



METHODS OF PSYCHOLOGICAL RELATIONSHIP IN THE MANAGEMENT SYSTEM

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Abstract

The article reveals the concepts of “confidence”, “faith”, characterizes the methods of argumentation, reveals the tactics of psychological manipulation, characterizes the factors influencing the attitude of staff and their productivity.

Keywords: Faith, confidence, methods of argumentation, fundamental, ignoring, contradiction, types of manipulation, pressure to feel guilty, projecting oneself onto others, avoiding the topic, work ethics, etc.

Introduction

Human existence is so contradictory that it splits it into a personal and social person, internal and external, egoist and altruist, human-sensual and reasonable. This led to the rupture of the thinnest central link and the inner world of the personality, the disintegration of its spiritual integrity into the mind and heart.

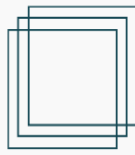
On the basis of moral actions, one can judge such characteristic features of morality as the inconsistency of personal and social, existing and due, sensual and rational, the focus on achieving happiness and spiritual sovereignty, historical variability and dialectical interrelation of moral values.

What do such concepts as confidence and faith mean?

Confidence is a firm faith in someone or something, confidence in one's own abilities, friends, etc. (S.I. Ozhegov, p. 730)

Faith – 1) conviction, confidence in someone, in something. Faith in victory. Faith in people. 2) the belief in the existence of the Almighty. 3) the same as religion. Christian, Muslim and others. A man of a different faith. To take it on faith is to accept it as true without proof. Faithfully (to serve) – faithfully, honestly (S.I. Ozhegov, p. 67)

Confidence is an attitude in which one system knows its own response and the reaction of another system when making a useful impact. It is necessary to understand the consequences that may occur when performing certain actions and when influencing oneself or the environment.



To be self-confident means to understand yourself, your capabilities, to know that they are enough to overcome any obstacles that arise and solve problems when achieving your goal.

Confidence and certainty reduce the risk of making an erroneous decision that could worsen the state of the system, not bring useful results or harm the environment.

Self-confidence is based on a positive self-assessment of one's own capabilities and successes, which allows one to achieve even higher priority and useful goals. Self-assessment shows an understanding of the importance and usefulness of human activities for himself and the environment. It can be understated, normal and overstated.

What is the essence of faith? Faith is the knowledge of the meaning of human life, as a result of which he does not destroy himself, but lives. Faith is the power of life. If a person lives, then he believes in something. This defines the general, which includes everything that makes life desirable for a person.

Faith is the most important feeling for everyone. It can work wonders, it is the foundation of a person's life, on which he relies. When a person loses faith in himself, he is looking for something outside that he can rely on.

In order to be able to competently give an explanation or explanation of any moral act, it is necessary to correctly use various methods of argumentation.

Argumentation is a set of arguments. This is the knowledge of how conclusions can be reached through logical reasoning based on initial theses and premises.

The term "argumentation" comes from the Latin word "argumentatio", which means "making arguments". This means that we present any arguments, arguments, in order to arouse confidence or sympathy for the proposed thesis, hypothesis, or statement. The complex of such agreements is an argument.

The main methods of argumentation include: fundamental; ignoring; contradiction; "Yes, but"; comparison; "Boomerang"; method of partial argumentation; method of "Visible support".

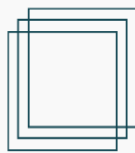
In pedagogical communication in educational institutions, manipulative behavior should be particularly noted in order to bring the other side out of balance and force some impulsive thoughtless actions.

Manipulation is a difficult technique to do something manually.

Tactics are manipulative behavior aimed at throwing the other side off balance and forcing them to take some impulsive, thoughtless actions. In psychology, psychological manipulation is a type of social impact.

To control manipulative behavior, it is necessary to know the methods of manipulation. These include: pressure on guilt, gaslighting, projecting oneself onto others, pulling out of context, "Taking it lightly", strange things, avoiding the topic.

At the present stage of society's development, managerial relations are acute and tense. This is due to the influence of many factors, including social ones.



Managerial relationships are present in all organizations, are subjective and objective in nature. They significantly affect the atmosphere in the organization, the accepted communication styles, and conflict resolution. This shows the relevance of managerial relations, because the moral and psychological climate in the organization, its socio-psychological culture determines not only the peculiarities of employees' relationships with each other, but also their individual personal changes, aspirations and desires, views on various issues.

When forming business relationships, it is necessary to rely on such principles as: freedom of expression and initiative, solidarity, awareness, fairness in the assessment of subordinates, respect.

Service ethics prescribes the head to be objective and fair to all subordinates, even in dealing with them, principled in business and patient with people.

Compliance with the norms of professional ethics makes economic sense, since it performs the functions of a social mechanism. It significantly affects the cohesion of people, the formation of a stable workforce, the organization of a positive psychological climate in it, ensuring a high level of production processes, solving social problems.

Thus, having considered the methods of psychological management in the management system, the forms of managerial relations in the team, we can note that in the modern world, managerial relations are of great importance in any organization. The education manager determines special social and psychological relationships, forms of cooperation and interaction between the manager and the team.

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