

To the problem of multi-parameter description of the style of making decisions

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Abstract. In the article the results of research study on the impact of personal properties style originality decision. Presents new empirical data showing the existence of a relationship between the level of readiness to risk and reflexivity and the parameters of the decision. Also conducted empirical research aimed at studying the individual degree of severity vigilance, avoidance, procrastination, overvigilance the person receiving solution. Stated meaningful connections between the riskiness and precipitancy, procrastination, assertiveness, dogmatism, spontaneity, adventurousness; reflexivity with farsightedness, procrastination, circumstantiality, assertiveness, independence; precipitancy positively correlated with farsightedness, assertiveness, independence, spontaneity, adventurousness negatively with such indicators as avoidance, procrastination; farsightedness correlated with circumstantiality, assertiveness, independence; rationality is positively correlated with circumstantiality and negatively correlated with assertiveness, independence; vigilance correlated with indicators: avoidance, overvigilance, spontaneity; procrastination correlated with overvigilance and negatively correlated with independence; thoroughness correlated with assertiveness. It is suggested for groups of characteristics that form the stylistic classification of building manifold a decisions on a variety of parameters. It has been shown that the combination of the psychological characteristics of the psychological essence of personality type prone to certain stylistic features, which provide decision-making. It sets the boundaries and range own individual reactions to the surrounding reality, which manifests itself in the individual style of activity. The observed indicators of a complex system of relationships under study that requires serious analysis and further research multilevel factors influence personal characteristics to decide.

Keywords: *reflexivity, risk, decision-making, procrastination, avoidance.*

Formulation of the problem. Human life – a chain of business and personal decision-making. Each of us during the day takes hundreds and throughout life – thousands and thousands of decisions. They define our lives. Therefore, the importance of studying the decision can not be overstated. Decision-making as an interdisciplinary scientific category is the object of study of many disciplines. If Social Sciences focuses mainly on the external (social, demographic, economic) assumptions decision-making, the psychology – the internal (regulatory, personal, motivational, cognitive). [1] One of the founders of the study was R. Lovental developing decision-making procedures J. Dzhanis and L. Mann offered to consider decisions as "hot cognitive process that takes place on a bright background emotional" To date, the investigation decision as integral mental process associated with the work A. Karpov and his disciples. [2]

During the decision-making process refers to a particular human activity, aimed at selecting the best options. The man who actually selects the best options, call the person who makes the decision. [4] There are many works devoted to the analysis of the procedural characteristics of decision-making, selection and description of its stages, different models of decision-making. However, not many studies on the issue of properties, qualities, traits, styles and strategies person decides. In the social sciences focusing on external preconditions decisions. But as the choice always bears the stamp of personality, which made him, psychology directs his scientific interest to his constituents internal (regulatory, motivational, emotional, cognitive). Also known differences between the people who make decisions, we have to deal with some constants, with the ever prominent traits of the one who decides. These constant features of the decision-makers, play a major role in determining the style of its implementation. And the task is to study the properties of the individual structures of decision-makers. Described in the literature level – "the decision as an action" and "decision-making as an integral mental process", recognized only partially sufficient to understand

and describe empirically established huge variety of types of decisions subject. One can only note that to date have not revealed the specifics of its unique structure, especially when the decision is transformed into an independent business. Trying researchers come closer to solving this problem before, practically significant results are not given. [3]

Making decision under uncertainty is always associated with risk and provides the ability to rely on its capacity and responsibility, which is also proactive control behavior, personal property regulation decisions.

Hypothesis – people with different individual – psychological characteristics that with a different attitude to the world, with varying degrees of activity, orientation, obladadayut its special style complex decision-making characteristics. And because the combination of the psychological characteristics of the psychological essence of personality, prone to certain stylistic features, which provide decision-making. It sets the boundaries and Range own individual reactions to the surrounding reality, which manifests itself in the individual resistance of the individual symptom.

Research methods. In order to study the specificity of the relationship between the indicated variables, we used the technique of "Multidimensionalnaya scale determination" (MShR) A.I. [5]

Statistical analysis was performed using the computer program SPSS 21.0 for Windows. We used quantitative (correlation) and quality (method of "aces" and "profiles") analysis of the data. Empirical research was organized at the State institution of medical unyversyta (c. Odessa). The sample made up of medical faculty students (90 persons aged 19 to 35 years).

Sannikov; "Determination of the level of reflexivity" A. V. Karpov; "Personal factors of decision-making" (LFR-25) T. Kornilova; "Melbourne questionnaire of decision-making" by L. Mann.

Results of the research. Using correlation analysis grouped the space defined signs and ascertained the relationship between them. Thus, quantitative analysis showed the presence of ambiguity relationships.

Between correlation and dependence represented indicators in Table 1.

Table 1.

| | Str | DvR | Miz | Mpr | Msv | OsP | AsR | NzR | DgR | SpR | AvR |
|-----|-----|-----|------|------|-----|-----|------|------|-----|------|------|
| RkR | 301 | | | 180 | | | 301 | | 269 | 521 | 488 |
| RfR | | 790 | | 188 | | 585 | 471 | 215 | | | |
| StR | | 281 | -138 | -204 | | | 408 | 325 | | 262 | 354 |
| DvR | | | | | | 689 | 414 | 266 | | | |
| Rac | | | | | | 328 | -144 | -240 | | | |
| GkR | | | -330 | | | | | | | -194 | -371 |
| Mbd | | | -239 | -169 | | | | -311 | | | |
| Miz | | | | 503 | 421 | | | | | 273 | |
| Mpr | | | | | 509 | | | -217 | | | |
| Msv | | | | | | | -301 | | | | |
| Osr | | | | | | | 292 | | | | |
| AsR | | | | | | | | 279 | | | |

Here and hereinafter: a) describing the relations zeros and commas in performance correlations are omitted; b) Level significance * - $\rho \leq 0,05$; ** - $\rho \leq 0,01$.

Analysis of the table shows that between indicators techniques "Multidimensional scale determination" (MShR) A. I. Sannikov, "Personal factors of decision-making" (LFR-25) T. Kornilova and "Melbourne questionnaire of decision-making" by L. Mann, there are significant additional, positive and negative relationships.

RkR – the riskiness and Str – precipitancy (301), Mpr – procrastination (180), AsR – assertiveness (301), DgR – dogmatism (269), SpR – spontaneity (521), AvR – adventurousness (488);

RfR – reflexivity c DvR – farsightedness (790), Mpr – procrastination (188), OsR – circumstantiality (585), AsR – assertiveness (471), NzR – independence (215);

StR – precipitancy positively correlated with DvR – farsightedness (281), AsR – assertiveness (408), NzR – independence (325), SpR – spontaneity (262), AvR – adventurousness (354) negatively with such indicators as: Miz – avoidance (-138), Mpr – procrastination (-204);

DvR – farsightedness correlated with OsR – circumstantiality (689), AsR – assertiveness (-414), NzR – independence (266);

Rac – rationality is positively correlated with OsR – circumstantiality (328) and negatively correlated with AsR – assertiveness (-144), NzR – independence (-240);

Mbd – vigilance correlated with indicators: Miz – avoidance (503), Msv – overvigilance (421), SpR – spontaneity (273);

Mpr – procrastination correlated with Msv – overvigilance (509) and negatively correlated with NzR – independence (-217);

Osr – thoroughness correlated with AsR – assertiveness (279).

As a result of this work we have obtained personal profiles as a person with high value of riskiness, reflexivity and riskiness. The analysis indicates the presence profiles of individual differences in the study groups, as reflected in the specific configuration profiles, a peculiar combination of quantitative indicators studied in each of them.

Profiles of decision making parameters (as described in "Melbourne questionnaire of decision-making" by L. Mann.) Group, distinguished by high values of

reflexivity (RfR +) riskiness (RfR +), and the riskiness of reflexivity (RkR + RfR).

It should be noted that with the help of correlation analysis the space defined signs and stated the fact of the relationship between the marked variables. In turn, the application of qualitative analysis and "asses" method allows the study group on specific grounds.

The first group (RfR +) were subjects with high values of reflexivity, the second group (RkR +) were subjects with high riskiness, the third group (RkR + RfR +) were subjects with high reflexivity and risk. This allowed in our sample to identify the most prominent representatives of which differ severity of reflexivity and risk and to explore the characteristics of their self-relation.

Reliably confirm the established differences allow statistical analysis using non-parametric Student's t-test is used to test the statistical hypothesis of the existence of differences between the two groups of data.

In the group (RfR +) with high reflexivity showed the highest level of procrastination, hyper-vigilance and avoidance. In the group (RkR +) with high riskiness showed low indicators of procrastination, overvigilance and avoidance. Group (RfR + RkR +) with high reflexivity and risk also showed indicators of procrastination, overvigilance and avoidance. All three groups of subjects showed a high significant for vigilance.

Such qualities as risk-taking, assertiveness linked with spontaneity, easily getting involved in adventures. They can also create a situation of burning periods, putting important things to the last critical moment, thereby increasing the risk of feeling.

People with high reflexivity differ foresight, reflection and analysis of parts, relying on its previous experience, which may lead to the postponement of decisions, but also show greater autonomy, independence and assertiveness as occupy the position of the observer, and see clearly its purpose, to which has been steadily going. Precipitance linked to assertiveness, spontaneity, a person who sees the situation in advance, far-sighted, he is willing to not look back, go forward, to be independent in their decisions. To act without delay, with the degree of risk and adventure. Such as the quality as farsightedness is a relationship with the thoroughness and independence assertiveness. Pro-

crastination correlated with overvigilance, with the desire to do everything at the highest level, to provide everything necessary to prepare and recheck everything again.

Conclusions:

1. Displaying a promising direction for further development of the theory of decision-making - the study of the ratio parameters of decision-making with other personality traits, including procrastination, vigilance and avoidance.

2. Presents new empirical data showing the existence of a relationship between the level of riskiness and the parameters of the decision, as well as the stylistic features of the implementation of decision-making in the professional activity of medical workers.

3. Established and interpreted laws not previously described the role of reflexivity in the structural organization of the individual qualities of the person receiving the decision.

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К проблеме многопараметрического описания стиля принятия решения

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Аннотация. В статье приведены результаты исследования изучения влияния личностных свойств на стилевое своеобразие принятия решений. Представлены новые эмпирические данные, показывающие существование зависимостей между уровнем готовности к риску и рефлексивности и параметрами принятия решения. Также проведено эмпирическое исследование, направленное на изучение индивидуальной степени выраженности бдительность, избегания, прокрастинация, сверхбдительность у лица, принимающего решение. Констатированы значимые связи между: рискованность и стремительность, прокрастинация, ассертивность, догматичность, спонтанность, авантюризм; рефлексивность с дальновидность, прокрастинация, обстоятельность, ассертивность, независимость; стремительность положительно коррелирует с дальновидность, ассертивность, независимость, спонтанность, авантюризм и отрицательно с такими показателями как: избегание, прокрастинация; дальновидность коррелирует с обстоятельность, ассертивность, независимость; рациональность положительно коррелирует с обстоятельность и отрицательно коррелирует с ассертивность, независимость; бдительность коррелирует с показателями: избегание, сверхбдительность, спонтанность; прокрастинация коррелирует с сверхбдительность и отрицательно коррелирует с независимость; обстоятельность коррелирует с ассертивностью. Выдвинуто предположение о группах характеристик, которые формируют классификацию построения стилевое многообразия принятия решений по множеству параметров. Показано, что комбинация психологических характеристик составляет психологическую сущность типа личности, склонной к тем или иным стилевым характеристикам, которые обеспечивают принятие решений. Это задает границы и диапазон собственных реакций индивида на окружающую действительность, что и проявляется в индивидуальных стилях деятельности. Обнаружена сложная система взаимосвязей изучаемых явлений, что требует серьезного анализа и дальнейшего исследования многоуровневых факторов влияния личностных свойств на принятие решения.

Ключевые слова: рефлексивность, рискованность, принятие решений, прокрастинация, избегание.