



## Determining the Pattern of Behavior of a Person in Social Relations by Using Visual Psychodiagnostic Methods

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<http://dx.doi.org/10.18415/ijmmu.v10i2.4477>

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### **Abstract**

The article examines the findings of a comparative relation of dominants established by visual diagnostics of personality traits with the main clinical scales obtained using V.P. Zaitsev's MINI–MULT psychological test. It establishes the possibility of using the visual method to determine personality traits, psychotypes, and behavior models.

**Keywords:** *Visual Psychodiagnostic; MINI–MULT; Personality Dominant; Main Clinical Scale; Lie Scale; Reliability Scale; Correction Scale; Wilcoxon Test (W)*

### **Introduction**

The number of professions required by society is increasing worldwide as new technologies are developed. Increasing demands on professional abilities in all spheres of society result in shifts in work attitudes. Currently, each specialist must possess professional skills such as communication, stress resistance, and analytical thinking. The rapid development of information technology impacts the psychology of a person working in the social and economic sphere, resulting in a change in a person's psychotype to some extent. Understanding a person's psychotype and the model of his behavior in social relationships necessitates the development of approaches that incorporate new psychological technologies, which determine the introduction of methods of visual psychological diagnostics.

Visual psychodiagnostic studies are rapidly developing in educational and scientific institutions around the world, intending to encode a person's expressiveness and understand the true essence of analog signs associated with his behavior. This type of visual practice is widely used in scientific research and in the clinical activities of psychologists, psychotherapists, and profilers. Even though there are many scientific approaches to the problem of "visual diagnosis of a person by his appearance and expressive behavior", this problem requires further study from a theoretical, practical, and educational standpoint. To improve the effectiveness of visual diagnostic methods in social communication, socio–psychological research is required.

A person's problem has become an object of general research in the exact sciences and the humanities in the twenty–first century, and psychological science uses modern research methods to study

a person's psychological experiences. In this sense, our work is devoted to determining the psychotype of a person based on deep climatic experiments conducted by such areas of science as "Profiling" and "Visual Psychodiagnostics".

Although the definition of a personality psychotype involves complex technologies, the results, which aid in clarifying each individual's reflection of the external world, play an essential role in identifying his future behavior and selecting alternative ways to influence him. Numerous scientific and empirical studies have been conducted on the definition of a personality psychotype in modern psychology. Despite this, the socialized personality's psychotype changes relatively under the influence of the multifaceted information world. This encourages us to explore previously unknown aspects of man. The modern personality is distinguished by its complexity and extreme individuality. On the one hand, this is due to its favorable properties, namely maturity; on the other hand, negative outcomes, rapid changes in life positions, and the plasticity of the world of beliefs give rise to specific problems in the management system. The causes and consequences of this are unquestionably linked to the individual's psychotype. The extreme relevance of the problem we are addressing stems from this. We attempted to reveal the problem in the article by relying on general psychology achievements and developing as independent fields of knowledge "Profiling" and "Psychodiagnostics".

The manifestation of a person in profile (profile or manifestation of a person) and his behavioral model are studied according to the concept of profiling in personality assessment. Special methods are used in psychodiagnostics to determine the psychotype; in most cases, the personality is not examined but diagnosed. The personality psychotype is also determined through a diagnosis in our study and is then studied scientifically and practically.

### ***The Main Part***

Profiling is a systematic collection of methods (components) for assessing a person's psychological portrait and critical characteristics. The development profiling method is practical and does not include incorporating various psycho-physiological and cognitive techniques into the work structure. Work with the personality is done directly, and the communicative component is regarded as the foundation upon which all subsequent expert opinions are based. With no direct connection to the respondent, the most informative signs (facial expressions, gestures, emotions, speech, appearance, and behavioral features) are analyzed; each component expresses a dynamic or static model at the same time.

We investigated the relationship between the results of the "Visual diagnosis of personality traits: 8 dominants" and the MINI-MULT method in our study.

308 people from various professions participated in the study. The study was carried out in three stages: first, the subjects were interviewed and videotaped; second, the video recordings were analyzed by four factors (clothes, facial expressions, gestures, and paralinguistic aspects of speech); and third, a quantitative and qualitative analysis of the data obtained was performed.

The essence of the technique is that it helps to identify the originality of the personality's character, i.e. her dominants, based on external signs (visual diagnostics). Thus, psychological and communicative characteristics are revealed without the use of tests, and personality typology is determined by behavior, conversational style, and external signs.

We accumulated dominant manifestations based on critical features of respondents' behavior. Based on the results of the calculations for each criterion, we determined the leading dominant. The overall indicator of the results obtained was processed using the Student's t-test based on the respondents' dominant scales.

Let us first consider the mixed type before characterizing each dominant. Representatives of this type have high rates for two or more types of dominants. According to their external behavior model, determining the characteristic type of dominant is a complex process because their pure dominants appear in exceptional circumstances. Because these circumstances are not the focus of our investigation, we will state them.

The dominant type, often found among the subjects, is the paranoid dominant (purposeful) type (40.9%), which was more often observed in boys than in girls. Among the study participants, people with paranoid dominance (purposefulness) were more recorded among young men.

Representatives of this type are the owners of a strong inner strength. They live by their principles and ideas, defending and fighting for them. They are not influenced by information from outside. They are usually not stressed. They are considered strong personality type.

Epileptoid–dominant (sensitive, excitable) personality type was observed in 18.2% of the subjects, people of the type with epileptoid dominant (excitable) are included in the group of determined and strict people. They may play sports or participate in competitive activities. They are prone to antisocial behavior, alcoholism and drug addiction. They have a robust nervous system.

Hyperthymic–dominant (life–loving) type – occurs in 12.3% of the subjects. Types with hyperthymic dominance are defined as very rich in energy, as people who love life in all its manifestations, these people are optimists, they can find positive aspects in any situation. They are happy with any innovations and never lose heart. Hyperthymics love extreme rest. They have a robust nervous system.

Epileptoid–dominant (stuck, inhibiting) type in 11.4% of the subjects, with the imagination of people with epileptoid dominant lies in their frigidity. They have difficulty switching from one activity to another. Epileptoids love their job very much and rarely change it. The family is considered their social reference point.

Hysteroid–dominant (demonstrative) type 5.8% of the subjects in the accentuation of the character of people with hysteroid dominant (demonstrative) showed the following features: people of this type try to behave as if they have acting abilities. Sometimes it is enough to listen carefully to them to identify inconsistencies in their evidence. They are considered to have a weak type of nervous system.

The schizoid–dominant (strange, unusual) type was found in 3.6% of the subjects; people of this type are distinguished by the originality of their ideas about reality and analysis of situations. They have their own personal world, and the categories' views are subject to patterns. They give the impression of clumsy, fragile, inept people. They have a weak nervous system.

Types with epileptoid dominance in our case were observed only in the young men who participated in the study. People of the type with epileptoid dominant (excitable) are included in the group of determined and strict people. They may play sports or participate in competitive activities. They are prone to antisocial behavior, alcoholism, and drug addiction. They have a robust nervous system.

The type of anxious dominant (fearful) is also one of the rare occurrences among the respondents. They tend to be anxious to a substantial degree, constantly worrying about making mistakes, and there is a limitation in expressing their opinions. Their motto is “Measure seven times, cut once”. They have a weak nervous system.

Types with a hyperthymic dominant are defined as very rich in energy, as people who love life in all its manifestations, these people are optimists, they can find positive aspects in any situation. They are

happy with any innovations and never lose heart. Hyperthymics love extreme rest. They have a robust nervous system.

The Wilcoxon test (W) was used to determine gender differences using the “Visual diagnosis of personality traits: 8 dominants” method.

Since our calculated  $W=13.5$  is greater than the value (3) in the Wilcoxon reliability table, no statistically significant difference was found between the individual dominants with a 95% confidence level ( $W=13.5$ ;  $p>0.05$ ). With visual psychodiagnostics of a person’s character, when determining his dominance by external signs, the behavior model of both sexes manifests in the same way.

Based on the study’s findings, it was discovered that when diagnosing human dominants, dominants are only strong character traits that must be considered. In real life, a person can exhibit multiple dominants throughout his life, but their manifestation can be ambiguous because a person must perform multiple behaviors.

The results obtained by observing the behavior model of the subjects, that is, to determine the reliability of the methodology “Visual diagnostics of personality traits: 8 dominants”, were compared with the results obtained by using the MINI–MULT psychological test developed by V.P. Zaitsev at the next stage of our study.

Table 1, The results of the subjects on the main scales of the MINI–MULT test

No.	Basic scales	Number of test subjects	%
1	Hypomania (Ma)	40	15
2	Depression ( D )	5	2
3	Hypochondria (Hc)	11	4.1
4	Hysteria (Hy)	9	3.4
5	Paranoid (Pa)	103	38.7
6	Psychasthenia (Pt)	32	12
7	Psychopathy (Pd)	53	19.9
8	Schizoid (Se)	13	4.9
<b>Total:</b>		<b>266</b>	<b>100</b>

The results of 266 subjects who completed tasks following the normative indicators of the basic scale were compared with the norms of the main scale.

According to the results obtained, the highest score of the subjects on the primary scales was 38.7% on the paranoia scale (Pa). According to the primary scales of the MINI–MULT test, the following data were obtained: psychopathy (Pd) is typical for 19.9% of the subjects, hypomania (Ma) – 15%, psychasthenia (Pt) – 12%, schizoidness (Se) – 4.9%, hypochondria (Hc) – 4.1%, hysteria (Hu) – 3.4%, depression scale (D) occurs in 2% of the participants in the experiment.

Gender differences were revealed between the clinical types of the primary scales of the subjects who participated in the study. The Wilcoxon test (W) was used to determine the gender differences between the results obtained by the MINI–MULT method. Since the  $W=10$  index calculated by us is greater than the index (3) in the Wilcoxon significance table, no statistically significant difference was found between the individual dominants with a 95% confidence level ( $W=10$ ;  $p>0.05$ ). Therefore, when determining the clinical types of a face using the MINI–MULT method, that is, when determining its accentuation, the behavior model of both sexes manifests itself in the same way.

To establish a correlation between the MINI-MULT primary scales and the scales of the method “Visual diagnostics of personality traits: 8 dominants”, the definitions of the MINI-MULT main scales were compared to the model of personality visual diagnostic scales.

To improve the reliability of the method “Visual diagnostics of personality traits: 8 dominants”, a qualitative re-analysis of the subjects was performed. Only 277 subjects were chosen for further empirical studies in comparison to another method, and they were found to be pure on four factors.

The correlation between the MINI-MULT method’s primary scales and the “Visual diagnostics of personality traits: 8 dominants” was determined using Pearson’s correlation coefficient.

Table 2, Correlation between MINI-MULT and 8 dominant scales (Pearson’s correlation)

Name	H	P
Datas on MINI-MULT	266	0.997 *
Datas on 8 dominant scales	277	

At the 95% confidence level, there is a correlation between the main scales of the MINI-MULT methodology and the indicators of the scales of the “Visual diagnosis of personality traits: 8 dominants” methodology ( $p=0.99703$ ;  $p<0.001$ ).

To demonstrate the correlation between the primary scales of the MINI-MULT methodology and the indicators of the scales of the “Visual diagnostics of personality traits: 8 dominants” methodology, which indicates that it is possible to distinguish a personality type using visual diagnostics, a diagram was built (Fig. 4).

When determining the clinical type of hypochondria (according to MINI-MULT) and the dominant anxiety (fearfulness) (according to the method “Visual diagnosis of personality traits: 8 dominants”), the subjects who participated in the study had certain difficulties. The correct assessment of their qualities was 45.45%.

In the visual assessment, the paranoid clinical personality type (according to MINI-MULT) and the paranoid dominant (purposeful) (according to the method “Visual diagnosis of personality traits: 8 dominants”) are most accurately assessed, which is 94.17%.

The difference between the sexes in the correct assessment was 6.6%, indicating that the visual assessment of women is more accessible than that of men.

As it became necessary to assess the dominant personality, which was done based on the study results, it was discovered that only the personality’s strengths should be considered in this process. In most cases, there are several dominants in a person’s life, but their manifestations may be unclear because they must perform several behaviors.

Based on this technique, those who diagnose a specific psychotype should consider which behavior model corresponds to a specific situation. To accomplish this, the diagnosis must maintain the fact that appearances are always deceiving. As a result, in most cases, assessing behavior in relation to the situation yields a positive result.

## Conclusion

The obtained results confirm the practical applicability of visual psychodiagnostics. Thus, it was demonstrated that the visual method can be used to determine a person’s character trait, psychotype, and behavior model. Visual diagnostics can be used to determine a model of human behavior without using

psychological tests by observing a person's analog and symbolic signals, such as facial expressions, gestures, clothing, phrases in speech, and the position he occupies in interpersonal relationships. And the human behavior model reveals his character nuances and psychotype. It also enables rapid psychological diagnosis. This can help in various social situations, such as recruiting, identifying criminals, effectively organizing relationships between managers and employees, assessing a client's behavioral model in providing psychological services, and establishing appropriate relationships.

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