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PECULIARITIES OF EMOTIONAL INTELLIGENCE OF INDIVIDUALS SENSITIVE TO OFFENSE

The article presents the results of theoretical and empirical research of the emotional intelligence of individuals, sensitive and insensitive to experiencing offense. Emotional intelligence is seen as the ability to effectively understand the emotional sphere of human life, to understand one's own and others' emotions, successfully adapt in society. The susceptibility to experiencing offense complicates the process of understanding one's own and others' emotions, it contributes to the appearance of a sensitive person expectations in relation to other people, which are often not comparable with real-life situations. In order to verify the relationship of empirical indicators of emotional intelligence and indicators of susceptibility to experiencing offense the following methods were chosen: Test-questionnaire "Emotional Intelligence" by N. Holl and "Emotional Intelligence Questionnaire (EmIn)" by D. V. Liusin; to study experiences of offense the original "Test-questionnaire of susceptibility to experiencing resentment" by O. P. Sannikova, N. V. Svertilova were used. The significant negative correlation coefficient was found between emotional intelligence and indicators of offense. Based on the analysis of sensitive and insensitive to offense groups profiles the differences in terms of emotional intelligence between these groups were revealed. It was found that members of the group, sensitive to experiencing offense tend to control their emotions faintly, not understanding other people's emotions, they also have poor control of their expression. On the contrary, not susceptible to experiencing offense people are characterized by higher rates of overall emotional intelligence, the ability to better manage their own and others' emotions, the ability to self-motivation, recognition of emotions of others, intrapersonal emotional intelligence.

Keywords: emotional intelligence, offence, sensitivity to offense, individual differences.

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VIGILANCE AND PROCRASTINATION IN THE SYSTEM OF PERSONAL DECISION-MAKING PROPERTIES

In this paper we revealed the relationship between the expression of procrastination and the properties of decision-making of persons with different types of control locus. The individual psychological characteristics of the decision-maker are described. The analysis of the characteristics and current state procrastination is carried out. The review of different points of view on this issue is provided. The results of the empirical research of the influence of individual psychological properties factors on the personality's decision-making are described. The results of the correlation analysis of the stable relationships of indicators of personality traits involved in decision-making are given. New empirical evidence showing the existence of relationships between the locus of control, rationality and willingness to take risks are represented. Individuals with internal locus of control are characterized by vigilance, resoluteness, willingness to take risks, individuals with external locus of control are characterized by rationality, procrastination, impulsiveness. There is an assumption that there are qualitative differences between the structure of personality traits as the characteristics of the decision-making of persons with internal and external types of control locus are. Empirically proved that the personal properties carried out the role of the regulator of choice.

Keywords: decision making, procrastination, vigilance, locus of control.

The relevance of research. The life of modern people in the post-industrial society is filled with a number of commitments and time constraints. And such phenomena as procrastination, decision making delay for an indefinite period, failure to make decisions has become a phenomenon of our time [9]. Recently, in a fast growing society and conditions of lack of time, the tendency of voluntary irrational postponement of planned activities has dramatically increased.

One of the most common causes of failures to carry out the proposed activities (playing, educational, and especially professional) is becoming a phenomenon of procrastination. Hence there is a need for an in-depth study

of the procrastination issue. Procrastination results in stress, postponing of major actions, lost opportunities caused by the failure to realize fully the vital importance of the individual purposes.

The problem of procrastination becomes increasingly relevant in our modern society, and the fact that dynamically developing society places ever greater demands on the individual, his ability to self-organization, and the ability to plan and evenly regulate one's time, take the necessary decisions in a timely manner. It is believed that one of third of people is experiencing problems regarding delays in the completion of scheduled cases and post-

pones them on the «later» [8].

The history of studying the phenomenon of procrastination has had dozens of years. In foreign psychology it has been studied by scholars such as K. Lei, N. Milgram, P. Steele, B. Takmen et al. [1]. Modern scholars of domestic and Russian psychology (E. L. Mikhailova, Y. I. Varvaricheva, N. N. Karlovskaya et al.) have relatively recently begun the exploration of the issue. [2].

The literal translation of the word procrastination means «tomorrow» (lat. *crastinus* – tomorrow, *pro* – on) In the psychological literature, this term means a subject's conscious delay of planned actions, despite the fact that it will entail certain problems. The first scientific and psychological studies concerning procrastination were conducted in 1977 [4]. Procrastination is manifested in the fact that a person being aware of the need to do very specific important business (for example, their duties), ignores the need and distracts his attention to the household stuff or entertainment. There are three main criteria according to which human behavior is defined as procrastination: counterproductiveness, uselessness, delay. (T. Hawkins and G. Pretor-Pennie, S. S. Stepanov, K. K. Platonov et al.). Domestic researchers often considered the phenomenon of procrastination through personal characteristics (N. G. Garanian, A. A. Gorbunova, S. B. Mokhovaia, A. N. Nevzorov). The syndrome of «motivational deficiency» was also considered in the context of perceptual-semantic organization of time (F. Zimbardo) and the theory of perfectionism (E. Burns, P. Hewitt, G. Flitt, R. Slens, D. Ashby, A. B. Kholmogorova). For the first time in the practice the psychological term «procrastination» was introduced by P. Ringenbah, who described this phenomenon in his book «Procrastination in human life». During that period of time, such researchers as A. Ellis and W. Knaus, also were engaged in the research of the given field, they published their research in the book «Overcoming procrastination». Within the following years the phenomenon of procrastination has studied by such well-known scientists as J. Burka and L. Yuen, M. Aitken and L. Mann, H. Milgram and L. Solomon, E. Roblium and K. Lei et al. [3]. In modern psychology, this issue attracted the attention of researchers in the late XX century (N. A. Shukhova, E. L. Mikhailova, Ya. I. Varvaricheva, S. B. Mokhov, et al.). Firstly, the phenomenon of «procrastination» was considered quite narrowly. The researchers studied it from the ethical-philosophical point of view, often referring to this concept implying the term «lazy», that is a mental state characterized by a lack of desire to do something, if it requires some willpower.

Let's take some basic postulates as a working definition:

1. The last third of the twentieth century in psychology was marked by an active research in the psychology of personality – a construct that indicates a person's beliefs system as to where the forces that influence his fate are situated – in himself or outside himself – the external

factors. The emergence of the concept of «the locus of control» in psychological literature is related to the work of J. Rotter (1954), who proposed to distinguish people according to how they localize control of important messages for themselves. The locus of control is understood as psychological quality of a person, characterized by the tendency to agree on responsibility for the events that happened to a person, external forces (externalities, internalities) or his own abilities and efforts (internality locus of control, Int+). Locus of control is studied as a generalized response. It is believed that the locus of control is characteristic for each person and is universal with respect to any events and situations which it has to face; it characterizes the behavior of the individual in case of failures of achievements in various spheres of social life [11].

2. Vigilance (alertness) means a universal characteristic, which lies in the experiencing of the state of control, careful observation of the occurrence of possible danger or the emergence of difficulties; readiness for instant action for the adoption and implementation of solutions. Vigilance, or alertness, was presented as one of the components of the model of decision-making by I. Janice and L. Mann, which describes according to the content the willingness of the person to «follow», that is, reflects a willingness to take action at any time, here and now. The model was created by L. Mann based on the results of the study of flight personnel behavior in critical situations (negotiations and actions of the pilots in the air). This model was the basis for the creation of Melbourne questionnaire of decisions (MQD).

The organization and methodology of the study.

Since the very beginning of the research we have suggested that a person who makes decision may have significant differences in decision-making properties depending on internal – external locus of control. To check it, two independent samples of subjects were formed, those, that significantly differ from each other in terms of the locus control. The study involved 36 people aged 18 to 50 years, students from different universities or working in different Odessa's institutions.

The following methods were used in the research: a method of observation, survey (interview), psychodiagnostic testing. Psychodiagnostic testing was performed using reliable, valid and original diagnostics tools, appropriate to goals and objectives of the research [6]. They include: 1) «A Melbourne questionnaire of decision-making», MQD, in its Russian adaptation, the author – T. V. Kornilova [7]; 2) Questionnaire «Personal factors of decision-making», PFD-25; the author – T. V. Kornilova [7]; 3) The questionnaire «The level of subjective control», LSC; the author – J. Rotter, adaptation – E. F. Bazhin, S. A. Golinkina, A. M. Etkind; 4) The «Questionnaire of decision-making», QDM; author – G. Eisenck, version of E. P. Ilin [5]; 5) «Myers-Briggs Type Indicator», MBTI; authors – Izabel Myers and Katerina Briggs.

At the first phase of the work a theoretical analysis of the domestic and foreign literature on decision-making was used, statistical data processing was performed after the diagnostic part of the study with the help of the appli-

cation package SPSS, version 13.0. Qualitative analysis of the results in the selected typological groups was made using the method of aces and the quartile distribution of sample data subjects. Version techniques for diagnosing the level of subjective control of J. Rotter, adaptation of E. F. Bazhin, C. A. Golinkina, A. M. Etkind, diagnosed the following indicators (scale) of internality: the scale of the overall externalitie, internalitie of one's own abilities and efforts (internality in achievements, failures, family and electoral relations, interpersonal relationships and intrnality regarding health and disease) [10].

We study the locus of control as a generalized shift and for this goal we have chosen the appropriate version of the locus of control techniques by J. Rotter. Therefore, according to a composite indicator of the questionnaire «The level of subjective control» (LSC), which gives an estimate of the overall level of locus control, a group of respondents was divided into four subgroups. Respondents in quartiles 1 and 4 of the samples, formed a sample of comparisons. The first group included respondents showing indicators low scores (Int-) of indicators, the respondents of the second group (Int+) showed the highest scores.

Results and their interpretation. The results of correlation analysis of the researched parameters are shown in Table 1.

I. The results of correlation analysis.

Correlation analysis revealed a complex system of

relationships of studied indicators. Achievements indicator (Iach) is positively connected with the vigilance index Vil (367 *) and the index of resolution Res (362 *). Index of resolution (Res) is positively correlated with the total index of locus of control TI (383*). Impulsivity index (Imp) showed stable negative connection with both vigilance indicator Vil (-466**) and with the indicators Hvil (-369*) and purpose Pur (-485**). An interesting negative connection was found between the indicator of willingness to take risks TR (-337*), which requires an additional correlation checking by a possible variability of volitional and temperamental manifestations of personality. Also a number of negative correlations was identified between indicators of willingness to take risks TR (TR) and prokrastination Proc (-352*) and hypervigilance (Hvil) (-424**); impulsivity (Imp) negatively correlates with vigilance (Vil) (-466**), hypervigilance (Hvil) (-368*) and purpose Pur (-485**). Communication parameters of decision-making and locus of control formed two poles: on one pole there is a positive connections of the indicator of vigilance (Vil) with the index of internal control locus, decision making and personality traits that support the person in a situation of choice (TI + Iach + Imp + Pur +). At the other pole there are negative connections of indicator of rigidity (Rig), prokrastination (Proc) and hesitation in making decisions (Hypervigilant Hvil) with indicators of personality traits and decision-making – determination, dedication, and others (TI, TR-, Pur, Res-).

Table 1.

Significant correlations of the studied parameters of personality decision-making

	LSC						TUC		MQD		
	TI	Iach	IFR	Iidus	Irelat	IHD	Bsp	Bnr	Vil	Proc	Hvil
TI	619**	557**	533	483**	441**	373*	-360*				
Iach			348*		559**				367*		
IFR			432**		384*	389*					
IFR						385*			404*	331*	
Irelat						497**			336*		
IHD							-371*		385*		
Bsp							390*	539			
Proc											386*
	MQD			PFD		MBTI -94					
	Res	Pur	Imp	TR	E	I	N	T	F	J	P
TI	383*										
Iach	362*			-337*							
IFR					-357*	357*					
Iidus	431**										
Irelat		340*						-357*	357*		
IHD		383*									
Bsp			345*								
Vil		385*	-466**								
Proc				-352*							
Hvil			-396*	-424**							
Pur			-485**								
Rig					-360*	360*		-374*	374*		
Ratn					342*	-342*		-387*	387*		
E						-1000**					
S							-1000**	399*	-399*	391*	-391*
N								-399*	399*	-391*	391*
T									-1000**		
J											-1000**

Note: Here and below : a) the description of the relations zeros and commas in performing correlations are omitted b) the level of significance * – $p \leq 0,05$; ** – $p \leq 0,01$; c) reduction indicators: LSC – The level of subjective control; TUC – Tolerance to uncertainty; MQD – Melbourne questionnaire decision; QMD – Questionnaire of making decision; PFD – Personal factors of decision; MBTI – Myers-Briggs Type Indicator; d) reduction indicators MQD: Vil – vigilance, Shun – shunning, Proc – prokrastination, Hvil – hypervigilance; LSC – TI – total internality, Iach – internal in achievements, IF – internality in failure, IFR – internality in family relations, Iidus in-

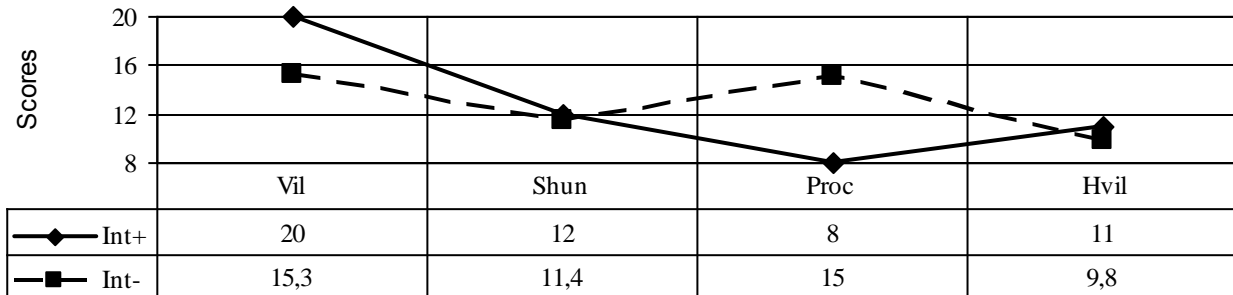
ternality in industrial relations, Irelat – internality in interpersonal relations, IHD – internality in health and disease; PFD – 25 Ratn – rationality, TR – willingness to take risks; QMD – Res – resoluteness, Pur – purpose, Imp – impulsiveness, Rig – rigidity; MBTI: E – extraversion, I – introversion, S – sensing, N – intuition, T – thinking, F – feeling, J – judging, P – perception.

II. Results of the analysis, presented at Pic. 1-2.

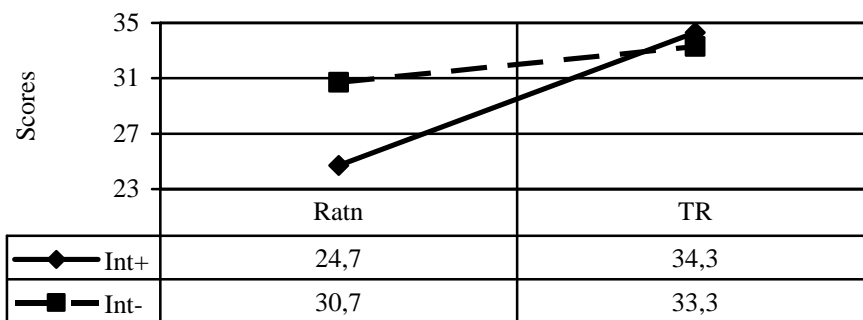
Here there are differences that are typical for persons with different types of locus of control. To clarify the obtained correlations let's turn to the results of data analysis. This grouping of certain criteria (the method of «aces») allows us to study their characteristics on psychological profiles (the method of «profiles») . Based on the

description of individual components of those making decisions, and analysis of these profiles a psychological portrait of representatives of each of these groups can be described.

Thus, for Int- significant indicators show less vigilance (Vil) and (Hvil), show more Shunning (Shun) and Procrastination (Proc).



Pic. 1. Profiles of indicators of decision-making (according to methodology of MQD) in groups with internal (Int+) and external type of the locus of control.



Pic. 2 Profiles of personality indicators of decision-making (according to the methodology of PFD-25) in groups with internal (Int+) and external type of the locus of control.

The graph shows that the representatives of the external locus of control (Int-) show more rationality (Ratn) compared with the internal locus of control (Int+) and less able to willingness to take risks (TR). It can be explained by the fact that the decision is often associated with risk, and requires the ability to rely on their capabilities and responsibilities, rather than relying on external conditions and environment.

The analysis of the results of the research of individual psychological characteristics and properties of the individual decision-making interrelation enables the following **conclusions**:

1. Selected properties of individuality that give effect to the making decision as a function of regulation are, first of all, locus of control, vigilance, willing to take a risk, impulsivity, procrastination.

2. Based on the results of the study it can be argued that there is a correlation between the indicators of decision-making and individual properties (such as vigilance (Vil) associated with achievements (Iach), locus of con-

trol with the resoluteness (Res), willingness to take risks (TR) negatively correlates with procrastination (Proc).

3. These properties allow to present the personality of the decision maker not only as a system of interrelated properties, processes and the implementation of the decision by a known parameters, but as a personality with a unique set of properties and original qualities observed in diversity of people who make decisions, the totality of their qualities, originality structure of personality traits of those making decisions.

4. Psychological analysis of different types of content showed that the content of the decision proved to be ambiguous and more difficult than in that developed on the basis of theoretical models of its implementation

5. The relationship between external and internal locus of control reveals not only quantitative relationships, but also it showed qualitative structural characteristics.

6. The results of analysis of the relationship of individual psychological characteristics and parameters of

decision-making demonstrate their considerable diversity and require more in-depth study and further theoretical

consideration.

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ПІЛЬНІСТЬ ТА ПРОКРАСТИНАЦІЯ В СИСТЕМІ ВЛАСТИВОСТЕЙ ПРИЙНЯТТЯ РІШЕНЬ ОСОБИСТІСТЮ

У даній роботі виявлені взаємозв'язки між проявом прокрастинації та властивостями прийняття рішень у осіб, що відрізняються типом локусу контролю. Виконано аналіз основних особливостей і сучасного стану проблеми прокрастинації. Представлені результати кореляційного аналізу стійких взаємозв'язків показників властивостей особистості, що беруть участь у прийнятті рішень. Представлені нові емпіричні дані, що показують існування залежностей між локусом контролю, раціональністю і готовністю до ризику. Особистостям з «Наука і освіта», №10, 2015

інтернальним локусом контролю властиві пильність, рішучість, готовність до ризику, особистостям з екстернальним локусом контролю властиві раціональність, прокрастинація, імпульсивність.

Ключові слова: прийняття рішень, прокрастинація, пильність, локус контролю

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БДИТЕЛЬНОСТЬ И ПРОКРАСТИНАЦИЯ В СИСТЕМЕ СВОЙСТВ ПРИНЯТИЯ РЕШЕНИЙ ЛИЧНОСТЬЮ

В данной работе выявлены взаимосвязи между проявлением прокрастинации и свойствами принятия решений у лиц, отличающихся типом локуса контроля. Выполнен анализ основных особенностей и современного состояния проблемы прокрастинации. Представлены результаты корреляционного анализа устойчивых взаимосвязей показателей свойств личности, участвующих в принятии решений. Представлены новые эмпирические данные, показывающие существование зависимостей между локусом контроля, рациональностью и готовностью к риску. Личностям с интернальным локусом контроля свойственны бдительность, решительность, готовность к риску, личностям с экстернальным локусом контроля свойственны рациональность, прокрастинация, импульсивность.

Ключевые слова: принятие решений, прокрастинация, бдительность, локус контроля

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