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**TO DETERMINE INDIVIDUAL SPECIFICITY AND HIDDEN  
 POTENTIAL OF THE PERSONALITY ACCORDING TO EXTERNAL  
 SIGNS OF BEHAVIOR**

**F. S. Soliev\*; D. Muminov\*\***

\*Senior Lecturer,  
 Fergana State University  
 UZBEKISTAN

\*\*Teacher  
 Fergana State University  
 UZBEKISTAN

**ABSTRACT**

*The article covers the study of a person's self-image by visual diagnostics of his or her dominativeness, and the presence or absence of sexual differences in the diagnosis of a behavioral model has been proven in the case where Wilcoxon (W) criterion was used. inappropriate behavior, which can pose a threat using a special survey method, as well as the creation of a psychological portrait of a criminal in the field of criminology, the exposing of spies and corrupt traitors in the field of special orientation, the use of There is also an intensive study of auditing profiling, HR profiling, banking or insurance profiling, family profiling, digital and Internet profiling. In this context, socio-psychological research within the framework of the formation and development.*

**KEYWORDS:** *Profayling, Psycho Diagnostics, Visual Psycho Diagnostics, No Verbal Diagnostics, Personality Dominant.*

**INTRODUCTION**

Profayling direction on a global scale is being introduced in many areas. The Profayling method is widely used in the field of observation and detection of individuals who are prone to inappropriate behavior, which can pose a threat using a special survey method, as well as the creation of a psychological portrait of a criminal in the field of criminology, the exposing of spies and corrupt traitors in the field of special orientation, the use of There is also an intensive

study of auditing profiling, HR profiling, banking or insurance profiling, family profiling, digital and Internet profiling. In this context, socio-psychological research within the framework of the formation and development of the profayling service plays an important scientific and practical role.

At the present stage of development of Uzbekistan, the selection of personnel related to the social sphere, their provision with modern technologies, the formation of knowledge, skills and skills related to international standards, the training of personnel related to the advanced fields of science is an important aspect. This creates an unusual approach to the labor process of modern professions in the labor market. In particular, the need for profilers as well as promoter, Bayer, merchandiser, content manager, banner Meyer professions has become a period requirement. The global socio-economic and geopolitical processes taking place at the beginning of the 21st century necessitate the transformation of the ideological image of the world, the formation of new thinking and world outlook. In this regard, it is important to introduce new technologies designed to study and diagnose a person, to identify the psych type of a person using visual diagnostics of short-adhered methods, to introduce the profiling method, which contributes to the formation of his psychological portrait, into all aspects of the social sphere.

### **THE MAIN PART**

Verbal or nonverbal signals of a person in any profayling direction can be analyzed and determine his behavior and typology. This can be determined by observing the information.

The ability (skill) to read psychological information is associated not only with exercise of observability and attentiveness, but also with the formation of stable skills in psychological observation, but also with the understanding of the Basic Laws of kinesthetics (science of body language). That is also one of the important requirements to be put before the professors.

The theory that the language of initial body movements is able to read the thoughts of those around him, Allan Piz is a scientist who first came to science. In his opinion, any person can be understood by his gesture without words. Human consciousness manages its verbal communication, while nonverbal communication is connected with the subconscious [4,91].

With the help of the word we convey the concept, the exact information through the sentence, and with the help of gestures we express emotions, so we need to use nonverbal tools so that the professors can fully understand the meaning of the new information being transmitted.

On this basis, two levels of communication between people are distinguished, which are realized simultaneously:

- level of content, it transmits the information expressed in words (digital content), that is, what the speaker wants to say;
- Degree of relationship, it transmits analog (nonverbal) information, and in it the attitude of the speaker to the words he says or to the listener is expressed.

It is necessary that the profiler records the micromics that are difficult to perceive on the face of a particular person and knows how to draw the right conclusions that are perceived. The method of profayling will help to solve this problem. Micromimics-is a fast, unconsciously uncontrollable state of emotional sensations on the human face, the duration of which is 40-200

milliseconds. The absence of conscious control in micromimics reveals the true emotional world of man. The importance of micromimics in exposing the needs and direction of the client as well as his lies.

In the profayling method, several techniques have been developed that teach the interpretation of micromimics. True, it is very difficult to understand micromimics in marriage. To understand micromimics, it will be necessary to look at the interlocutor meticulously, but it will seem stupid. But still it is difficult to see the micromimic state. Therefore, profayler should use the following techniques: 1. Exercise by looking at the photo; 2. Self-testing of various micromimic changes in the face; 3. "Stop Dial" exercise (remembering and recalling the faces of people on the street when going to court) [5, 121].

Such exercises, which are complex, but effective, allow to effectively build the social relationship that will be with customers. Helps to understand the client's Botany world.

With the help of the method of visual diagnostics, it is possible to monitor and control the psychological and physiological indicators of speech. With his help, along with exposing the existing false elements in the behavior of the individual, he reveals the dominants of his character. Information about this direction can be found in the works of Paul Ekman, Oldert Fray, Joe Navarro, Marvin Karlins, Den Kram.

In the study of personality psycho type, visual diagnostics is widely used.

Diagnostics-status identification is interpreted as no verbal psycho diagnostics - the identification (identification) of a person's psychological state on the basis of perception considered by the Observer. In other words, it is diagnostic without the use of any test or instrumental methods of collecting psychological information. Thus, the observer himself-is a psychometric instrument and, like any instrument, must be calibrated and adjusted in a certain way. It is such a setup that by the method of observation know the features of perception and collection of psychological information. It is known that observation is a perception that is primarily organized in a certain way, it is associated with the task that the Observer is facing, as well as with the essence of the phenomenon under consideration, that is, observation is an activity aimed at.

On the basis of profayling technology lies visual psycho diagnostics. Visual psycho diagnostics is the identification (identification) of a person's psychological state on the basis of the Observer's perception of it from the outside [1, 7]. Perception is considered in detail in social psychology as part of the process of communication. In order for a person to reveal the process of perception, it is necessary to observe the features of the formation of the image of a person and the perception of his personality in the individual with whom he communicates.

Visual psycho diagnostics is a method of identifying a person's psychology based on external signs.

The main print sip, which relies on visual psycho diagnostics, is that the human psyche is manifested in its physical body. It is difficult to understand the psyche, but in the physical movements of the body one can quickly notice it [2, 171].

Visual psycho diagnostics is one of the new independent branches of psychology. The task of visual psycho diagnostics is an expression from facilitating the realization of the individual individuality and hidden potential of each person through the study of his "external"

characterization and appearance in order to reveal the "internal" psychological structure of the individual.

The relevance of this problem lies in the fact that in the conditions of increasing the role and importance of the human being in the development of all social spheres, it is necessary to use the services of professional psychologists in solving the psychological problems of working with people. And fast adequate methodologies are important in finding solutions to these problems. Visual diagnostics allows you to save time during a period of rapid information.

No verbal psycho diagnostics-the identification (identification) of a person's psychological state on the basis of perception considered by the Observer. In other words, it is diagnostic without the use of any test or instrumental methods of collecting psychological information. Thus, the observer himself-is a psychometric instrument and, like any instrument, must be calibrated and adjusted in a certain way. It is such a setup that by the method of observation know the features of perception and collection of psychological information. It is known that observation is a perception that is primarily organized in a certain way, it is associated with the task that the Observer is facing, as well as with the essence of the phenomenon under consideration, that is, observation is an activity aimed at.

For the purpose of visual diagnostics of the personality psych type, the profayling method was used. The methodological basis of the method of profayling is precisely the unusual actions of people, some signs of their appearance, their behavior, the tone of speech, the tempo and other distinctive qualities of the messaging members. As an object of study of professors, the following can be recognized: mimics, gestures, specific features of behavior, psycholinguistic laws of speech, paralinguistic signs of verbal communication, etc.

Proceeding from the above, for a visual study of the psychotype of a person, it was found that profayling fully concentrated the object of study. The method proposed by A.Pavlov "visual diagnostics of the personality trait: based on the dominant 8" was used.

308 examiners from 18 to 62 years of age participated in the study as residents of Fergana region of different professions and ages.

In accordance with the instructions of A.Pavlov's method "visual diagnostics of the individuality of the individual: on the basis of the 8 dominant" proposed, the study used the methods of observation, interview, interview. In the course of the study, the behavior of the examiners was based on the observation and evaluation of criteria such as their wearing, mimicry, sign, speech.

This methodology is based on scientific research on the character characteristics of visual diagnostics of the personality trait. The naming of dominants is derived from the terms used in psychiatry, which rely on the terms that give a description of the individual's psychological deviations [3].

In the methodology, 8 is given the dominant (main, column character).

The manifestation of these dominants was collected on the basis of the main characteristics in the behavior of the examiners. Calculated by each criterion, the column dominant was determined. Based on the identified dominants, Table 1 was formulated, based on the total number of Examiners.

TABLE 1

№	Main, column character	Number of Examiners	%
1	Paronayal dominant (striving for the goal)	126	40,9
2	Isteroid dominant (demonstratively)	18	5,8
3	Epileptoid dominant (caught and caught)	35	11,4
4	Epileptoid dominant (impulsive, irritable)	56	18,2
5	Schizoid dominant (strange, unusual)	11	3,6
6	Gippertim dominant (life-loving)	38	12,3
7	Emotive dominant (sensitive)	11	3,6
8	Anxiety dominant (coward)	10	3,2
9	Mixed	3	1,0
Total:		<b>308</b>	<b>100</b>

**1-table. Results of the method “visual diagnostics of the personality trait: based on the dominant 8”.**

1-diagram



**1-diagram. Results of the method “visual diagnostics of the personality trait: based on the dominant 8”.**

As can be seen from the table and diagram, the most dominant representatives of the examiners are the paranoid dominant (goal-oriented) (40,9%), the epiloid dominant (impulsive, impulsive) on the 2nd place (18,2%), the hippo dominant (life-loving) on the third place (12,3%), the epiloid dominant (caught, caught) on the fourth place (11,4%), the hysteroid dominant (demonstrative) on the fifth the dominant representatives, who met at least in 5,8%), 6-7 places, were schizoid dominant (strange, unusual) and emotive dominant (sensitive) (3,6%) and anxiety (coward) (3,2%).

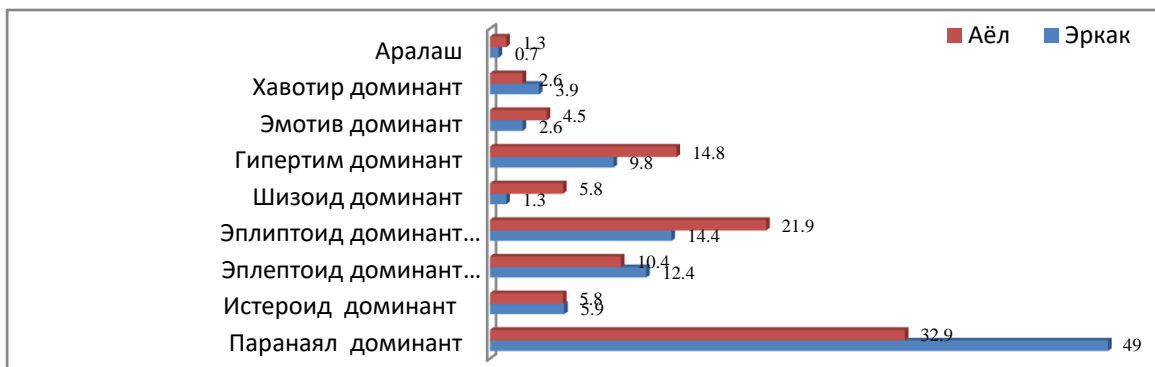
Sexual differences between the dominants inherent in the main predominant characters of the examiners participating in the study were determined. Table 2 shows the sex difference between the dominants typical of the main, superior characters.

TABLE 2

№	Main, column character	Women	Men	Women %	Men %	Distinction
1	Paronayal dominant (striving for the goal)	51	75	32,9	49,0	-16,1
2	Isteroid dominant (demonstratively)	9	9	5,8	5,9	-0,1
3	Epileptoid dominant (caught and caught)	16	19	10,3	12,4	-2,1
4	Epileptoid dominant (impulsive, irritable)	34	22	21,9	14,4	7,6
5	Schizoid dominant (strange, unusual)	9	2	5,8	1,3	4,5
6	Gippertim dominant (life-loving)	23	15	14,8	9,8	5
7	Emotive dominant (sensitive)	7	4	4,5	2,6	1,9
8	Anxiety dominant (coward)	4	6	2,6	3,9	-1,3
9	Mixed	2	1	1,3	0,7	0,6
<b>Total:</b>		<b>155</b>	<b>153</b>	<b>100,0</b>	<b>100,0</b>	

2-table Sex difference between the dominants, characteristic of the main dominant characters of the examiners

2-diagram



2-diagram. Sex difference between the dominants, characteristic of the main dominant characters of the examiners

We used the Wilcoxon(W) criterion to determine whether there is a sexual discrepancy between the results obtained by the method “visual diagnosis of personality specificity: based on 8 dominant”.

According to the Vilkokson criterion, 3-th table was drawn.



TABLE 3

Main, column character	Women	Men	Distinction	Difference moduli	Difference module color	Sign colors
Isteroid dominant (demonstratively)	9	9	0	0		
Mixed	2	1	1	1	1	1
Anxiety dominant (coward)	4	6	-2	2	2	2
Emotive dominant (sensitive)	7	4	3	3	3,5	3,5
Epileptoid dominant (caught and caught)	16	19	-3	3	3,5	-3,5
Schizoid dominant (strange, unusual)	9	2	7	7	5	5
Gippertim dominant (life loving)	23	15	8	8	6	6
Epileptoid dominant (impulsive, irritable)	34	22	12	12	7	7
Paronayal dominant	51	75	-24	24	8	-8
<b>Total:</b>	155	153				<b>13,5</b>

**3-table. The sex difference between the results obtained by the method "visual diagnosis of personality specificity: on the basis of 8 dominant" according to the Wilcoxon criterion.**

Since the indicator we calculated was greater than the indicator (13,5) in the Wilcoxon reliability table  $W=3$ , a statistically significant difference was not found with a confidence probability of 95% between the dominants of the individual ( $W=13,5$ ;  $r>0,05$ ). This means that in the case of external signs (visual psychodiagnostics), the behavior model of representatives of both sexes is manifested in the same way when determining the individual characteristics of the personality, that is, when determining its dominant.

## CONCLUSION

Personality psych types were studied mainly using scale tests. The appearance of a person, his behavior manifested in certain situations, that is, the behavior model was poorly studied. Determination of personality type according to external signs was studied in accordance with the theories of Krechmer and Sheldon. Visual study of the dominant character of a person according to his external signs, mimicry, speech, gesture, manner of dressing requires a lot of scientific research.

The article identified the psychological and communicative aspects of a person without psychological tests, depending on his behavior, the manner of conducting a conversation and his appearance, the typology of the dominant personality.

Based on the data recorded in the study, the need to take into account that when diagnosing the dominants of an individual, if necessary, the dominants were only strong characteristics of character, was evident. In most cases in life, an individual may encounter several dominants, but their manifestation may be ambiguous, since a person will have to perform several models of behavior.

Based on the methodology, the diagnose should pay attention to what model of behavior is appropriate for a particular psych type in a particular situation. To do this, in order to avoid an error assessment, it is necessary that the diagnose does not always ignore the deception of appearance. Therefore, the evaluation of the letter-action made in relation to the situation gives a more positive result.

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