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## PSYCHOLOGY

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### Psychological features of decision-making by confident and unconfident individuals

Y. D. Korokhod

National University "Odesa Law Academy", Odesa, Ukraine  
Corresponding author. E-mail: korokhod2005@yahoo.com

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**Abstract.** This paper presents the results of a study regarding the psychological features of decision-making by confident and unconfident individuals. Using a complex of diagnostic research methods, it was possible to identify the typical features inherent to confident decision-makers. These features include: assertive actions; actions ensuring entry into social contact; social courage; the degree of the constructiveness of the behavior strategy.

**Keywords:** *decision-making; confidence; confident individuals; unconfident individuals; decision-maker.*

**Introduction.** It has already become a tradition to consider decision-making as an act that forms a sequence of actions leading to the goal based on the transformation of initial information in a situation of uncertainty [3]. The process of decision-making has a central place at all levels of information processing and mental regulation in the system of purposeful human activity. Studies have established that the structure of decision-making includes a goal, result, methods to achieve the result, evaluation criteria and rules to choose from a variety of alternatives [2]. Separate branches of decision-making theory have evolved. This field of study attracts the concepts and methods of mathematics, statistics, economics, management, and psychology; it studies the regularities in people's choice of means (techniques, methods, strategies) for solving various kinds of problems, and also explores how to optimize the most objectively or subjectively advantageous solutions.

**Review of publications on the topic.** This problem was studied by such scholars as S. Plous, R. Solso, D. Myers, R. Ackoff, O. Vendelin, A. Karpov [1], E. Kirchlner, A. Schrott, Y. Kozeletskiy, T. Kornilova, P. Fishburn. In the history of the development of Ukrainian culture, the phenomena close to the decision-making problem were considered by G. Skorovoda, M. Drahomanov, I. Franko, M. Grushevskiy, O. Sannikov [5], and others. Despite the considerable volume, completeness and systemic nature of the existing studies of the decision-making phenomenon, this topic cannot be deemed depleted, therefore, the need to conceptualize this phenomenon in an interdisciplinary field conditioned and defined the purpose of our study, its object, and subject.

**The purpose of the study** is to identify and examine the specific features of decision-making by confident and unconfident individuals. The object of research is a decision-maker - a person who takes decisions. The subject of the study is the psychological features of confident and unconfident individuals.

**Organization and methods of research:** the research uses a set of diagnostic methods: the test "Self-Confidence" (author V.G. Romek [4]), "Personality Type Indicator" MBTI - 94 (authors I. Myers and K. Briggs in adaptation of T.I. Shalaeva) and the SACS scale "Strategies for Overcoming of Stressful Situations" (by

S. Hobfoll, translated in Russian and adapted by N.E. Vodopyanova and E.S. Starchenkova). Quantitative analysis used mathematical and statistical methods for processing the obtained data using SPSS 13.0.

Self-confidence is a personal trait, which core is a positive assessment of own skills and abilities as sufficient to achieve significant goals and to satisfy main needs. The foundation for the formation of such assessments lies in the positive experience of resolving social problems and the successful achievement of goals (satisfaction of needs). Notably, the formation of self-confidence depends not so much on objective life success, status, money, etc., but on a subjective positive assessment of the results of own actions, and assessments made by significant people.

The empirical part of the study was held with the help of 20 students of the Retraining Faculty of South Ukrainian National Pedagogical University named after K. D. Ushynsky (women, aged 23 to 53 years). Based on the obtained results, two groups were selected using the "aces" method: 1. Confident.+ (Self-confident) and 2. Confident.- (unconfident).

**Research results and discussion.** Analyzing the indicators of the Self-Confidence, we can conclude that the indicators "Initiative in contacts" (Int) and "Social courage" (SC) in group 1 are higher than in group 2, and the indicators of "Self-confidence" (S-con) are close to each other.

The high results of the Social Courage indicator in group 1 can be explained as follows: the assertions of this scale are mainly linked to emotional processes that accompany the choice of one or another behavior alternative and the need to assess own skills and abilities arising from it. As for me, I see in these statements indicators of timidity and shyness that accompany negative self-esteem. The "Initiative in contacts" indicator is formed on the basis of a scale that combines the statements describing the initiative in social contacts. This dimension is also closely related to the first two scales and is supposedly resulted in by high self-confidence and social courage while retaining some independence from them.

The profile analysis of average values of indicators in the methodology "Strategies for Overcoming of Stressful Situations" (S. Hobfoll) in groups with high and low integral indicators of self-confidence shows that the dif-

ferences between them are manifested in such behaviors as “Assertive actions”, “Entry into social contact” and “Search for social support”.

In addition, both groups have a tendency expressed in high indicators for such behavior models as “Impulsive actions”, “Manipulative actions”, and in low indicators for such behavior models as “Avoidance”, “Asocial actions”. This can be explained by the fact that the representatives of both groups are psychologists and these results are natural for such a sample.

Assessing the manifestations of various features of a decision-maker, the MBTI indicators in both groups have insignificant differences in the parameter of outwardly focus (E-I), the use of sensing and intuition as the leading way of cognition (S-N). A significant difference between the groups is observed in the data of parameter J (decision, tendency to make a judgment), which is much higher in group 1 than in group 2, and parameter P (perception, tendency to a contemplative position), which is half as low in group 2, than in group 1.

**Conclusions.** 1. Decision-making is a form of activity of the decision-maker - a person who takes decisions, directed to the elaboration of a sequence of actions leading to the goal based on the transformation of the initial information in a situation of uncertainty. Decision-making

can act both as a form of mental activity of the decision-maker, as an integral mental process, and as a type of mental activity. 2. Self-confidence as a personal trait imposes significant restrictions on the decision-making, choice, and use of the dominant system of actions that minimizes the psychological expenses of decision-makers. The basis which forms this kind of choice is the positive experience of decision-making in the implementation of social tasks and the successful achievement of personal goals (for example, the satisfaction of needs). 3. Sustainable traits of personality support a regulatory function in decision-making. The combination of the decision-maker's features provides a stable system of interaction with the environment when the decision-making situation actualizes. The characteristics of the psychological traits of the decision-maker's individuality form an individual and unique style of decision-making. 4. The study confirmed the interconnection between self-confidence and traits of personality hypothetically related to it. The features of the decision-maker, which are associated with confident decision-making were identified. These features primarily include assertive actions; actions ensuring entry into social contact; social courage; the degree of the constructiveness of the behavior strategy.

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