

THE ROLE AND IMPORTANCE OF MANIPULATION IN PERSONAL RELATIONS

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ANNOTATION

The following article explores ways to theoretically study the problem of manipulation and identify signs of influence in interpersonal relationships. Explained the problem of studying the properties of manipulation in interpersonal relationships. In interpersonal relationships, it is reported that knowing the specific aspects of the interlocutor's behavior can affect their mental state and actions.

Keywords: manipulation, manipulator, person, communication, information, human management, power of manipulation.

INTRODUCTION

To be active in our social life today, to have our own goals and plans, to think in accordance with the requirements of the times, to take part in everything that happens in social life. to be able to objectively evaluate and analyze what changes are happening today is a characteristic of humans. From his point of view, The people of today are in our rapidly evolving society not only news, but happening all over the world making a big impact on innovation with curiosity and creativity is coming. In our fast-paced lives, there are many opinions that there are iodine forces that try to manipulate and manipulate our worldview, our thoughts, our attitudes to the realities of the social environment. . Indeed, it is possible to change or control a person's thinking by influencing his psychology through various manipulative tactical methods. In order to clarify such ideas, it is first necessary to clarify the concept of manipulation. What is manipulation? P.B. Parshin emphasizes that the term "manipulation" is unpleasant: "they have the ability to evaluate, and therefore they have their own manipulative potential" [1. 212]. However, manipulation is not as bad as people think, and it does not always harm people. It is a way to achieve personal goals and occurs at a stage when it is impossible to openly influence or suppress the opponent. Verbal manipulation is related to psychology and is described by KF Sedov as "influencing a person, controlling his feelings, thoughts, actions, acting against his will" [2. 325]. Manipulation is a covert psychological technique, with the help of which you can force anyone, I emphasize, everyone to take the necessary actions against his will and interests. But this is the standard definition of manipulation. Let us give a broader and more practical description of this skill. Manipulation is a psychological weapon that gives a person the same (and more) advantage as other types of weapons. With this weapon, you can attack and capture, or you can protect and defend anyone. This will help you survive and succeed. A good manipulator, that is, a master of secret psychological techniques, is much stronger than a man armed to the teeth. Why? Because the manipulator can motivate different people to take the necessary actions and thereby solve any problems and tasks. What problems and tasks can a person armed with a toothpick imagine? Just a few, right? The power of a weapon has its limits. But there are no restrictions on manipulation. You can control all the people who are the

simplest and most powerful and dominant without exception. The only limitation is your ability. The better your manipulation skills, the more people you can control. Manipulation itself has no limits - it can control any person. When we are under the influence of manipulation in the social environment around us, a person may feel good, and the saddest thing is that such people do not want to admit that they are being manipulated. If you tell this person that he or she has been the victim of someone's manipulation, he or she will probably deny it and continue to do what he or she has done, including trying to prove to himself or herself that his or her choice is a personal choice and that no one is manipulating him or her. Our ego doesn't want to admit that they are manipulating us either, but we know this for sure. Our thoughts, decisions, and actions are not completely independent of the influence of others, and it is impossible to achieve. In conclusion, most of our decisions, let's say, are not right at all. Most of the decisions we make are influenced by information coming from other people. We don't have to deny it - we just have to control it. Those who deny that they are being manipulated are deprived of the opportunity to protect themselves from the manipulator. It's the power of manipulation - not only do they covertly influence people, but people themselves don't want to reveal it. If an ordinary armed man acts aggressively, he becomes an enemy to us and we begin to fight him. But people don't see and don't want to see manipulation, so they obediently submit to manipulators. Now that you've learned to manage people, think about how powerful you can be. How does manipulation work? The "regulation of another person's activities by another person through speech" is called the effect of speech [3. 6]. Speech exposure is a complex psycholinguistic process that is one of the major problems of the social sciences, and despite the theoretical and practical evidence gathered, this phenomenon has not yet been fully explored. Any manipulation always focuses on the three main motivators of a person: instincts, belief systems, and life experiences. Instincts determine people's needs, and belief systems and life experiences determine how those needs are met. For example, the need to start a family, which is one of your instincts, will motivate you to find a suitable partner. But you don't ask anyone of the opposite sex to start a family with you, do you? People don't usually do that. Culture, education, upbringing - these determine how we meet an instinctive need. That is, how and when do we meet a person of the opposite sex, or what are the rules for establishing a relationship with that person. Life experience has the effect of distinguishing between good and evil, white and black. This will help us to be more careful when we marry, to choose a mate, and to marry someone who is acceptable to us. If a person has lost his or her way in the past and is married, then in the future he or she will try to be wise in remarrying. So it is their instincts, beliefs, to control people. People don't usually do that. Culture, education, upbringing - these determine how we meet an instinctive need. That is, how and when do we meet a person of the opposite sex, or what are the rules for establishing a relationship with that person. Life experience has the effect of distinguishing between good and evil, white and black. This will help us to be more careful when we marry, to choose a mate, and to marry someone who is acceptable to us. If a person has lost his or her way in the past and is married, then in the future he or she will try to be wise in remarrying. It is important to understand that a person's decisions are influenced by everything around him and what happens to him. Therefore, sometimes it is difficult to find the key he needs to motivate a person to something, because he can be influenced by various internal factors that the manipulator simply does not know. After all, when we talk about a

person's rich inner world, we need to understand what we are talking about. And we're talking about all the information we've learned in a lifetime. It influences his behavior, his thinking, his assessment of what is happening, his decisions. Therefore, in order to successfully manage a person, you need to get to know him better. If, of course, there is such an opportunity. And of course, you have to have a large set of different manipulation techniques to move in different ways, and then the chances of success in that matter are very high.

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