation associated with the "managerial" abilities that can be developed, if the fight against manipulation. The purpose and objectives are met, the hypothesis is confirmed.

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14 Appendix

Questionnaire to identify the kinds of manipulation.

Note: submitted a number of questions that you should answer before you either "yes" or "no." If the answer is yes put a "+" if there is no "-" Remember, there is no right or wrong answers. Your answer should reflect only your personal opinion.

1. The successful person is more important to be able to insist on his own, than to compromise
2. I only feel good when in control of everything happening around me
Processes
3. I like the behavior of the main characters in action movies
4. Sometimes I play on a sense of shame, others
5. Sometimes it is important to be able to pretend to be sick
6. As a rule, the other is not convenient to me to refuse
7. Promotion and protection of people and so good, that allow to count on reciprocity.
8. I know how to pretending to be unhappy, saved from unnecessary work.
9. I like to command the environment
10. before you do anything, I need to calculate everything carefully
11. I do not consider it necessary to hide negative emotions
12. annoying primitive people
13. weakness - it is my strength

14. To achieve its objectives, the softness is more effective stiffness
15. I can offer my defense, ambition, man, if I'm sure, and he told me what a help
16. Sometimes it is possible to belittle their abilities in something that others think I can not handle the work, and instructed it to me.
17. I like to give orders
18. if you want to do something qualitatively - do it yourself
19. I'm looking for some very easy
20. often people have to be reminded of the rules of decency
21. it is often helpful to take offense
22. Smile to another - the best means to achieve their goals
23. For me comfort is characteristic of the people in all their blunders especially when I foresee their usefulness.
24. I feel comfortable when I know that I am surrounded by people who are always taking care of me.
25. in most cases, I suggest the right solutions
26. often seems to me that without my control people can not cope with their work
27. afraid - means respect
28. I am not vindictive, but when the opportunity to remind you about the offense
29. sometimes cause pity effective than exercise pressure to produce a result
30. difficult to quarrel with me, I always soft in dealing
31. If a person is in something naughty, I'll go first to defend it, if it is beneficial to me

32. I can deliberately assumed a "sour face" to me once again not to be disturbed.
33. The people are easier to follow orders than requests
34. according to the quality to do the job, I can only
35. The rules are written to be broken
36. I often point out to others their transgressions
37. Sometimes you can pretend to be shy to do anything
38. using the compliments I can weave ropes of the other
39. The people that I forgive mistakes longer obey me than if I blamed them.
40. I am comfortable to work in tandem, rather than one, because you can always rely on the other.
41. The high status - the most important criterion for success
42. Even if I trust the man, his reliable recheck
43. Life would be boring if everyone lived by the rules
44. I like to criticize people for their benefit
45. I seem powerless when I just do not want to do anything
46. I often pretend that people like me, even though it is not so
47. I'm always going to protect a person better than himself, especially if it is part of my plans.
48. My ability to be infantilism often helps me to gain attention, support and care of others.
49. I could be a "big shot"
50. I like to find other people's errors in cross-checking work
51. the dispute does not convince me
52. forgiving people, we prevent them realize they were wrong

53. People think I'm forgetful, and sometimes I use it
54. I try to please everyone
55. Sometimes it can take a little blame, then to take advantage of it.
56. I can behave in such a way to provoke others to their care.
57. I do not like when people are moving away from proven methods and solve problems in their
58. I sometimes play the miscalculations of others
59. If a man threaten to - it is better to do the job
60. often people are complete nonsense
61. Sometimes I pretend that "do not know" or something, so that helped me
62. I often everyone is happy
63. If I defend people now, then I count on his loyalty in the future.
64. I know how to behave so that people do what I want, but I would have him behind.
65. The majority of problems in organizations because of a lack of discipline
66. If a person is constantly admits gaffe, he deserves to be this someone took
67. I like to scare people
68. As a rule, I understand better than others in most issues
- 69 happened, I alluded to malaise (fatigue), although it was not so
70. I can easily manipulate the opposite sex, using compliments and flattery
71. A person should always help, even when it is not required to get the right, if necessary, seek help from him.
72. No one can deny my request, if I "beg".
73. In my speech often present the phrase "you have to"

74. The marriage of convenience - this is normal
75. on the subway I do not let others push themselves
76. I m proud that can quickly display the other for clean water
77. Sometimes I often say that to me, and so hard, a lot of work to protect yourself from unnecessary burdens.
78. others say about me that I'm a nice guy
79. I always protect people who might be useful later.
80. I am willing to beg a man to do anything until I will achieve his.

the keys

Dictator: 1,9,17,25,33,41,49,57,65,73,

Calculator: 2,10,18,26,34,42,50,58,66,74

Hooligan: 3,11,19,27,35,43,51,59,67,75,

Judge: 4,12,20,28,36,44,52,60,68,76

Rag: 5,13,21,29,37,45,53,61,69,77

Goodfellow: 6,14,22,30,38,46,54,62,70,78

defender 7,15,23,31,39,47,55,63,71,79

Sticks: 8,16,24,32,40,48,56,64,72,80

Questionnaire ITO

Instructions: Read each statement, cross out "yes" before the number of the corresponding statement, if you agree with the statement or "No" if you disagree.

Yes No 1. I will try to take to the investigation responsibly and be as sincere

- Yes No 2. I have a very complicated and difficult for the surrounding character
- Yes No 3. I am better able to cope with the work in silence and alone than in the presence of many people or in a noisy place
- Yes No 4. Solving the major problems I usually get around without assistance
- Yes No 5. I rarely start talking first with strangers
- Yes No 6. It is important for me what others think about my statements and actions
- Yes No 7. If need be, I will break down all barriers to achieve the goal
- Yes No 8. I often worry about trifles
- Yes No 9. In my failures to blame certain people
- Yes No 10. It is important for me to have a common opinion with the people with whom I used to talk
- Yes No 11. I have little regard everything that happens with other
- Yes No 12. I am interested in the bright, artistic personality
- Yes No 13. I do not care about other people's suffering: their lack
- Yes No 14. In the noisy company I most of all - in the role of an observer only
- Yes No 15. I bear to watch the suffering of others
- Yes No 16. I - a man absolutely truthful and sincere
- Yes No 17. All my troubles are related to their own inability to get along with people
- Yes No 18. I am often drawn to noisy companies
- Yes No 19. Considering the importance of the decision, I always act independently
- Yes No 20. I am always pleased to make new friends
- Yes No 21. By embracing the any case, I will not think twice before acting

Yes No 22. I am annoyed by people trying to change my opinion, I am sure he is right

Yes No 23. I often worry about people close to me, even without a serious reason

Yes No 24. I can not stand when someone changes the routine I

Yes No 25. I am able to attract the attention of people around me

Yes No 26. In my life I adhere to certain principles

Yes No 27. I like to visit us, where you can dance or sing

Yes No 28. I am extremely sensitive to changes in the mood of the people around me

Yes No 29. I can not embarrassed to fool around in the cheerful company

Yes No 30. I calmly refer to the fact that someone close worrying about their troubles

Yes No 31. I have never done a selfish

Yes No 32. It often happens that because I have a bad mood surrounding

Yes No 33. Interesting ideas come into my head more often, when I'm alone, and not in the presence of many people

Yes No 34. I find it difficult to overcome shyness when you need to speak to a group of people

Yes No 35. Opinion of older or position of great importance for me is not

Yes No 36. I have not been difficult to get other people to act the way I see fit

Yes No 37. I am so much worried about the failure that I feel worse

Yes No 38. I am always stubborn in cases where certain of the correctness

Yes No 39. If in the company, I am not the center of attention, I feel boring and uninteresting

Yes No 40. No one can impose on me their opinion

Yes No 41. I like to travel to different, each time with new companions

Yes No 42. I can change his mind under pressure from others

Yes No 43. In the train, I'm happy to spend time in conversation with fellow travelers

Yes No 44. I never lie

Yes No 45. I have never put off till tomorrow what should be done today

Yes No 46. I am forever than not satisfied

Yes No 47. I like solitude, allowing me to focus on my mind

Yes No 48. I know how to motivate people and lead them

Yes No 49. I like to command other

Yes No 50. I am able to rebuff those who interfere in my affairs

Yes No 51. I find it embarrassing for the statements and actions of my family

Yes No 52. I often had to fight to defend their rights

Yes No 53. I feel guilty (or shame), if I am persecuted failures

Yes No 54. My mood is heavily dependent on the mood of those around me

Yes No 55. I get their tenacity and perseverance

Yes No 56. I often get bored when all around fun

Yes No 57. My sad mood is easily corrected, if I look at the movies or on TV comedy shows

Yes No 58. For the sake of good relations I can give up their intentions

Yes No 59. I always adhere to the generally accepted rules of conduct

Yes No 60. I like all my friends

Yes No 61. I have a tragic fate

Yes No 62. I have many close friends

Yes No 63. I am the most unfortunate man in the world

Yes No 64. I find it easier to hope for other than to take responsibility, even if we are talking about my problems

Yes No 65. I try to be the "all" does not stand out among the other

Yes No 66. I - a man calm, steady

Yes No 67. I can not for a long time to respond to someone else's joke, but then "explode" the angry reaction

Yes No 68. I am very sensitive to weather changes

Yes No 69. I do not like to be present at the noisy feast

Yes No 70. I can show carelessness in business, and then slowly put them in order

Yes No 71. I like to go for a visit

Yes No 72. I do not care about what people think around

Yes No 73. I am worried only about the very big trouble

Yes No 74. I never feel the desire to curse

Yes No 75. I did never deceived

Yes No 76. I do not need anyone, and I do not need anyone

Yes No 77. I - shy person

Yes No 78. I'm terribly unlucky in life

Yes No 79. I often try to follow the advice of a reputable person

Yes No 80. I would be very upset if someone hurt or offended

Yes No 81. I am or what not to frighten

Yes No 82. I often use other people's advice in solving their problems

Yes No 83. I first blame himself for his failures

Yes No 84. I did not pay attention to your clothing style

Yes No 85. I try not to plan for their immediate future and work

Yes No 86. When I'm visiting, I often think, "I'd better stay at home"

Yes No 87. I do not know anything about the personal problems of the people around me

Yes No 88. The slightest failure greatly reduces my mood

Yes No 89. I never get angry

Yes No 90. I have answered all questions very truthfully

Methodology CPI

You are invited to a number of statements relating to different aspects of life. With each of them you can agree or disagree. Read each statement carefully and mark your answer on a special form next to the appropriate number.

If you agree with this statement, cross left square (the answer is "true") if you do not agree - cross out the box on the right ("incorrect").

1. I like to be where a lot of people, just because it gives me the opportunity to be among people.
2. The most interesting column in the newspapers - it's humor section.
3. I thought my father a perfect man.
4. A person at times need to show himself in a favorable light.
5. Our thinking it would be much more productive if we have forgotten such words as "likely", "approximately", "may".

6. I want to succeed in life.
7. When I am in the company, I usually do what others offer, and the initiative did not show.
8. I loved fairy tales Saltykov-Shchedrin.
9. I usually watch movies more than once a week.
10. Some people exaggerate their difficulties in life, to arouse sympathy.
11. People can quite easily change my opinion, despite the fact that I thought the point of view of the final.
12. I often feel that I have chosen the wrong profession.
13. I am very slow to make decisions.
14. I always follow the rule: the case - time fun - hour.
15. Several times a week I'm starting to think that there will be something terrible.
16. It makes no sense to help people - once again convinced that sooner or later "shlopochesh in the neck."
17. I would like to be a journalist.
18. A person who does not participate in the elections can not be considered a good citizen.
19. I think I would have liked to work as a foreman at a construction site.
20. I have had a very strange and unusual experiences.
21. My daily life is filled with things that seem interesting to me.
22. When a person hides their income to avoid paying taxes - it's just as bad as stealing money from the government.
23. In many ways, the poor man is better than a rich man.
24. I like to keep my things in order, neat and tidy.

25. I feel uneasy when dealing with ironic, sarcastic people.
26. It is necessary to take care to be "useful contacts".
27. I feel like a failure when I learn about the success of his good friends.
28. I think I would have liked to work a fashion designer.
29. Many people consider me a hot-tempered.
30. Sometimes I do not mind a bit of gossip.
31. I doubt that I could be a good leader.
32. I am concerned people who treat me more friendly than I expected.
33. I would prefer to work in the women's team.
34. There are people who simply can not be trusted.
35. I am outraged when someone spits on the sidewalk.
36. When I was in school, I often skipped classes.
37. I have a lot less worries and fears, than my friends.
38. I find it difficult to engage in conversation with strangers.
39. I must admit that I like to make fun of others (to arrange lotteries).
40. I am very nervous, if you notice that watching me.
41. Most of the problems have only one correct solution, only need to know all the facts.
42. Sometimes I pretend to know more than it actually is.
43. It makes no sense to worry about the problems of the state, because I am not able to change anything.
44. Sometimes I just wanted to break something.
45. As a child, I spoke with their problems to the parents.
46. I think I would like the school teacher work.

47. With a good salary I would have liked to be an actor or a traveling circus performer.
48. Most people can lie, if it suits them.
49. When I was someone doing poorly, I feel that I should pay him the same, if I can, at least in principle.
50. It seems to me that I was almost as capable and smart, like most others.
51. Everyone should maintain cleanliness and order in the yard of his house and in the stairwell.
52. I usually take an active part in all the fun at parties.
53. I think that would give me pleasure to have power over other people.
54. I find it difficult to concentrate on any task or work.
55. Some members of my family temper.
56. It annoys me when someone distracts me if I'm doing something.
57. Sometimes I try to stay away from this or that person, as I am afraid to say or do with him something like that, then what will regret.
58. I am very worried when I think that others treat me with disapproval.
59. The trouble many people is that they are not serious about some things.
60. I have often met people who are considered experts in their field, but in reality, no more than I know.
61. I loved my school.
62. I believe that Lermontov more prominent figure than Pushkin.
63. It's always good to be sincere.
64. Strong storm scares me.
65. I think that I would have liked to work in a large department store seller.
66. Sometimes I just wanted to curse.

67. I never really liked school.
68. I am embarrassed when I talk with obscene stories.
69. I do not approve of those who gets drunk at parties.
70. Sometimes I go to the other side of the street to avoid meeting with anyone.
71. I am easily excited.
72. I used to use the diary.
73. It is possible that with some minority and treated badly, but before that I do not care.
74. I can be very difficult to tell someone about yourself.
75. We should be more concerned about their country and enable others to solve their problems themselves.
76. I often feel that life is passing me.
77. When I get bored, I try to do something to shake things up.
78. I like to boast of their successes, present and future.
79. I'm afraid to swim in the deep places.
80. Sometimes I am very angry.
81. I must confess that I try to do in their own way, regardless of what others want.
82. I think I would have liked the work of the mechanic.
83. I usually feel uncomfortable at formal gatherings or banquets.
84. One time I tried to write poetry.
85. I do not take anything that is not clearly imagining what would happen.
86. I argue only on issues of fundamental importance.
87. I do like to read adventure stories than stories about love.

88. I hate to look at the casually dressed people.
89. I would have done better if I had a good chance was given.
90. If a person always takes part in the elections - the civic duty he performs.
91. Sometimes I come to mind are bad thoughts, that they are better left unsaid.
92. People often expect too much from me.
93. I almost anything you want, I can make a bet.
94. In the present situation it is difficult to hope for something in the future.
95. I think that I would have liked to engage in research work.
96. I am serious about ethics and morality.
97. I would like the work of international journalists.
98. Modern people have forgotten what a shame.
99. I can not concentrate on one thing.
100. I prefer to wash shower, and not in the bath.
101. I must confess that I often try to do as little work as possible.
102. I love being in the spotlight.
103. I like to listen to symphonic music on the radio.
104. I would like to look at a bullfight in Spain.
105. Fire fascinates me.
106. The average person is not very able to evaluate art and music.
107. I can be friends with people who do what I would not do.
108. I am not afraid to go into the room where the others were already gathered and talking.
109. Sometimes I'm depressed.
110. I am afraid of the thought of the possibility to get into a car accident.

111. When I am in the company of people I'm worried about the idea if what I say is correct.
112. I am demanding of himself and I think that others should treat yourself as well.
113. School teachers complain of low wages, but it seems to me that they get as much as they deserve.
114. Sometimes I have and want to fight anyone.
115. Sometimes I have several times dreaming the same dream.
116. It is unpleasant to listen to a lecturer who does not believe in what he says.
117. I do not condemn those who seek to get the most out of life.
118. I believe that we are getting better from life's trials and tribulations.
119. Life is a predefined plan loses much of its appeal.
120. I do not always tell the truth.
121. In school I slowly mastered the material.
122. I love poetry.
123. I think that compared to most people I have a clearer idea of good and evil.
124. Most likely, I first spoke to the people, yet they do not turn to me.
125. Something is wrong with the people who can not without anger or resentment to obey orders.
126. If I get sick or injured, I'm not hesitate to see a doctor.
127. Before we do anything, I try to predict how others would react to this.
128. In order to convince the majority of people in the right, it takes a lot of arguments.
129. I think I would have liked to ride on a racing car.

130. Sometimes, for no reason, or even when things go bad, I feel excitement and happy.
131. One of my goals in life - to make something that my mother would be proud of me.
132. I fall in love easily and quickly cool down.
133. I feel better now than ever.
134. I am uncomfortable fooling around at parties, even if others are doing it.
135. Members of my family have always been close to each other.
136. Most people start dating just because they may be useful for them.
137. I find it difficult to sit quietly and relax.
138. Sometimes, I'm depressed.
139. It is legal to circumvent the law, if he had not formally broken.
140. I like to listen to lectures on international issues.
141. Nowadays, parents are too indulgent towards their children.
142. Most people probably go dishonest than accept losing their benefits and advantages.
143. I like to be in companies where making fun of each other (arrange lotteries).
144. I am a little afraid of the dark.
145. If I am faced with difficult problems, I easily renounce their solutions.
146. I would like to wear expensive clothes.
147. At times, I feel complete its futility.
148. I often wake up in fright during the night.
149. I am on all sides mull the issue before making a decision.
150. I was very hurt when I am criticized or scolded.

151. I am not a man who could become a politician.
152. I read at least ten books a year.
153. When I feel does not matter, I'm getting a little bit angry and irritable.
154. My parents never really understood me.
155. People need to behave in accordance with the environment in which they find themselves.
156. I rarely feel the excitement and thrill.
157. I love to travel and am not happy, if not I go somewhere.
158. I will fight for their rights, if someone tries to encroach on them.
159. I'm getting somehow ill at ease when I am in a big company.
160. I would like to listen to the great opera singer.
161. Sometimes I am unreasonably angry and irritable.
162. Every citizen should be aware of the problems of the state, even if the time he spends on it, go to the detriment of his personal pleasures.
163. I love all kinds of parties and gatherings.
164. My parents often do not like my friends.
165. I readily obey orders and do what they tell me.
166. In school, I always looked forward planning, what subjects preferred.
167. I would like to be a member of several clubs or societies.
168. My home life was always happy.
169. Teachers often expect too much from the work of their students.
170. I often act on the circumstances, did not hesitate long.
171. I think that would have done better than most of the current politicians.
172. I'm not really afraid of snakes.

173. Other people often misinterpret my actions.
174. I never judge people without sufficient grounds.
175. I must confess that sometimes people disappoint me.
176. I often try to understand what the underlying causes induce this or that person to do something nice for me.
177. I do not have enough self-confidence.
178. Most people feel a secret pleasure when the others get into trouble.
179. When I am a member of a committee or commission, I am pleased to supervise his work.
180. Usually, my parents did not prevent me to make decisions independently.
181. I have always wanted to get into the school the highest marks for which only he was capable.
182. I would rather do without something than will ask for a favor.
183. Sometimes I have the feeling that I just have to cause harm to himself or someone else.
184. I have more than enough to worry about.
185. I do not miss opportunities to have fun, even if it threatens me trouble.
186. Normally, I do not like to talk much, unless I'm not in the company of people I know.
187. I tend to take everything too personally.
188. Quite often, it turned out that I was not aware of gossip and conversations that take people around me.
189. In school, my grades in behavior have always been very low.
190. Only a fool would require tax increases.
191. Sometimes I pretend to be sick to avoid anything.

192. When I meet a person, I often think that he is better than me.
193. It would be a shame not to use their right to vote.
194. I like when people are wondering what I am going to do next.
195. The most important thing for me - it is my professional and human duty.
196. Sometimes I think that I would have liked to box.
197. Sometimes, indecent joke makes me laugh.
198. Before we do anything, I try to anticipate the reaction of my friends.
199. I would have liked to be a war.
200. If a company asked me, I would not hesitate to start a conversation or to express their opinion about the fact that I know well.
201. If I see a few guys hit one, I will try to stop them.
202. If it had a chance, I could be a good leader.
203. When things go wrong, I sometimes blame the other.
204. I like to make a plan of Home Affairs, and then follow it.
205. I get more pleasure from sports games and races in the event that bet (bet pobilsya).
206. I have often noticed that people are jealous of my ideas just because they first did not think about.
207. Sometimes the elections I voted for the candidate, which I know very little.
208. I like to spend time in the companies and parties, where a lot of revelry.
209. Most of the people telling the truth just because of fear of being caught in a lie.
210. I love to hunt.
211. Staying alone, I often think about philosophical problems such as the freedom of the will, evil, etc.

212. I have never had a collision with the law.
213. I am outraged when I learned that someone illegally denied the right to vote.
214. In school I was sometimes summoned to the principal for misbehavior.
215. I would have liked to write books on the art.
216. Sometimes I harassed myself that a lot over the taking.
217. I think I would like the work of a librarian.
218. I love to go out dancing.
219. Most of the people at heart do not like to bother in order to help others.
220. I feel anxious and restless indoors.
221. People should take care of their elderly parents, even if they have to for the sake of sacrifice something.
222. I would like to be a member of a discussion club.
223. I try at all costs to avoid trouble.
224. I usually look forward to the success of their deeds.
225. People just pretend to care about others.
226. People come to me for help when they need something to solve.
227. I find it difficult to find something to talk about when I meet a new person.
228. I like to read historical literature.
229. I prefer symmetry asymmetry.
230. I'd rather be an executive and reliable employee than brilliant, but not credible.
231. If possible, I would not mind to splurge.
232. Sometimes I feel like I'm on the verge of death.

233. People would not have to worry about others, if they are not profitable.
234. We should be more responsible for the selection of officials.
235. I do not mind paying taxes, because it gives me a chance to get something from the public.
236. I am so concerned about some of the topics that I can not even talk about them.
237. The future is too uncertain to make sense to build a serious plan.
238. Sometimes I'm just not in a position to begin to do something.
239. I love to perform in front of people.
240. I would like the work of nurses.
241. The person who brings others into temptation, leaving valuable property unattended guilty about the same as the one who steals the property.
242. I am a sociable person.
243. I am often concerned about the useless thoughts that come into my head.
244. If I were a journalist, I am very pleased to have covered the news of the theater.
245. Most of the time I feel happy.
246. I like to plan their actions in advance.
247. From time to time I like to completely disconnect from work and everything that reminds her.
248. I must confess that when I have a bad mood, I become irritable.
249. I like to read technical journals.
250. I find it difficult to work under strict control.
251. I love the big and noisy parties.
252. Sometimes I feel like I'm a burden to others.

253. You can not blame the people who put everything at stake, if the stakes are high.
254. I have never deliberately lied.
255. Only a fool would try to change the existing folk traditions.
256. I want to occupy a high position in society.
257. I often feel that I have done something wrong or indecent.
258. The school has been difficult for me to answer in front of the whole class.
259. Generally, it seems to me that life - standing piece.
260. I always try to do a little better than is expected of me.
261. We should give an opportunity for African countries themselves to resolve their problems, there is no reason to help them.
262. Several times I acted despicably toward others
263. Those who violate the law, are almost always caught and are punished according to merit.
264. I am very unhappy, if you do not succeed in anything, that I seriously intended to do.
265. I can be scared at the thought of an earthquake.
266. I think that most people are able to lie to get a promotion.
267. I prefer to talk rather than listen.
268. Sometimes I really wanted to get away from his family.
269. I like science.
270. I often lose my temper.
271. My parents have always been with me strict and harsh.
272. I must confess that in a strange place feel some fear.
273. I am concerned, when strangers in the tram, shop, etc. looking at me.

274. I am sure that I know how to solve the current international issues.
275. Sometimes I like to break the rules and do what should not be done.
276. I rarely quarrel with his family.
277. I am not afraid of water.
278. If the store I give change more than it should be, I always return it back.
279. I often feel self-loathing.
280. I love the different games and entertainment.
281. The society should pay more attention to engineering and technical staff as it does with respect to the artists.
282. Almost every day there is something that scares me.
283. I like to read about science.
284. I find it difficult to behave naturally in the presence of new people.
285. I refuse to play some games, because I is not very good.
286. I've never done anything just for the sake of risky thrills.
287. I think I would have liked to sing in the choir.
288. As a child, I once or more expelled from class for bad behavior.
289. Sometimes I worry because of things that really are not very much and it is important.
290. I must confess that I'm a sensitive and easily excitable.
291. I think I would have liked to be a member of the motorcycle club.
292. I liked when my school essays read out in front of the whole class.
293. From time to time I have so much bad mood, no one can cheer me up.
294. It seems to me that I was often punished unjustly.

295. Even without being a major cause of errors committed, I am ready at any cost to redeem himself.
296. I would like to be an actor or a movie theater.
297. Sometimes I am so drawn to do something bad or terrible.
298. I am annoyed by writers who use strange and unusual words in their works.
299. I am not particularly care what happens to me.
300. The police car must have special decals, so they can always be identified.
301. I am afraid to be alone in the dark.
302. I have often acted against the wishes of parents.
303. We must reduce oil consumption to the level necessary to her enough people who will live in 50 or 100 years after us.
304. If the team decided person should follow it, even if you do not agree with him.
305. I often want people to occupy a certain position.
306. At night I often nightmares.
307. If I was driving, I would not have allowed himself to overtake.
308. I must confess that I hate to skewer a worm on the hook rod.
309. I'm afraid some people or objects, even though he knew that they were not dangerous for me.
310. I would rather that people treated me unkindly than despised me.
311. I can not do well.
312. Anyone who is able and willing to work hard, have a better chance to succeed in life.
313. I hate to speak in front of people.

314. Before we come to any view, I try to find out what other people think on this score.
315. People do not have to pay tax on childlessness.
316. My parents wanted me to succeed in life.
317. I often think about how I look and what I produce impression on others.
318. As a child, I hardly wanted to be a member of a street company.
319. Being in the company, I usually take the responsibility to acquaint people with each other.
320. I would call myself a fairly "strong personality".
321. I almost never go to bed on time.
322. I do not like to give their stuff to people who do not know how to handle them carefully.
323. Work is a great stress me.
324. Survey - is nothing more than a formal procedure.
325. When I feel happy and full of energy, someone listlessly or bad mood will certainly spoil everything.
326. I am very touchy.
327. I can easily give up or break their relationship with one another.
328. I found that my character corresponds to a clear mode of the day.
329. I find it hard to sympathize with a man who is always in doubt and hesitation.
330. It seems to me that everyone has the same taste.
331. I often do not I bring begun before the end.
332. I could be perfectly happy without a close friend.
333. Education - more important than most people think.

334. I get nervous when I have to ask someone for a favor.
335. Sometimes I behave like a coward.
336. Sometimes I'm tempted to leave his home.
337. My family disapproved refers to the work that I have chosen (or about to choose).
338. I never really worried about her appearance.
339. At times, it seems to me that I was not such a good man.
340. At the table, I usually eat all quickly and do not waste time on the table talk.
341. My family often treat me like a child.
342. I must confess that annoys me when other people interfere with my life.
343. In school, teachers most concerned me is true.
344. Some animals get on my nerves.
345. I would rather go to a meeting of danger than try to avoid it.
346. I must admit that I'm pretty good speaker.
347. If the people in your life pursuing failure - then they are themselves to blame.
348. Generally, in order to avoid criticism, I do what is expected of me.
349. If a person has found a large sum of money, then he can spend on their own needs.
350. From the people should not expect them to do something for society, if they do not pay for it.
351. Some members of my family have habits that annoy me greatly.
352. I must admit that I have no great desire to learn something new.
353. It seems to me that no one understands me.

354. The strong man is able to solve even the most difficult problems.
355. I have established political beliefs.
356. I often feel a lump in my throat.
357. Sometimes I feel I do not deserve the good things I have in life.
358. I often dream about things that they have been better not to tell anyone.
359. I think that I am a leader in the group.
360. An honest person can not achieve anything in life.
361. I love that every thing had its place, and that all things are in their places.
362. I'm harder than others to focus on one thing.
363. I do not solve any problem, if you can not get a clear and unequivocal answer.
364. It annoys me if something unexpected breaks my daily routine.
365. The future seems hopeless.
366. It seems that I never feel hungry.
367. My home life was always pleasant.
368. I know it could be better if more versed in itself.
369. It seems to me that I was more likely than others to commit acts, which then regret.
370. Disobedience to any government can not be justified.
371. I can not fully enjoy your vacation or holidays, if they do not deserve their job.
372. I have reason to be jealous of some members of my family.
373. On a visit at the table I hold better than at home.
374. I never will render assistance to another person, if that I have to renounce my own pleasure.

375. There are some people to whom I dislike so much that I take pleasure when they get into trouble.
376. I like to make plans and decide what to do someone.
377. Sometimes I tease animals.
378. I doubt that there are really happy people.
379. I would prefer not to take too much responsibility for other people.
380. I feel industrious and diligent worker.
381. It is better not to trust anyone.
382. Willpower - the key to success.
383. Normally, before do anything, I think, even if we are talking about the little things.
384. Most people would be better off if they had never been to school.
385. I am easy to argue.
386. I know who is to blame for most of my troubles.
387. I do not like uncertainty and unpredictability.
388. When I am in a desperate situation, I'm talking about that part of the truth, which is likely, will not hurt me.
389. I feel disappointed in the laws, when a clever lawyer seeking the release of the offender.
390. I am wrong way of life.
391. I read pretty quickly.
392. I dream very little.
393. I feel discomfort when dealing with uncertain and indecisive people.
394. Even in trouble, I usually try to do everything as it should be.
395. It is important for me to have a lot of friends and lead an active social life.

396. Sometimes I wanted to run away from home.
397. I rarely change my decision.
398. Fate is definitely unfair to me.
399. Sometimes the agility of a swindler I was so amused that I wish that he was lucky.
400. I have a good appetite.
401. Most young people get a good education too.
402. I have a restless and fitful sleep.
403. I have a natural talent for influencing people.
404. I am a supporter of strict compliance with the laws, regardless of whether it leads to consequences.
405. People often talk about me behind my back.
406. My bad habits are so strong, that it is useless to deal with them.
407. I have been an independent child.
408. I always watch for the fact that my work was well planned and organized.
409. I will never play with a stranger in gambling.
410. I think it is very important right to openly express their thoughts.
411. Strong people never show their feelings.
412. I like to put things in order and move things.
413. I've got so much sympathy as I needed.
414. I do not always read the editorials in newspapers.
415. I am confused occupation of one or more members of my family.
416. It seems to me that I was not as happy as others.
417. I fit any job, if only for her well-paid.

418. I am confused by people I do not know much.
419. Even if I am sure that the rights for something, I usually give in, as foolish to insist on.
420. As a child, I was at one time committed petty theft.
421. I do not really care if people like me or not.
422. When things go wrong, I want to quit.
423. If people were against me, I would have achieved much more in life.
424. A person to whom I was strapped in a child the most and which I adored, was a woman (mother, sister, aunt, or another woman).
425. I often felt guilty because that expressed their sympathy to a greater extent than it had in reality.
426. I get tired more easily than other people.
427. I feel awkward in all but the most ordinary clothes.
428. When I was a child, my house was not as peaceful as most people.
429. I even scary to think about the performance of the public.
430. Some of my family members do things that scare me.
431. In primary school teachers I delivered a lot of trouble.
432. I'll take door handle without fear of anything infected.
433. Much more important is that the father was a kind, than successful.
434. It seems that people used to have fun more than they are now.

