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THEORETICAL AND METHODOLOGICAL BASIS OF THE MACHIAVELLIANISM STUDY

The problem of "machievellianism" drew the attention of the psychologists who conduct research in the field of social psychology not so long ago. The concept of "machievellianism" was originally introduced to refer to political activities that neglect morality. In daily use this term, usually applied in figurative meaning, correlates with the concepts of deceit and treachery. Nowadays, this pattern of behavior has been studied in psychology as a phenomenon, and the term was used for designation of corresponding personal characteristics, not related to political science. In psychological science, those who first studied the phenomenon of Machievellianism were the American psychologist G. Christie and his student F. Hayes, and the Russian psychologist V. Znakov.

It should be noted that attention to the notion of "Machievellianism" in recent years significantly increased in the context of the development of life views and ideals. It can be observed through a significant increase in the number of publications on this and related issues: V. Marks, D. Would. Katunin, L. I. Ryumshina, I. Ilyin, L. V. Orlova, A. V. Karakulova, etc. However, in recent scientific psychological research, there is actually no comprehensive and systematic study of the relationship between machievellianism and the behavioral strategies used by the person in the process of socio-psychological adaptation in modern society.

Throughout the student age, the problems of communication, understanding and self-determination are particularly relevant: in this period the mastery of the full range of adult social roles takes place (civil, professional, etc.). This period is marked by the beginning of the "economic" activity and creation of family. The disposition to manipulation can be quite a negative factor affecting the success in solving youth's vital task (finding a close friend, choosing a life partner, vocational training, etc.).

As the relationship between the level of machiavellianism and the peculiarities of interpersonal relations between students is not sufficiently studied, it contributes to the significance of the research under study.

In our research, we analyze the peculiarities of interpersonal relationships of senior students and different levels of Machiavellianism.

Machiavellianism is a tendency toward manipulative behavior. The "tendency to manipulate others" is used to signify readiness to make use of other person to achieve certain goals. The belief that people can and must be manipulated can turn into a style of behavior. If a person starts using the strategy of manipulating everywhere, regardless of the situation and the partners of interaction, then we can talk about fixing this form of behavior. This fixation can be manifested in interpersonal interaction and interpersonal relationships.

Interpersonal relationships are a set of relationships that are formed between people in the form of feelings, judgments and appeals to each other. Interpersonal interaction is the psychic contact of two or more people that has an influence on their behavior and positional mindset. It can also be defined as a system of interdependent individual actions, a way to implement a joint activity under certain conditions. Interpersonal interaction is also interpersonal communication - direct interaction of an individual with other individuals. In interpersonal communication the person chooses certain strategies. The strategy of communication is defined as a general scheme of actions of participants in the communicative process, the general plan to achieve the goal by the interlocutors. It is also necessary to take into account other components of the communicative strategy, namely, the motivational component (whether the goal is achieved by only one participant of the communication or both of them), the network

component (communicative mindset can be humanistic or manipulative), the procedural component (lies in the nature of constructing communication and manifests itself as a certain relationship between dialogue and monologue). Interpersonal relations occupy a significant place in the life of an adolescent.

On the basis of the theoretical analysis of this problem, a theoretical model of the study of the relationship between the level of machiavellianism and youth's choice of the strategy of their interpersonal relationships was suggested.

Consequently, boys and girls with high level of machiavellianism are suspicious of other people, demonstrate selfishness and aggressiveness in interpersonal relationships. With regard to sexual differences in the construction of interaction, young men more often demonstrate their strength (influence), use other people's weaknesses to their own advantage, while young women use indirect methods of influence, such as demonstration of helplessness and flattery.

Boys and girls with average level of machiavellianism in interpersonal relationships use mixed strategy of behavior. They are able to cooperate, can be characterized as gullible, are not easily influenced by other people and are not able to perform leading roles in a relationship. Young men tend to self-presentation, they are ready to cooperate, taking leadership position in a relationship and are resistant to outside influence. Girls are resistant to thoughts and hidden influences, manifest trust in relationships and have positive disposition towards others.

Girls and boys with low level of machiavellianism in interpersonal relations are friendly, altruistic and show submission to the interlocutor. Boys are truthful, ready to listen and obey the leader and prone to fall under influence. Girls are also not prone to cheating, show trust, can rely on the interlocutor and fail to notice the hidden influence on their behavior and world perception.

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