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WISDOM AS A COMPLEX OF STYLE CHARACTERISTICS BY PERSON WHO MAKES DECISION

The article presents the results of an empirical study of the relationship between individual and stylistic peculiarities of a person in a choice situation. The purpose of this study is the searching dependence conditions of choice from the psychological composition of the person making the decision, analysis of personal properties that determine the individual peculiarity of decision-making, components of the integral property of the individual—determination (including reflexivity, foresight).

Characteristics of personality wisdom profiles are described, which form a stable type of determination.

Key words: *decision-making, determination of personality, personality stylistic characteristics, wisdom, reflexivity, foresight.*

Problem statement. Socio-cultural transformations in the society require from the personality the ability to make choices in the difficult conditions (changes in circumstances, the society, the situation of high uncertainty, emotional stress,

The personality of the modern social situation consists in the fact that human life depends on the free choice of personality. The choice, therefore, is the correspondence of the personality to the subjectivity, which mediates all the external actions. Today's psychological processes of decision-making are considered as a system-based factor of the person.

The complexity is largely due to the multidisciplinary nature of the problem itself. Practically there are no work on systematization of accumulated theoretical and experimental data, from the methodological generalization of style studies. Over the past twenty years, this issue has practically not been solved, then it becomes understandable and actual relevance of the research and the results of this direction for the search, selection, study and development of stylistic characteristics of the person, which manifests itself in the decision making personality.

Style as a manifestation of a combination of stylistic characteristics by person decision-making can be defined as a typical, sustained response of the individual to a particular life situation, adequate to the conditions of choice and decision-making. This approach confirms that we are dealing with a complex multidimensional structure, and not with one sign of the personality's activity that dominates the situation of choice.

Consequently, the relevance of the subject of research, the insufficient theoretical elaboration of a number of issues on this issue and its practical significance led to the choice of the subject of this study.

Analysis of recent research and publications. The study of the problem of decision making is presented in psychological science in various aspects. Decision-making by the person is considered as a component of the life path of the person (O. G. Asmolov, A. M. Bolshakov, V. S. Mukhina, S. L. Rubinstein, etc.); an incentive to self-fulfillment (O. O., Bodalev, O. Derkach, S. D. Maksimenko, etc.); as a conceptual concept of decision-making (T. V. Kornilov, O. I. Sannikov). A small number of papers are presented research of the operational structure of life choices, strategies for its implementation (L. I. Dementiy, S. V. Krutko, D. O. Leontiev, O. Yu. Mandrykova). In foreign psychology, the problem of choice was devoted to the study of L. Festinger, K. Levine, P. Schutz, and others. Personal determinants were studied: within the theory of decision-making (Yu. M. Kozeletsky, T. V. Kornilov, G. M. Solntseva, N. A. Simon); existential-humanistic and activity directions (A. Maslow, R. May, V. A. Petrovsky, N. V. Pylypko and others). The influence of external factors on the life choices of the individual was also studied: in the context of the tasks to choose the solution option (A. Tversky, D. Kaneman, H. T. Wang, O. O. Savina), personality (A. Tversky, D. Kaneman, H. T. Wang, O. Savin), the possibility of social conditions of its development, when the choice as a deed forms a personality (J.-P. Sartre, V. Frankl, M. M. Bakhtin, O. G. Asmolov, V. P. Zinchenko); as an element of purpose-setting (K. V. Vlasenko, L. A. Isikov, O. F. Kogan, O. K. Tikhomirov, Yu. M. Shvalb, etc.).

Also in the A. I. Sannikov works considered the complex structure of «decisiveness», formed by four components: orientation (mood) for decision-making, ergic (activity), non-persistence (stability) and reasonableness (wisdom) in making decisions by the person [3, p. 208].

By proceeding to the study, we identified the leading component of determination – «wisdom» and suggested that the properties that make up this component of determination are interconnected with certain individual psychological characteristics of the individual.

Reasonableness (wisdom) in the concept of a person's life-affirmation reflects the individual maturity of the individual, thoughtfulness and weight in the search and analysis of solutions to the situation, in the assessment of life-decision consequences and as a component of «reasonableness» includes:

- language – consideration of possible consequences, careful planning of choice and its implementation, use of strategy for achieving the goal of the decision, pragmatism;

- reflexivity – the choice of life differs by reasonableness, caution, contemplation of the occurrence, analysis of options, forecasting the consequences of the choice;

- thoroughness – prudence involves thoughtful steps in choosing a solution, taking into account all the pros and cons, the elaboration of the parts of the choice, the accuracy in the collection and analysis of information, providing a guaranteed and effective solution [3, p. 124].

From the mid-1980s to the 20th century, wisdom was studied as a psychological phenomenon in foreign psychology. Domestic science turned to this problem quite recently. The study of wisdom was undertaken by several independent groups of scientists: S. Brent and D. Watson (1980), R. Sternberg (1985), C. Holliday and M. Chandler (1986), C. Kitchener et al. (1989), P. Baltes, J. Smith et al. (1990; 2008), J. Birren and L. Fischer (1990).

Psychology has not yet developed a universally accepted definition of wisdom. Thus, wisdom is understood as the level of mastering the basic laws of life, as a metacognitive force, as the level of mastering paradigms of life, awareness of the existence of difficult-to-solve problems, the solution of which requires the use of extraordinary knowledge, logic, etc. In most definitions, the notion of wisdom is associated with cognitive components.

In others, the interconnection of knowledge and volitional components, communication, a rich life experience, and personal aspects emerges in the first place. The most famous is the definition of P. Baltes: wisdom is an expert system of knowledge oriented to the practical side of life, a high degree of competence in life's issues. In the studies of S. Brown, wisdom is defined as a multidimensional construct that includes self-knowledge, emotional control, altruism, knowledge of life, and the like [8, c. 23].

Speaking of self-knowledge, we turn to the following notion of reflection—a truly unique property of wisdom, due to which, as a «data of consciousness to ourselves», a person realizes that he is endowed

with such a unique quality, which none of the living beings has, – the ability to recognize (Karpov, 2003).

There are the following directions in the study of this property: the activity direction, the essence of which is to consider reflection as a component of the structure of activity (L. S. Vygotsky, A. N. Leontiev, etc.); research of reflection in the context of the problematics of the psychology of thinking (V. V. Davydov, Yu. N. Kulyutkin, I. N. Semenov, V. Yu. Stepanov); studying reflexive regularities in the organization of communicative processes (V. S. Bibler, S. Yu. Kurganov, O. Lipman); the analysis of reflexive phenomena in the structure of joint activity (V. A. Nedospasova, A. N. Perre-Clemon, V. V. Rubtsov); pedagogical direction, whose representatives understand reflection as an instrument for organizing educational activity (O. S. Anisimov, M. E. Botsmanova, A. Z. Zak, A. V. Zakharova); personal direction, where reflexive knowledge is viewed as the result of comprehension of one's life activity (F. Ye. Vasilyuk, M. R. Ginzburg, N. N. Gutkina, A. F. Lazursky); the genetic direction of the study of reflection (V. V. Bartsalkina, Yu. V. Gromyko, N. I. Lurya, J. Piaget, V. I. Slobodchikov); «System-thought-activity» approach, according to which reflection is a form of thought activity (A. A. Zinoviev, V. A. Lefevr, G. P. Shchedrovitsky); metacognitive paradigm research reflexive processes (M. Keller, M. Kapling, J. Fleivell, M. A. Holodnaya); the study of reflection as a fundamental mechanism of self-knowledge and self-understanding (V. V. Znakov); analysis of reflexive regularities and mechanisms of managerial activity and management in general (A. V. Karpov, G. S. Krasovsky, V. E. Lepsky) [1, c. 240]. A. V. Karpov examines three types of reflection, distinguished by the so-called «temporary» principle: situational (actual), retrospective (reflection of the past) and perspective (or prospective) reflection. Situational reflection provides direct self-control of a person's behavior in an actual situation, comprehension of its elements, an analysis of what is happening, the subject's ability to correlate his actions with the situation and coordinate them in accordance with changing conditions and his own condition.

Behavioral manifestations and characteristics of this type of reflection are, in particular, the time of reflection by the subject of their current activity; how often he resorts to an analysis of what is happening; degree of deployment of decision-making processes; the tendency to introspection in specific life situations. Retrospective reflection is manifested in a tendency to analyze past activities and past events. In this case, the subject of reflection is the premises, motives and reasons for what happened; the content of past behavior, as well as its performance parameters and, in particular, mistakes made. This reflection is expressed, in particular, in how often and for how long the subject

analyzes and evaluates the events that occurred, whether he is inclined to analyze the past and himself in it at all. Prospective (or otherwise – prospective) reflection is related not only to the function of analyzing the upcoming activity or behavior, but also to planning as such; with the forecasting of probable outcomes, etc. Its main behavioral characteristics: careful planning of the details of their behavior, frequency of reference to future events, orientation to the future [2, c. 45].

The aim of the study is to analyze the results of empirical research and to find the logical relations of the qualities of the mind and a certain range of personality properties that accompany the manifestations of decisiveness. It is planned to carry out correlation (quantitative) analysis and differential-psychological (qualitative) analysis of the peculiarities of decision-making.

Research methods. The study used a system of methods, which include: theoretical analysis of literature on the selected scientific problem; methods of questioning, testing, questioning; statistical methods of data processing using the computer program SPSS 17.0 for Windows (correlation analysis, factor analysis, parametric t– Student’s criterion); the method of qualitative analysis of the processing of empirical data (the method of «Aces», the method of «profiles»).

Psychodiagnostic research was carried out with the help of methods aimed at studying the decision-making indicators, as well as on the diagnostics of personality’s properties hypothetically related to decision-making: the method «Differential diagnostics of determination» (co-authored); «Multidimensional scale of decision-making» – the MSD (A.I. Sannikov), «Scale of intolerance-tolerance to uncertainty» – ITU-TU) (S. Badner), method «Willed personality properties» (M.V. Chumakov) [2, p. 146]. As students participated in the 1-2 courses of the Odessa National Academy of Communications named after A.S. Popov, men and women aged 20-21, a total of 44 people.

Let’s consider interrelationships of indicators of the resoluteness of an individual (measured by the method «Differential diagnostics of determination» (DDD)) with indicators of choice, decision-making and individual psychological properties of the individual (Table 1).

Symptomocomplex of wisdom, qualities and qualities of personality form stable types of determination. Let’s consider them in more detail.

The results presented in Table 1 indicate the existence of the following relationships:

1. Indicator swiftness (Sw) reveals positive relationships with the following indicators: initiative (Int), resoluteness (Res), perseverance (Per), Energetic (Enr), Attention (Atn), Imagination (Img).

2. Risk (Rs) indicator shows a negative relationship with responsibility (Res) and positive relationships with the following indicators: initiative (Int), resolve (Res), perseverance (Per), energetic (Enr), attentive (Atn), imagination (Img).

3. Indicator tolerance to uncertainty (Tc) reveals positive relationships with the following indicators: initiative (Int), resolve (Res), perseverance (Per), energetic (Eng), imagination (Img).

4. The indicator foresight (Frs) reveals positive relationships with the following indicators with responsibility (Res), purposefulness (Pur) and a negative relationship with energetic (Eng).

5. Spontaneity (Spn) reveals a negative relationship with responsibility (Res).

Table 1

Matrix of correlations of choice indicators, decision-making and individual psychological characteristics of a person

	Indicators of strong-willed personality traits									
	Reb	Int	Res	Ind	Vg	Prs	Enr	Atn	Pur	Img
Sw		442**	693**			528**	457**	477**		539**
Rs	-428**	487**	530**			560**	549**	308*		364*
Tc		486**	574**		452**	472**	458**			473**
Frs									401**	
Rfl			-300*				-399**		303*	
Thg	408**						-363*		363*	
Spn	-481**									
Fib		446**	352*			376*				
Av		373*	361*			461**	383*	374*		365*
As	322*	554**	560**	353*		528**	381*	596**	372*	652**
Ind	429**			468**				366*	598**	487**
Dgm		-301*	-496**			-420**	-385**			-298*

Note: hereinafter: 1) zeros and commas are not indicated; 2) * – significance level $p \leq 0,05$, ** – significance level $p \leq 0,01$; 3) conventional symbols for the indicators of the «Differential diagnostics of determination»: Sw – swiftness, Rs – riskiness, Tc – tolerance to choice, Av – adventurousness, As – Assertiveness, Ind – independence, Frs – foresight, Rfl – reflexive, Thg – thoroughness, Spn – spontaneity, Fib – flexibility, Th – thoroughness; Dgm – dogmatic 4) the indicators of «Willed personality characteristics»: Reb – responsibility, Int – initiative, Res – resoluteness, Prs is perseverance, Enr – energetic, Atn – attentiveness, Pur – purposefulness, Img – imagination.

6. The flexibility (Fib) indicator reveals positive relationships with the following indicators: initiative (Int), resoluteness (Res) and perseverance (Per).

7. Indicator adventurousness (Adv) reveals positive relationships with the following indicators: initiative (Int), resoluteness (Res) and perseverance (Per), Energetic (Eng), attentiveness (Atn), imagination (Img).

8. The indicator assertiveness (As) reveals positive relationships with the following indicators: responsibility (Res), initiative (Int), determination, Independence (Ind), perseverance (Per), energetic (Eng), attentiveness (Atn), purposefulness (Pr), imagination (Img).

9. The indicator independence (Ind) reveals positive relationships with the following indicators: responsibility (Res), independence (Ind), purposefulness (Pur), imagination (Img).

10. The dogmatic (Dgm) indicator reveals negative relationships with initiative (Int), resoluteness (Res), perseverance (Per), energetic (Eng) and imagination (Img).

Let us consider the most striking interrelationships of the determinants of determination of Foresight and Reflexivity as properties of the wisdom of the individual, which form a stable type of determination.

Foresight correlates with Purposefulness – looking to the future, building concrete strategies to achieve what is planned, miscalculating available resources and the necessary costs.

Reflectivity is negatively correlated with Decisiveness and Energy and positively correlates with Purposefulness. Reflectivity is directed to the experience of the past, to the analysis of the acquired experience, to subjective evaluation of the result obtained, to correlate with the tasks of the current situation, to find in its «arsenal» the necessary resources for the goal.

The Foresight correlates with the thoroughness (Th) – involves deliberate steps in choosing the solution option, careful planning and consideration of available resources.

Reflectivity is negatively correlated with riskiness (Rs), tolerance to uncertainty (Tc) and adventurousness (Av). And positively correlates with farsightedness and circumstance. From the above-described indicators, one can see that the reflective type of determination manifests itself in the person in deliberate, weighted decisions, where there is no place for risk and uncertainty.

Reflective type of determination is directed at the experience of the past, on the analysis of the acquired experience, the subjective evaluation of the result obtained, the correlation with the tasks of the current situation, finding in its «arsenal» the necessary resources for the goal. The Foresight type of determination, in turn, is directed to the future, to building concrete strategies for achieving what is planned, miscalculating available resources and the necessary costs. It involves deliberate steps when choosing a solution variant, careful planning and accounting of available resources.

The results of the theoretical-empirical study allow us to draw the following **conclusions**:

1. New data are received on the relationship between the determination and the personality characteristics of the decision maker. The variations of such combinations are determined by the composition of the personality's resoluteness properties. Style as a manifestation of a combination of the stylistic characteristics of the personality of the decision-maker is a typical, sustained response of the individual to a particular life situation, adequate to the conditions of choice and decision-making. The leading style-forming characteristic of the personality of the decision-maker is determination.

Table 2

Matrix of intercorrelations of indicators of choice, decision-making and individual psychological characteristics of a person

	Indicators of personality determination components									
	Sw	Rs	Tc	Frs	Rfl	Thg	Av	As	Ind	Dgm
Sw		300*						478**	307*	-500**
Rs			654**				802**			
Frs						539**				
Rfl		-651**	-397**	405**		667**	-481**			
Thg		-697**	-357*				-491**			
Spn		465**			-484**	-323*	412**	-312*	-362*	
Fib	336*	337*	329*							-567**
Av			429**							
As			380*							
Ind					374*	399**		536**		
Dgm		-588**	-514**		419**	566**	-433**	-320*		

Note: hereinafter: 1) zeros and commas are not indicated; 2) * – significance level $p \leq 0,05$, ** – significance level $p \leq 0,01$; 3) conventional symbols for the indicators of the «Differential diagnostics of determination»: Sw – swiftness, Rs – riskiness, Tc – tolerance to choice, Av – adventurousness, As Assertiveness, Ind – independence, Frs – foresight, Rfl – reflexive, Thg – thoroughness, Spn – spontaneity, Fib – flexibility, Th – thoroughness; Dgm – dogmatic.

2. Reflexive type of determination is directed at the experience of the past, on the analysis of the acquired experience, the subjective evaluation of the result obtained, correlation with the tasks of the current situation, finding in its «arsenal» the necessary resources for the goal. The forward-looking type of determination of the individual, in turn, is directed to the future, to building concrete strategies for achieving what is planned, miscalculating available resources and the necessary costs. It involves deliberate steps when choosing a solution variant, careful planning and accounting of available resources.

3. Determination is an integral characteristic of the individual, reflects the ability to boldly and independently take mature life decisions, selectively using the properties of the personality as personal resources.

Prospects for the study. Based on a combination of different indicators of determination, the severity of individual-style personality characteristics in the situation of choice, as well as the results obtained, it is advisable to study the diversity of stable styles of the personality of the decision-maker.

The creation of a classification of personality styles in the situation of decision-making and choice of personality is an independent and promising task.

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Свистула О. М. Мудрість як комплекс стильових характеристик особистості, яка приймає рішення

У статті представлено результати емпіричного дослідження взаємозв'язку індивідуально-стилевих особливостей особистості у ситуації вибору. Метою даного дослідження став пошук умов залежності вибору від психологічного складу особистості, яка приймає рішення, аналіз особистісних властивостей, що визначають індивідуальну своєрідність прийняття рішень, компонентів інтегральної властивості особистості – рішимості (у тому числі, рефлексивності, далекоглядності).

Описано профілі властивостей мудрості особистості, які утворюють стійкий тип рішучості.

Ключові слова: прийняття рішення, рішучість особистості, стильові характеристики особистості, мудрість, рефлексивність, далекоглядність.

Свистула О. М. Мудрость как комплекс стилевых характеристик личности, которая принимает решение

В статье представлены результаты эмпирического исследования взаимосвязи индивидуально-стилевых особенностей личности в ситуации выбора. Целью данного исследования стал поиск условий зависимости выбора психологического склада личности, которая принимает решение, анализ личностных свойств, определяющих индивидуальное своеобразие принятия решений, компонентов интегральной характеристики личности – решимости (в том числе, рефлексивности, дальновидности).

Описаны профили параметров мудрости личности, которые образуют устойчивый тип решимости.

Ключевые слова: принятие решения, решимость личности, стилевые характеристики личности, мудрость, рефлексивность, дальновидность.