

# HOW PSYCHOLOGICAL ATTITUDES INFLUENCE A PERSON'S LIFE

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## Abstract

Psychological attitudes accompany us everywhere. Psychological attitudes are called a behavioral program that is embedded in a person's subconscious. A person does not realize this fact or traces the trend after committing actions. Attitudes are formed depending on what we see most often. Everyone has settings. And this does not depend on age, gender, religion. Installation steps. I am good and you are good. I'm good and you're bad. I'm bad and you're good. I'm bad and you're bad.

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## Introduction

Psychological attitudes accompany us everywhere. Films and television shows have a certain message. Specialists in various fields also work with each client through these same settings. Psychological attitudes are called a behavioral program that is embedded in a person's subconscious. A person does not realize this fact or traces the trend after committing actions. Attitudes are formed depending on what we see most often. This involves not only self-esteem, but also the assessment of the people around you.

There is no such person who does not have a behavior pattern in his subconscious.

Psychologists conventionally divide psychological attitudes into four types:

- I am good and you are good. This is the most effective attitude, thanks to which a person understands that most often the cause of some unseemly actions of people around him is thoughtlessness, and not a planned desire to do mischief. If a person has such an attitude, then he adequately evaluates himself and expects the same from others. They do not waste time looking for flaws in themselves or others, but cooperate constructively.
- I am good and you are bad. This attitude is typical of those who can assert themselves only at the expense of others. These people blame others for their own problems and try to take out their irritation because their plans do not work out. A person with such an attitude is able to rise in his own eyes only after humiliating other people.
- I am bad, and you are good. Most often, the attitude can be found in those people who have low self-esteem or suffer from an inferiority complex. They tend to distance themselves from people, do not come into close contact, or, on the contrary, choose a strong personality and "stick" to it. People with this attitude are characterized by chronic depression.



• I am bad and you are bad. The most difficult installation. Because of such thoughts, a person ceases to enjoy life, to be interested in people; hopelessness and melancholy become his constant companions. Such people are characterized by mild irritability, unpredictability and a tendency to severe depression. They do not see a way out of the situation, and therefore cannot change their worldview.

Usually a person has a mixture of all attitudes in his head, but there is one that occupies a dominant position.

### **Where do our installations come from?**

Attitudes in the subconscious are formed from several sources.

1. Your own negative experience For example, you once failed in some significant life situation. And in the future, when faced with something similar, you experience the fear that the failure will happen again. As a result, you begin to avoid those situations that could lead to a repetition of the scenario: for example, you give up trying to achieve something, avoid serious relationships, etc.

2. Parental statements Children perceive the emotionally charged message from their parents unconditionally and accept it as truth. And even in adult life, such attitudes can completely determine a person's decisions and actions. For example, if a child constantly hears from his parents that money is evil and their Psychology and Life April, 2020 is impossible to earn honestly, it will be quite difficult for him to build a "healthy relationship" with money in later life. And a mother's assertion that one cannot rely on men and should rely only on oneself can seriously complicate her daughter's personal life.

3. Folk wisdom Wars, revolutions, famine, repressions - all this developed in a certain way in people's worldview. This is how attitudes were formed that ensured people's survival. For example, demonstrating wealth was life-threatening. Today, such attitudes have lost their relevance, but continue to influence the lives of many, complicating it. And unconsciously we can pass these attitudes further down the chain, to our children. This also includes folk wisdom. For example, the proverb "Who works, eats" that has been hammered into your head may cause you to want to eat all the time while working.

### **Attitudes: benefits and/or harm?**

Beliefs living in the head do not always clearly help or harm. For example, the attitude "I can handle everything myself" may prohibit requests for help when a person really needs it. But in critical situations, when a lot really depends on the person himself, it will help to cope with a difficult task. Once you have identified a particular mental attitude (for example, "I can't afford to take a vacation"), you can examine how much it is helping or harming your life currently by answering the following questions in writing:

- what did this belief help me achieve?
- what did it help prevent?
- what does this installation allow me to do?
- what does she allow me to have?
- who does she allow me to be?



- what is right about... (formulate a belief)?
- what benefits does it give me?
- How can this belief be used against others?
- did my belief put others in an uncomfortable position?
- where did it lead me?
- what did this belief lead me to?
- what did it decide in my life? To determine the consequences of a particular setting, write answers to the following questions:
  - what happens if this belief is true?
  - what happens if it is incorrect?
  - what will not happen if it is true?
  - what will not happen if it is incorrect?

Having discovered an installation that bothers you, write it down and write next to it: "CANCEL!" Our subconscious understands such methods very well. Another option: you can rewrite the attitude in a positive way: instead of "money is dangerous," "money is safe."

### **What else do you need to know about installations?**

Everyone has settings. And this does not depend on age, gender, religion. Attitude is the most primitive reaction to a stimulus. That is, this is the first thing that comes to our minds according to the "I see - I do" principle. Even animals have attitudes. The dog remembers who is kind to it and who is not so good, and equates people according to this principle. He barks at some, runs towards others. The installation is based on previous experience. Last time it didn't work out with a similar person, this time we won't even try. An attitude in one area manifests itself in others.

If we believe that we can't achieve anything at work without working hard, we will try harder in our personal lives, which will likely lead to burnout. There are not only negative attitudes. If a person regularly focuses on the negative, it will be difficult for him to work through it later. Productivity depends on attitudes. The more negative attitudes a person has, the more difficult it will be for him to achieve his goal. The stronger the emotions after the event, the stronger the attitude. If we are badly burned somewhere, we will avoid any similar situations with maximum tenacity.

Human attitudes consist of three components:

- what we feel (affective component);
- what we do (behavioral component);
- what we think about it (cognitive component).

Motivational psychologists say that there are two strategies that influence our choices:

1 strategy - striving for success;

Strategy 2 - avoiding failures.

When we adopt a strategy of avoiding failure rather than achieving success, we miss out on many opportunities in our lives.

We also sometimes make unproductive choices when we mistakenly attribute our successes and failures solely to ourselves or solely to others, taking full responsibility upon ourselves or



shifting it to others. It is impossible to get rid of all settings, and it is not necessary. Some of our global attitudes make us precisely those people who are loved and respected. In addition, many installations significantly simplify life and even protect our safety, allowing us to act automatically in simple everyday situations. But when decisions do not bring the desired result, and behavior hinders development, it means that some of our beliefs have become obsolete.

### **How to get rid of interfering settings?**

Transforming interfering beliefs. For example:

- “I am not competent enough” will be replaced with the attitude “I have a lot of competencies, a solid store of knowledge and enough experience that I am ready to share”;
- “I get sick all the time” - “I recover quickly, I have excellent immunity”;
- “Nobody needs me” - “My family, friends, colleagues, etc. need me.”

Psychologists recommend finding three promoting ones for every negative belief. To enhance the effect, you can write them down on a piece of paper opposite the depreciating ones. Over time, positive emotions can drive out negative attitudes.

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