



## MANIPULATION AS DESTRUCTIVE BEHAVIOR

Khadichakhon SHARAFUTDINOVA

Termiz State University

Associate Professor of the Department of Psychology, Candidate of Psychology

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### Abstract:

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This article is devoted to the use of psychological methods in the diagnosis of manipulation as a form of destructive behavior, in which a manipulative reaction is formed when a person has a destructive character, and the results of theoretical and practical studies of destructive character traits. are described related to social adaptation.

**Keywords:** manipulation, personality, destruction, influence, destructive character, destructive behavior.

Destructive behavior has not been sufficiently studied in psychology, the meaning and causes of the concepts of "destruction", "destructive attitude", "destructive behavior" have not been thoroughly studied[1]. Many researchers have paid attention to various manifestations of destruction, especially in adolescence, aggression in women and men, murder, suicide, and terrorist activities. According to observations, some forms of destructiveness have been studied by biologists, geneticists, psychologists, sexopathologists, historians, and jurists. Taking into account that the study of the problem as a whole can help to understand its essence, the problem of destruction, destructive behavior, its causes and consequences are insufficiently studied, justifying the urgency of the problem[2].

In psychology, a person's tendency to destruction, characteristics of destructive behavior are studied on the basis of various methods. Destructive behavior basically means destructive character[3]. Destructive character is a complex of behavior and personality traits of a destructive and antisocial character, which is formed as a result of the individual's adoption of destructive patterns of behavior as his "I" characteristics. SHE IS the basis is related to the social adaptation of the person. A person with such a character does not try to make positive changes and, accordingly, is not able to establish any social ties, rejecting any adequate forms of relationships[4].

Destructive behavior closely related to the concepts of aggression and aggressiveness. Aggressiveness should be considered as an innate characteristic of every living person, which helps a person to mobilize strength and active actions. Aggression can be of two types:

- non-destructive aggression, which is a natural defense mechanism of any person;
- hostile destructiveness in the form of violence, anger, revenge, rejection, malice.

Destructive character is characterized by the following typical features:

1. Negative attitude towards everything, increased level of criticality, constant dissatisfaction with others and their behavior[5].
  2. Unreasonable aggressiveness (anger), irritability, nervousness. Possibility of self-aggression and self-flagellation.
  3. Use of various forms of violence (including psychological).
  4. The desire to humiliate others and subjugate others. A person's behavior is aimed at achieving self-interest, not partnership and equal relations. Self-confidence, narcissism. Excessive rejection of support or comments.
  2. Achieving behavioral goals does not bring happiness or complete satisfaction, but instead creates a great urge for destructiveness[6].
  3. Low or no empathy.
  4. Incessant self-examination, self-blame (characteristic of self-destructive forms of behavior).
- At the same time, the manifestation of character destruction often depends on the following socio-psychological factors :

- low self- esteem ;
  - insufficiently developed intellect;
  - low level of development of communicative skills;
- staying in a state of increased excitability of the nervous system as a result of various physiological conditions ( injury , disease)[7].

is realized in the following types of behavior :

1. Externally destructive (antisocial): threatens others and the social system, violates moral standards or legal norms accepted in society, including non-compliance with them: drug addiction, alcoholism, damage to other people's property, prostitution;
2. Indirectly destructive ( asocial) - aimed at other members of society and tends to destroy interpersonal relationships and relationships related to them (as a method of conflict communication, violence, aggression);
3. A u t o d e s t r u c t i v e (dissocial) - self -destruction of a psychological or medical order , which leads to the



regression of the development of the personality of a person, his disintegration as a social person (suicidal thoughts and actions, food addiction, autism, fanaticism)[8].

Destructiveness of the character associated with social adjustment is more visible in adolescents, who become closed and cruel even to their relatives. In this period, the destructiveness of the character is more likely to be formed in those who have experienced serious psychological stress and are trying to adapt to the new cognitive reality .

Destructive interpersonal interaction includes the use of methods and forms of destructive behavior. The purpose of such interaction is not to communicate on an equal basis, the main thing here is to achieve mutual understanding, solve the problem, clarify the situation, etc. In most cases , the destructiveness of the interaction may be the result of the motivation of only one participant, not at the same time[9]. The tasks of such interaction arise from the personal motives of the person who destroys the conflict , who does not try to compromise, but uses communication or mutually destructive influence as a "battlefield" to assert his innocence. Knows[10] in particular, the presence of destructive interaction - insults, sometimes - threats; - meaninglessness of communication; - addressing the interlocutor's shortcomings; - showing one's fears or shortcomings to another; - devaluing, shaming a person; - constant change of topic; - struggle for control over the interlocutor; - the presence of sarcastic and humiliating or patronizing tone, offensive jokes; - use of physical violence; - active gestures (including obscene), raising the tone; - is manifested in such things as constantly ignoring the interlocutor's words .

The most complex forms of destructive interactions occur when both individuals engage in destructive behaviors. Then the interaction itself leads to the personal truth that any effective communication cannot occur . Such interlocutors, if at least one of them does not abandon the pattern of their behavior, will turn to mutual understanding and destructive relations will continue openly, and sometimes secretly[11].

If a person understands himself well, can control his emotional state, sets his goals correctly and works hard to achieve them, he will never have a negative psychological state. Strong-willed, ambitious people strive forward. On the contrary, if we observe people with a negative mood, they magnify any small problem, get nervous for nothing, because such people do not properly use the life opportunities given to them[12].

Various psychological methods can be used to determine a person's tendency to destruction. In our research work , we tried to study those who have destructive behavior characteristics among the respondents using the questionnaire "Tendency to manipulate others " developed by psychologists Christie and Geisler .

The purpose of our research is to analyze social relations in the family, taking into account the main reason why a person is called a product of social relations, meaning that he is always in the circle of people, within the framework of interaction with them, which is one of the most leading and influential activities of a person. one refers to communication. Human relations are such interaction processes in which interpersonal relations are formed and manifested. Such a process is the exchange of thoughts, feelings, anxieties and joys between people, which is most visible in the family environment. Culture of communication plays a key role in the process of interaction in influencing a person. In this case, the interlocutor is influenced emotionally, verbally, non-verbally, and when influencing a person, there are types of interaction, which are divided into the following: direct or indirect communication, general communication, interpersonal communication, imperative communication is manipulative communication[13]. Based on the above, in our study, we carried out diagnostic works using the "Manipulative Attitude Diagnostics" method ( according to the Band scale ).

When comparing the results obtained from the " Manipulative Attitude Diagnostics " (Bant scale ) method according to the Mann -Whitney criterion, a significant difference was observed in the results of male test takers ( **N=321** ) and female test takers ( **N=317** ) according to the scale of the method . An advantage was observed in male subjects compared to female subjects on the band scale.

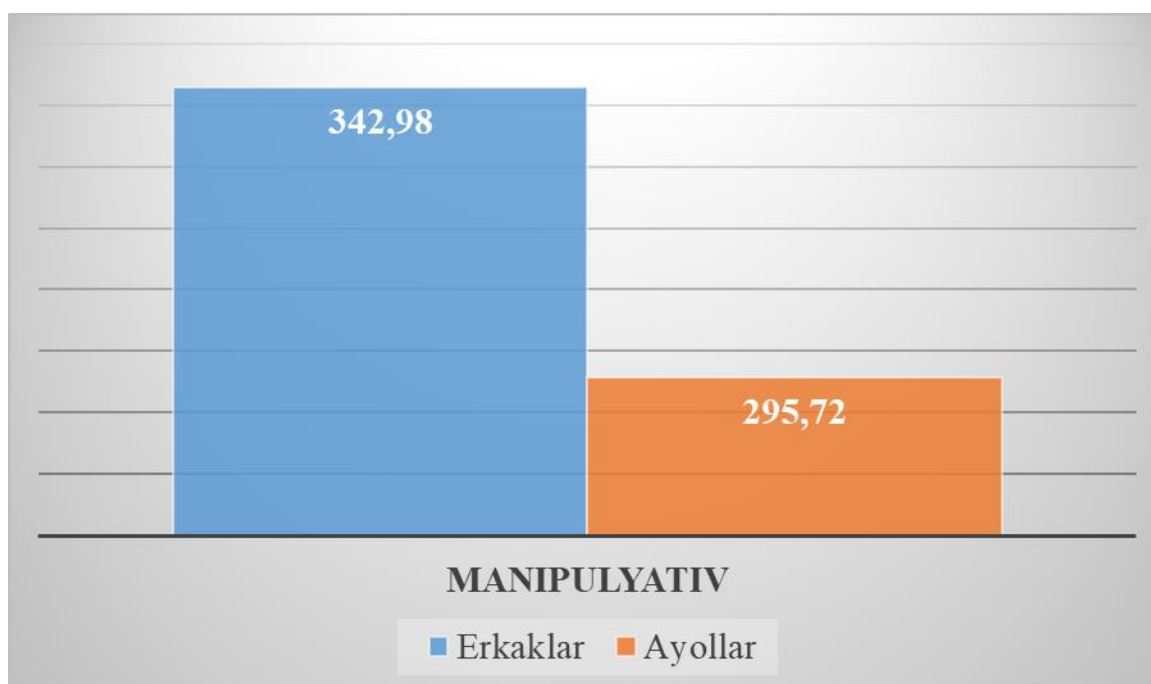
A high indicator in male respondents high manipulative attitudes indicate the presence of a desire to manipulate the individual, whereby manipulation is accepted as a recognized tool (and sometimes as a prerequisite) for success in family relationships. The main technique of manipulation in men is considered to be the key to victory over the partner in family relationships, family conversation, and leads to the use of non-verbal forms of communication in everyday interactions. Verbal sounds (cough, include grunting, making various sounds, sometimes silence, etc.), facial expressions (eye gaze, "eye-rolling", "expression" of eyebrows, mouth, etc.), gestures, body actions and others. In many studies, we can say that often



manipulative influence in family relationships is based on aggressive desires, and this is mostly condemned[14].

The fact that female subjects have a relatively low score on the scale of manipulative attitude can be explained by the fact that women speak in a low voice

in the system of family relationships, signs of submissiveness when accepting the opinions of their husbands, i.e., they do not respond by accepting the man's opinion as correct, soft and we can explain that they approve of being polite .



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