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**THE CONCEPT OF MAKIAVELLISM IN THE SCIENTIFIC
 PSYCHOLOGICAL LITERATURE AND THE DEGREE OF MAC-SCALE
 IN A PERSON**

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ABSTRACT

In this article, the content and essence of the concept of makiavelism is covered from a scientific point of view. Also in the scientific psychological literature, the concept of makiavelism and the degree of Mac-scale were investigated. Different social environment. In the scientific psychological literature, several typological methods of influencing a person are cited, some of which are to influence an object or subject in an individual relationship.

KEYWORDS: *Socialization Process, Imperative, Manipulative, Makiavellism, Antimaciavellism, "Ruler", Mak-Scale-IV.*

INTRODUCTION

It is no secret that human dignity is an integral factor in the development of society in the steady development of our country. Therefore, it is important to educate the human factor both physically and mentally.

As a child grows up, the process of socialization takes shape and grows and falls under the influence of a different social environment. In the scientific psychological literature, several typological methods of influencing a person are cited, some of which are to influence an object or subject in an individual relationship. These are basically three-way forms, - imperativ (in accordance with the paradigm of psychology "object", permission and the fact that a person is the product of the influence of an external scientist and the passive object of this universe), manipulative (in accordance with the paradigm of "subjectivity", the subject himself reacts to psychological information coming from outside, in which he expresses activity and individual

resourcefulness in psychological manifestations of external influence) and it is based on the manifestation of the edges as an open system in showing their psychological side).

MAIN PART

The method we are talking about below is the makiavellistic method of communication, the origin of this method is associated with the teaching of Italian scientist and statesman Florentine Nicolo Di Bernardo Makiavelli (1469-1527). It is known that in Makiavelli's rich, bright, at the same time inadequate systematized doctrine there are aspects that have been reverse-interpreted for the last four and a half centuries.

Historically, before the term "makiavellism", the French political writer N.Frumonto in 1581 year in the work "Finans", then in 1589 year in England T.Nesh appeared the term "makiavelist", which he used in one of his philosophical works and began to use the term "makiavellism" in the 17th century. In 1739 year, the Great Frédéric wrote his work "Antimakiavellism".

The content of the concept of "makiavellism" was formed in the concepts used in the separate works of the Florentine Makiavelli, later on the basis of the definition given to them by many other scientists and changed according to their own temperament. In this sense, his work "Ruler", dedicated to Lorenzo dei Medici, is very interesting. In the game, Makiavelli appears as an advisor to the ruler who has long and successfully maintained his position, stating that in the struggle for power on the path of higher goals it is possible to violate the rules of morality and use any, even cruel, hypocritical methods. In the game "all the armed prophets were victorious, all the unarmed were killed," Makiavelli wrote.

A number of negative factors contributed to the creation of a clear image of makiavelli. This view was originally used by the Catholic church at that time as a source of malice, with leaders criticizing them mercilessly. This is why so many works later came to the criticism of the church, for example, the work "the dialogue of Makiavelli and Montesque in hell, or the policy of Makiavelli in the XIX century" (1864) can be cited as an example [1, 3]. When it comes to the Florentine scientist, the views on him from different sides have their own appearance, as a result of which legendary networks such as "makiavellism", "antimakiavellism" appeared.

In his work, Makiavelli said, "the ruler does not need to master all the qualities that exist, but there is a direct need to possess them. In other words, one should appear compassionate, faithful to his word, sincere, pious in the sight of the people - but from the inside, one should be prepared to show the opposite qualities, if necessary," he wrote [5, 132].

"With the power to open the mask without binding effects – violence to put down the rule through force to order hard - to coarse using force" to manage is the side imperativ manipulyasiyaning rule based[4, 43]. The imperative method corresponds to the makiavellistic method in the personlararo relationship.

At the same time, R.I.Khlodovsky notes a number of existential ideological contradictions in his work "Ruler". On the one hand, in this game there is a special chapter "on persons who occupy the state with evil", on the other hand, "the policy pursued by strong persons is observed in isolation from any moral norms, including from the point of view of humanity", and on the other hand, there is a special chapter "on persons who occupy the state with evil". There, Makiavelli writes that "killing their compatriots, betraying their friends, loyalty, compassion and the virtue

of being in religion" [6, 121]. It was initially regarded as a feature that allowed makiavellianists to successfully step up from their career ladder, achieve their goals and dreams without excessive difficulty, which was a biological manifestation of brutality and there was a lot of debate about its positive evolutionary meaning [10, 23., 11, 104]. In Abu Nasr Forabi's work "the city of wise people", he wrote that those who are based on anger, khasad, hatred seek to crush them all as others are imperfect, created to serve them only as slaves" [9, 167]. On the contrary, it is evaluated by features such as weakness in behavior of people who are unable to achieve their goals, social incapacity, failure to achieve their goals[12, 64-69].

RESULTS AND DISCUSSION

Purpose of the study: psychological research of the makiavelistic method of communication in interpersonal relationships.

Object of the study: 374 respondents participated in the study. They are students with incomplete higher education, all of whom are socially well-provided and are striving to take their place in life.

In order to find out the place of causative effects on the management of a person, proceeding from the purpose of our study, we conducted the experiment of Makiavelli using the questionnaire Mac-scale-IV, which reveals the degree of makiavelism of the subject by the method of self-evaluation, modified to Uzbek language. The main psychological components of makiavellism are: 1) it is believed that it is possible and necessary for them to be manipulated when the subject communicates with others; 2) the existence of the ability to trust others, including the ability to understand the reasons for their goals and behavior [2, 5].

On the Mac-scale-IV, people's perception of the mind, morality, behavior and actions corresponding to it are the evaluative opinions corresponding to the da 20, and their examples are given in the analysis and the complete list V.V.Znakov works are given [3, 5]. According to the authors of the Mac-scale, the overall result of a person's consent or dissatisfaction with these evaluative opinions will determine the degree of makiavellianism in a person. This process consists in the development of a one-dimensional line, at one end of which there is an "ideal Makivellian", which embodies a high degree of quality in it and can reflect the maximum score (100). At one end of the other is its anti-dependence, and the minimum score accumulation (20) and intermediate options are likely to be between them. This "methodology for measuring the level of makiavellism in a person" developed by R.Kristi and F.Geysers (Mac-scale, in 1970 year R.Kristi and F.Geysers), the lower, middle and upper levels of the manipulative effect are determined. As a feature of the personality manifests itself in such characteristics as high self-assessment, emotional coldness, conventional behavior, alienation, the use of self-purpose or others. For comparison: manipulation is such a process in which the manipul'yator (by using theativul'yative method) is awarded more than the addressee. If manipul'yasiya did not use manipul'yator would have a low pointer. By exploiting the other in such a way as to create good relations in front of the eyes of the surrounding people and to show the normative behavior, as well as his needs in cooperation with others will be achieved.

"The methodology for measuring the level of makiavellism in a person", Mac-scale in processing the results of the scale, we determined the results of the tests by processing the scores collected on all the corresponding scales written by the tester. Each thought given is required to be

evaluated through a five-point scale, and these are determined in the following order; completely I refuse-1, I refuse-2, I find it difficult to say-3, I agree-4, I fully agree-5. In this we put all the obtained points into the table, which is drawn up according to the questionnaire. The results are reflected in Table 1 below.

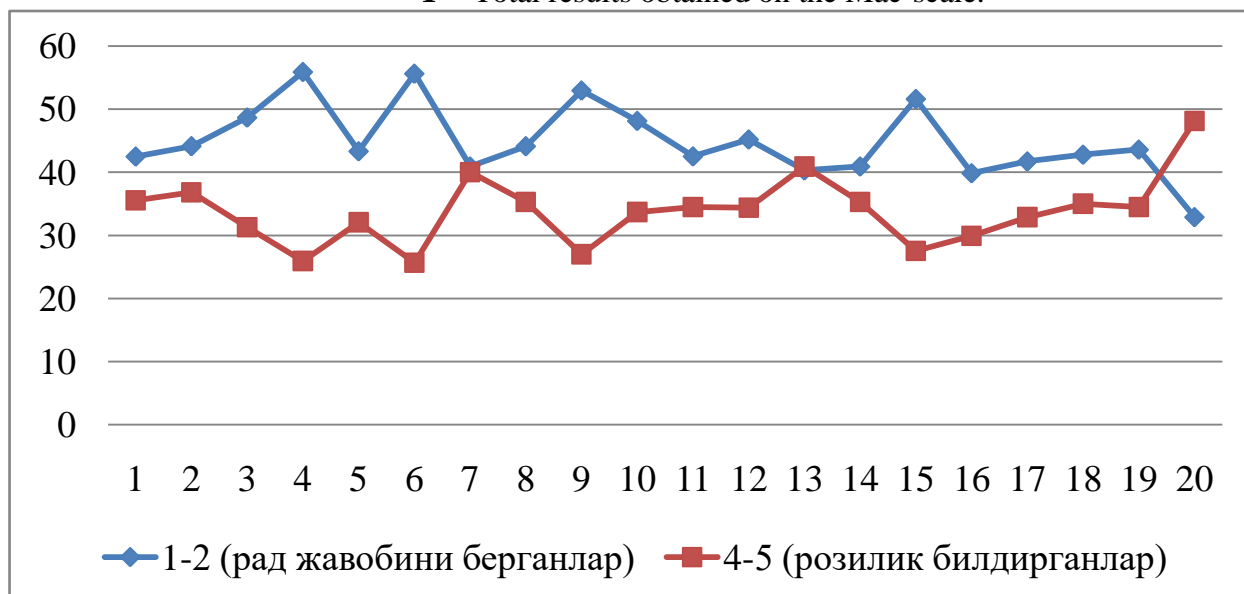
Table Mac-scale table of the overall results obtained and their percentages.

Number of answer	Answers of the examiners on the Mac-scale																			
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
1	65	67	58	67	62	64	79	64	32	65	68	71	73	64	28	50	61	58	67	104
2	68	71	59	30	58	31	71	68	69	61	61	58	80	68	75	62	62	73	62	76
3	82	71	75	68	92	71	71	77	75	68	76	76	70	89	78	74	95	83	82	71
4	71	83	73	79	76	85	77	79	74	83	78	66	71	77	100	76	83	74	74	59
5	88	82	109	130	86	123	76	86	124	97	81	103	80	76	93	103	73	86	89	64
1-2 (those who gave the rejection answer)	159	165	182	209	162	208	153	165	198	180	159	169	151	153	193	179	156	160	163	123
4-5 (those who express their consent)	133	138	117	97	120	95	150	132	101	126	129	129	153	132	103	112	123	131	129	180
The result obtained is in percentage terms																				
Number of answer	Answers of the examiners on the Mac-scale																			
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
1	17,38	17,91	15,50	17,91	16,57	17,38	21,11	17,11	8,55	17,38	18,18	18,89	19,51	17,11	7,48	13,36	16,31	15,50	17,91	27,80
2	18,18	18,89	15,77	8,02	15,50	8,28	18,89	18,18	18,44	16,31	16,31	15,50	21,39	18,18	20,05	16,57	16,57	19,51	16,57	20,32
3	21,93	18,89	20,05	18,18	24,59	18,89	18,89	20,58	20,05	18,18	20,32	20,32	18,71	23,79	20,85	19,78	25,40	22,19	21,93	18,89
4	18,89	22,19	19,51	21,12	20,32	22,72	20,58	21,12	19,78	22,19	20,85	17,64	18,89	20,58	26,73	20,32	22,19	19,78	19,78	15,77
5	23,59	21,93	29,13	34,75	22,99	32,80	20,32	22,99	33,15	25,92	21,65	27,54	21,39	20,32	24,86	19,51	19,51	22,99	23,79	17,11
1-2 (those who gave	42,48	44,12	48,65	55,87	43,31	55,06	40,09	44,11	52,93	48,12	42,05	45,18	40,28	40,09	51,59	39,83	41,07	42,77	43,57	32,88

the reject ion answer)																				
4-5 (those who express their consent)	35,56	36,8	31,27	25,93	32,07	25,66	40,01	35,29	26,99	33,69	34,49	34,39	40,9	35,29	27,53	29,93	32,88	35,01	34,48	48,12

The overall results obtained on the Mac-scale are in the following form in the case of the diagram.

1- Total results obtained on the Mac-scale.



Lines 2, 4, 6, 9, 10, 11, 14, 16, 17, 19 are separated by the Mac-scale key to perform mathematical hexadecimal operations. the difference number remaining after the hexadecimal operations are completed is written. To do this, the following formula was used: $S = 6 - M$, where M is the score written by the test taker, S is the total score on the scale, and $S = 6 - M$ is the order of the mathematical operation. the results obtained were put in place with their rows, resulting in table 2 in the following view.

2-Table. The last table from the execution of mathematical six-point actions on the Mac-scale key

Number of	The last table from the execution of mathematical six-point actions on the Mac-scale key
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answer	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Total
1	55	335	58	335	52	320	79	54	160	325	340	71	73	320	28	295	305	58	335	104	3732
2	58	284	59	120	58	124	71	58	207	244	204	58	80	272	75	248	248	73	248	76	2885
3	82	203	75	204	92	213	71	77	225	204	180	76	70	267	78	222	285	83	246	71	3024
4	71	166	73	158	76	170	77	79	148	166	156	56	71	154	100	152	166	74	148	59	2330
5	88	82	109	130	86	123	76	86	124	97	01	103	80	76	93	103	73	86	89	54	1769
1-2 (those who gave the rejection answer)	15 9	2 4 8	1 8 2	2 8 8	1 6 2	2 9 3	1 5 3	1 6 5	2 7 2	2 6 3	1 5 7	1 6 9	1 5 1	2 3 0	1 9 3	2 5 5	2 3 9	1 6 0	2 3 7	1 3 3	4099
4-5 (those who express their consent)	13 3	6 1 9	1 1 7	4 5 5	1 2 0	4 4 4	1 5 0	1 3 2	3 6 7	5 6 9	5 4 4	1 2 9	1 5 3	5 9 2	1 0 3	5 4 3	5 5 3	1 3 1	5 8 3	1 8 0	6617

We subtracted the percentage of the sum after passing the mathematical actions S=6-M, collecting the points on all the corresponding scale. According to him, I reject completely-1% on the scale of 26,98, I reject-2% on the scale of 20,86, I find it difficult to say-3% on the scale of 21,86, I agree-4% on the scale of 16,86, I fully agree-5% on the scale of 13,41. If these sums are distributed over the upper, middle and lower levels of makiavellism, it will have the following appearance.

3-TABLE Table of upper, middle and lower indicators for levels of makiavellism.

Levels of makiavellism	Respondents number	On the account of percent
Elevated	182	47,84
Medium	82	21,86
Lower	110	30,3
Total:	374	100

The high degree of makiavellism means "syndrome of colds", is the resistance of social interaction, resumption-the initiation of new works and their management. In general, the higher the Mac-scale coefficient, the more precisely the goal is aimed at, the higher the desire to win in

competition with others, the coldness is conspicuous in initiating. Giving emotions in relationships with others, not being able to influence them at a time when pressure is placed on them from the outside is a pleasant feature. Usually individuals with "high makiavellism" are considered leaders. Such people are people who are able to trust their followers and put them in the direction necessary to achieve their goal. They act in telling the truth, in criticism, in accuracy, in perseverance. They love dominance, leadership qualities, perseverance, internal strength, competition. Most often they have their own opinion and pay attention to the expected result, are pragmatic. They love flattery, ambitious, the ability to adapt to any situation is characteristic of them.

E. Shostrom writes that people who score high points in the work "Man-manipulator" use others to meet their needs. On the one hand, such can organize the work of others, which can sometimes be useful (for example, to managers), and on the other hand, can be bad in the framework of relations. Because the interests of another person are not taken into account [8, 28].

At the middle level of makiavellism, in principle, in life, not to make negative actions in activities, and self-defense in any way from such negative situations is inherent in them. Those who act depending on the situation, sometimes have limitations, in most cases they act not in their personal interests, but out of the social situation.

The lower level of makiavellism is excessive self-confidence, tendency to social influence, in most cases falling under the influence of interlocutors, compliance with social laws and subordination are characteristic of them. In face-to-face communication, "lower makiavellists" or people with a higher position from themselves quickly fall into the influence and quickly become addicted. They act effectively in situations where there are clearly defined procedures. They are given to emotions in a rational assessment of the situation, act on their feelings and are unable to act independently at the pressure from the outside. The need for help, confidence, the desire to be recognized by others, the desire to cooperate closely, the desire to establish friendly relations with others. Characteristics such as honesty, trustworthiness, sincerity, honest self-presentation at all times are characteristic of them.

CONCLUSION AND RECOMMENDATIONS

In place of the conclusion, we can say that in modern society manipulation is one of the most common forms of social communication, manipulative relations are manifested as a manifestation of social relations. In today's society, stereotyped behavior is necessary in the struggle for survival for a person, but stereotyped behavior often leads to negative consequences for themselves and their loved ones.

In the definition of vulgarity, there is a counter-thinking, on the one hand it is considered a negative phenomenon, sometimes (R. Godin, J. Rudinova, E. Shastroma, E. L. Dosenko) is noted as an existing positive role.

As a result of our purpose, the results of diagnostics of fully evaluative attitude revealed that with a high degree of predisposition to orality, the degree of moderate to moderate was determined, which indicates the tendency to adequately assess the need to use manipulation methods in practice and in life.

Also, in the main part of the respondents, a high level of makiavelism was determined, which was 47,84 percent. "High makiavelism" is a reflection of the real world, it is the achievement of its goal for the evasion of other people's behavior.

The lower level of makiavellism is 30,3 percent of the respondents, and features such as shyness, when speaking, to look at the interlocutor in the soul, to politely appeal to him, so as not to give him moral contempt, are characteristic of them. They are charmed by compassion, kindness, sincerity, empathy, striving to understand.

Proceeding from the above conclusions, we will give recommendations to determine the behavior of the manipulator below;

- try to find out who is in front of you and why they are trying to contact you;
- you need to think about what kind of relationship you should have with him.
- express your sympathy for his thoughts, in this way you will evoke misunderstanding in his imagination, as well as his criticism;
- it is usually said that the beggars do not have a high position, and they artificially express their fruits.

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