

THE IMPORTANCE OF TEMPERAMENT IN AN INDIVIDUAL'S ECONOMIC ORIENTATION

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Abstract

As is known, temperament is a characteristic associated with higher nervous activity. It is present in every person, it is considered our individual psychological characteristics, and temperament affects all the characteristics of a person. At the same time, it also has a significant impact on the economic orientation of a person. In the study, which was studied under the topic "The importance of temperament in the economic orientation of a person", the relationship between a person's success in economic activity and his temperament characteristics is analyzed. Temperament is an innate psychophysiological characteristic of a person, which determines his behavior, decision-making process, stress resistance and relationships. Temperament is of great importance in the economic sphere, especially in such areas as finance, business and management.

Keywords: Sensitivity, reactivity, activity, reactivity, choleric, sanguine, phlegmatic, melancholic.

Introduction

The human spiritual world consists of a complex of continuous movements, one directly requiring the other, and they rule like a continuous chain system. That is why, thanks to the continuous exchange of impressions of the external environment, memories of the past, creative fantasies about the future, good intentions, desires, goals and wishes, reflections, thoughts and problems, emotional experiences, and volitional qualities in the human psyche, a solid foundation is provided for the ontogenetic world. The course of the spiritual world, its speed, content, form, scale, nature, character, quality, and mechanism are observed to manifest themselves in a different way in an individual, individual person. Perhaps that is why people tend to respond quickly or slowly, easily or with difficulty to natural phenomena, social realities, factors, and forces of influence.

In psychology, it is emphasized that there is a certain degree of difference between individual dynamic characteristics related to temperament. In order to distinguish the differences between them, the following signs are introduced and described in a specific way, some of which are useful to distinguish:

1. In exceptional cases, the same characteristics of temperament are expressed in the same person, in his various activities and interactions, as opposed to motives, mental states and events.

2. Since temperament characteristics are related to the factor of natural conditioning, they are stable, unchanging and strong throughout a person's life and activity (life) or in a certain part of it (regardless of the cause of susceptibility to influence).

The various characteristics of temperament affecting an individual are not illegally combined with each other, but rather they are combined with each other according to certain laws, and these same characteristics create a unique structure that characterizes his types.

RESEARCH METHODOLOGY

In psychology, temperamental characteristics are understood as a set of stable, unchanging individual-typological characteristics of the psyche that determine the dynamics of the mental activity of an individual. These characteristics form a structure that characterizes a relatively unchanged temperament type in motives, mental states, goals, and activities of various forms and contents.

During the socio-historical development of psychology, the opinions expressed regarding temperament and the interpretations of its material basis have been diverse and have served to explain the psychological characteristics of a person in their own way. Temperament is derived from the Latin word "temperamentum", which means "mixture". The first doctrine of temperament was created by the Greek scientist Hippocrates (lived 460 - 356 BC), and his typology has been used to this day.

3. ANALYSIS OF LITERATURE ON THE SUBJECT

The psychological characteristics of temperament types can be determined with the help of the following important characteristics, and their psychological characteristics can be seen in the table below.

1. Sensitivity (Latin Sensus - means feeling, sensation). Sensitivity is considered to be the strength of an extremely weak external impression necessary to cause a mental reaction in a person, including the small strength of the stimulus necessary for the emergence of sensations (their lower limit), the imperceptible degree of unsatisfied needs (causing mental suffering to a person).
2. Reactivity. In this regard, the person's emotional reaction to external and internal impressions that affect him with the same force is expressed in the strength of the person's emotional reaction. The most vivid manifestation of reactivity is emotionality, impressionability.
3. Activity. In this regard, the level of activity with which a person influences the external world and actively overcomes objective and subjective contradictions in achieving goals is considered.
4. The relationship between reactivity and activity. It is assumed that a person's activity is largely determined by what he or she thinks, for example, by external and internal conditions (mood, extraordinary events) or by goals, good intentions, and aspirations.
5. Reaction rate. A conclusion is drawn based on the speed of various mental reactions and processes, speech rate, intelligence, and quickness of mind.

6. Smoothness of movements and its opposite quality, rigidity (stiffness), are assessments of how easily and quickly a person adapts to changing external impressions (smoothness of adaptation), as well as how slowly and weakly his actions are (rigidity of rigidity).

7. Extraversion and introversion. A person's activity and reaction are largely dependent on experiences, namely, an expression of attitude based on his attachment to external impressions in the extreme (extroversion) or, conversely, to images, ideas (introversion).

4. ANALYSIS AND RESULTS

People of different temperament types have different character traits, personality traits, and situations. The most important characteristics of temperament types are reflected in the following table.

Sanguine has high reactivity. He laughs loudly at seemingly insignificant things. He gets very angry at unimportant facts. He responds with a sharp and strong excitement to everything that attracts his attention. His gestures and movements are clearly visible. It is easy to know his mood and attitude towards things or people by looking at his appearance. He quickly focuses his attention on one place.

Has low sensitivity. He has a high sensitivity threshold. He does not notice very weak sounds and light stimuli. He is highly active, very energetic and hardworking, often raises his hand in lessons, can work for a long time without getting tired, and enthusiastically takes on new tasks. His activity and reactivity are balanced. He is easy to discipline. He can quickly restrain the manifestation of his feelings and his involuntary actions. His movements are intense, his speech is fast, he quickly gets into new things, he quickly concentrates his attention. His mind is quick-witted, resourceful. His actions are characterized by extreme smoothness. His feelings, moods, interests and aspirations are very changeable. He quickly gets along with new people. He easily learns new requirements, new conditions. He can quickly move from one job to another. He quickly masters skills and quickly changes them. His mind is compact. He is extroverted. He responds to external impressions more quickly than he imagines about his past and future life. Choleric, like sanguine, is distinguished by low sensitivity, high reactivity and activity, but reactivity prevails over activity. That is why he is constantly insatiable, impatient, and irritable. He is less smooth and more rigid than the sanguine. That is why he has great stability in his aspirations and interests, great determination, and has difficulty shifting his attention. His mental pace is fast. If he starts something, he will bring it to the end, but if he is interested in it, he will.

Phlegmatic - has low sensitivity, low emotional excitability, it is difficult to make him laugh, get angry, or spoil his mood. But when he laughs hard about something, he remains calm. Even when a major unpleasant event occurs, he does not break his composure. He has few gestures and inexpressive movements. He is distinguished by his energy and activity. He is less active, much more reactive. He is distinguished by his endurance, fortitude, and self-control. The pace of his movements and speech is slow and inexpressive. Slow to concentrate. Rigid (stiff), shifts attention with difficulty. Adapts to new conditions with difficulty. Introverted. Connects with new people with difficulty. Responds to external impressions with difficulty.

Melancholic - has a high sensitivity. High sensitivity (high emotional threshold). Tears flow from the eyes for the slightest reason. Extremely irritable, cries slowly. Sincere, laughs very little, slow to act. Lacks self-confidence, shy, if the slightest difficulty arises, he will wash his hands and scold himself. Not enthusiastic, firm. Easily distracted, unstable. Slow mental pace. Rigid (stiff). Has an introverted nature.

CONCLUSIONS AND SUGGESTIONS

An individual style of activity does not arise in a person by itself, it is formed at all stages of a person's development (from kindergarten to the acquisition of professional skills). A person's temperament forms an individual style of activity. Therefore, when we talk about an individual style of activity, we mean an individual system of specific and expedient ways of achieving success for a person.

A specific set of temperamental characteristics is manifested in the process of an individual style of activity in human activity relations and cognitive processes.

An individual style of activity depends not only on temperament, but also on other reasons, on skills and qualifications formed in the process of personal experience. An individual style of activity can be considered as an adaptation of the innate characteristics of the human organism and the types of the nervous system to the conditions of activity. The basis of an individual style of activity is formed by a set of characteristics of the nervous system. There are two types of characteristics that are included in an individual style of activity.

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