## Економіка інноваційної діяльності підприємств

Іноземні мови

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## SELF-PERCEPTION AND THE INFLUENCE OF SOCIETY ON THE DEVELOPMENT OF PERSONALITY

Student V. Lobeko, BSHMK2-16 Language and scientific supervisor N. Gudkova Kyiv National University of Technologies and Design

**The aim** of the thesis is to analyse the development of personality in the conditions of social relations and contacts with society.

**The study object** is the phenomenon of self-perception within the self-perception theory, demonstrating that emotions such as liking, disliking, happiness, anger, etc. follow behaviours, which have been manipulated by the experience.

Over the past ten years cognitive science has emerged as a dominant perspective in psychology. This new view brings together researchers with overlapping interests from the fields of artificial intelligence, psycholinguistics, psychology, epistemology, education and neurophysiology. Mental faculties of concern to cognitive scientists include language, perception, memory, attention, reasoning, and emotion. The phenomenon of self-perception as a mental tumor that reflects a person's attitude to himself is under the spotlight of scientists and researches [1, 3, 4, 5].

Self-perception involves not only the assessment of a person's abilities, advantages and disadvantages, but also the definition of a place in life, work, family, interpersonal relationships. It is obvious that self-acceptance, self-esteem, behavior and attitude to other people, success in life depends on self-perception which could be whether adequate or inadequate. Self-perception is a deeply rooted belief of the individual about his own capabilities. Subconscious stereotypes are stronger than any will, but thanks to the will and understanding of these beliefs can change self-perception.

Self-perception possesses one remarkable point. Criticism from the outside influences self-perception at the stage of its formation, and on its basis a human being develops his personality and perception pattern of himself and as a result he builds his behavior.

But the older a person gets, the less influence the external environment has, and more and more self-perception determines behavior and thinking.

Self-perception is not given from birth; it is an acquired property of personality. It is formed under the influence of personal experience, evaluation by the environment, that is, in the process of communication, education and training.

Social environment is the main factor that affects the personality, its development, the formation of individual qualities. Today, our society is a kind of cultural area, getting into which the individual is attacked by opinions, assessments. There is no doubt, this must be able to resist and build an internal system of thought filters.

Every word can affect a person and change his attitude to anything. It is a matter of fact that not every opinion overturns the idea of the world. Every word is interpreted by man, and goes through a series of internal mental filters, like the manufacture of any product in the factory, and in the end, after a lot of mental processing, goes the prevailing view.

The state of mind of a person is determined, according to S. Freud [2], the ratio of the unconscious in the form of instincts, habits, impulses and conscious as a result of the influence of the social environment, the struggle between which always acquires a dramatic character and leads to conflicts between man and society. To reach mutual understanding, figuring out the reasons for their own behavior and actions of interlocutors, the individual enters into active interaction with society, other people and with himself.

The result of this activity is the formation of self-consciousness of the individual, his own reflexive Self, a new installation, as well as the need for new social and interpersonal relationships. So, at the heart of personality are the values accepted by him. They regulate individual behavior, providing their own social and moral activity.

## Економіка інноваційної діяльності підприємств

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Personal activity is formed in the conditions of social relations and contacts with society. The driving force of personality development in its active promotion to the heights, to the Acme are the contradictions which arise in human life and find their solution due to the activity of the individual and the counter activity of the social environment. When the satisfaction of the human need for communication is not threatened, there is an increase in communicative activity, a person seeks to become as successful in interaction as his own abilities allow. At the same time, people who failed to develop their communication potential, influence the interlocutor, experience a decline in activity.

Communicative skills, the acquisition of socio-psychological experience, value orientations to communication and motivational readiness to interact with others are formed in the childhood of individual and developed and improved throughout his life.

Maintaining the meaning of social contacts is an important prerequisite for the professional self-realization of the individual in the sphere of communication. In general, it is extremely important for society and for the individual to continue his communicative Acme, to turn it into the most active period of social contacts of a person.

All the most wonderful things in the world were achieved by those who dared to believe that they had inner qualities superior to external circumstances. Thus, public opinion actively affects the individual, both on the positive and negative sides. Society often acts as a pressure and dictator for a person, forcing him to constantly listen to "what people will say", forcing him to be what others want to see. This means that such a position prevents a person from being who he really is or wants to be, stepping on the principles of his personality.

A person can become a person when he is able to find a balance between his point of view and public opinion. Only comprehending himself as a person, taking his niche in society and comprehending life goals and priorities, a person becomes an individual, acquires the honor and freedom of choice, which distinguish him in the general grey mass as a person.

The development of personality is correlated with changes of all kinds. Any changes are unthinkable without honest self-analysis, assessment of the level at which you are now. Seeing yourself deeply affects your lifestyle and attitude towards the world. Self-perception determines whether you will become what you want, and whether you will achieve what you have always dreamed of.

To change thinking you have to pretend that it has already changed. A number of studies show that small tricks in the use of body language change not only the perception of others, but also our vector of thinking.

Visualization is another great tool that does not require too much effort. For the brain, there is no big difference between the real and the imagined situation, accordingly, thoughts about future success can reformat perception and mental habits, as well as become an excellent source of motivation.

It is extremely important to abandon the idea that your flaws are innate and ineradicable. You can and should look for strategies, methods to strengthen your skills and increase productivity that work for you. It is important to continue to work on themselves and test ways to change thinking. Because by changing the way we think, we change the way we behave, and ultimately the style and quality of life.

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