

Низкий уровень потребности в новых ощущениях также свидетельствует о предпочтении стабильности и безопасности у некоторых девочек.

Используя U-критерий Манна-Уитни, можно сделать следующие выводы. Величина $U_{эмп} = 56$ при $U_{кр} = 64$ для $p \leq 0.05$ Гипотеза о незначительности различий между выборками принимается, если $U_{кр} < U_{эмп}$. В противном случае гипотеза отвергается, и различие определяется как существенное.

Таким образом, по результатам исследования видно, что у подростков мужского пола присутствует потребность в риске и новых ощущениях выше, чем у девочек-подростков. Отсюда следует, что данные подростки имеют определенное влечение, возможно к опасным. Зачастую данные обучающиеся могут быть спровоцированы для участия в рискованных авантюрах и мероприятиях.

Средний уровень склонности присутствует практически в равной мере между подростками обоих полов. Для них характерно умение контролировать свои потребности, то есть с одной стороны, они являются открытыми для нового опыта, а с другой стороны, все-таки присутствует некая сдержанность, рассудительность при принятии такого рода решений.

Однако у большинства подростков женского пола выявлен низкий уровень склонности к риску. Для данных учащихся характерен высокий уровень предусмотрительности, осторожности, возможно, в ущерб новым впечатлениям. Данные испытуемые отдают предпочтение стабильности, упорядоченности своей жизнедеятельности.

Заключение. Мальчики-подростки демонстрируют более высокий уровень склонности к риску, что может быть связано с социальными ожиданиями и стереотипами о мужском поведении. Девочки-подростки: характеризуются более низким уровнем склонности к риску, предпочитая стабильность и предсказуемость. Мальчики: имеют более высокую потребность в новых ощущениях, что говорит об их большей открытости к экспериментам и рискованным ситуациям. Девочки: демонстрируют более сдержанное отношение к поиску новых впечатлений, предпочитая осторожность и безопасность.

Список цитируемых источников

1. Ильин, Е.П. Психология риска / Е.П. Ильин. — СПб.: Питер, 2012. — 267 с.

УДК 159.964.3

O. N. Garkushina, O. V. Dyshekova

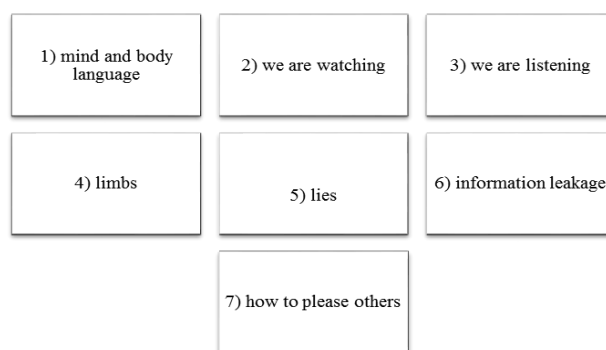
Educational institution Rostov branch of the State state educational institution of Higher Education "Russian Customs Academy", Rostov-on-Don, Russia

THE USE OF NON-VERBAL SIGNALS FOR MIND READING. RELEVANCE IN MODERN SOCIETY

Introduction. In the modern society, where communication plays a key role in everyday life, the ability to read other people's thoughts and emotions is becoming increasingly important. Nonverbal cues such as facial expressions, gestures, voice intonation, and other elements of nonverbal behavior can provide valuable information about what a person feels and thinks without resorting to words. Understanding and using these signals can improve the quality of communication, help create deep connections with others, and even enhance professional success. There is a simple life observation: body language either attracts people or repels them. Have you ever wondered what your body is talking about when you're talking to someone? Sometimes we don't even realize how much sign language can be louder than ordinary words: eyes averted, hands locked, legs crossed - seemingly ordinary and everyday habits. However, these manners contain a certain message, which can be solved by knowing the basic principles of non-verbal communication. Therefore, the purpose of this work is to reveal the basic rules-tips in non-verbal communication with people. The acquired knowledge will contribute to achieving a better result in communicating with a partner.

The ability to read non-verbal signals was important for the survival of our ancient ancestors. In conditions where verbal communication was limited or absent, people used non-verbal means to convey information about their intentions, emotions and needs. This ability has been the key to successful community engagement and security. With the passage of time and the development of society, non-verbal signals have not lost their meaning. On the contrary, in the modern world, where the information flow is constantly growing, the ability to correctly interpret non-verbal signals becomes even more important. Body language is understood as an unconscious communication technique consisting of a set of gestures, signs and poses. A person's body movements are a door to his subconscious, and the key to this door is careful observation. Initially, we are more inclined to believe what we see rather than what we hear. Due to the peculiarities of human memory, this visual impression is perceived as true and stored in the head. James Borg, a British coach and author of seminars on personal development, has skillfully understood nonverbal

semiotics [1, c.36]. He identifies 7 main lessons that are necessary for mastering nonverbal communication skills. The author suggests moving on to revealing the essence of these topics.



Picture 1 — Seven lessons on D. Borg

The language of the body and mind is a complex interaction. Thoughts and feelings can be conveyed using non-verbal signals: vocal means, facial expressions, eye contact, posture, manner of dressing, hand and foot movements. For example, an open pose is characterized by wide and free gestures (hands are in plain sight, legs and body are free, there is eye contact with the interlocutor), which indicates comfort and readiness to perceive information, and for a closed one — pulling arms and legs to the body, which in turn indicates some discomfort. Taking into account these remarks, you can set the interlocutor on the right wavelength and get a pleasant dialogue [2].

In the topic of lesson 2, the key is the face and eyes. Eye contact plays an important role in establishing a psychological connection and creating an environment of mutual trust. To show interest, we often hold our gaze longer than usual, lowering our gaze — we demonstrate uncertainty. Lips also allow you to reveal emotion. The wider the mouth is open, the more friendly and attentive a person looks, and compressed lips indicate negative emotions. It is important to remember the following: looking straight ahead, you are looking into your future, and lowering your gaze - you lose prospects. And don't forget to smile!

Any relationship with people depends on the ability to listen. Therefore, if you want to demonstrate to your opponent your interest in the conversation, do not forget to observe eye contact, reflect the gestures of the interlocutor and monitor the movement of the head. The vocal aspects are no less important here: the interlocutor will be more often attracted by a clear and confident voice, and for this it is necessary to breathe deeply with your stomach. Frequent and shallow breathing will indicate insecurity.

The brain is connected to the hands by more nerve fibers than to any other part of the body. As a result, gestures are the best sense recognizer. For example, clasping your wrist with one hand you show nervousness, propping your head with your hand you demonstrate boredom. The position of the feet also plays an important role — if the feet are directed at you, then the interlocutor is disposed to talk, and if from you, it means that you have not reached a level of communication at which both sides feel comfortable.

To determine a lie, it is enough to observe the following: if the sides of the face are asymmetric, this is a sign of a lie or omission. The face works synchronously if the person is telling the truth, and asymmetry is a sign of hidden feelings. Real feelings come out at the same time as words. If they're even a fraction of a second late, chances are you're talking to a liar. Sincere feelings change quickly. Therefore, emotions frozen on the face for 5 or more seconds are insincere [3].

In the process of analyzing human gestures, it is necessary to comprehensively assess the condition of the interlocutor and read non-verbal signals. The ID10T error means a false interpretation. A false interpretation occurs when the activity of transmitting a signal by one person and interpreting this signal by another is disrupted.

Now the author suggests considering Mehrabyan's well-known formula 55-38-7. Here 55 means that exactly so much percent of the meaning is conveyed through poses, gestures and facial expressions ; 38% - so much meaning is conveyed through intonation, tone of voice and timbre, and 7% is transmitted through words. This means that the first impression is formed from the way we behave and speak, so body language sounds louder than words.

The author suggests remembering the following rules of non-verbal language:

- 1) the ability to read people's thoughts is based on the ability to observe their eyes, gestures, and voice characteristics;
- 2) beware of ID10T errors;
- 3) every thought entails a corresponding reaction;
- 4) learn to read your own and others' body language, paying special attention to substitute actions and gestures of complacency.

Conclusion. The use of non-verbal signals for mind reading is relevant in modern society, where communication plays a key role. The ability to correctly interpret the nonverbal behavior of other people can improve the quality of our relationships, help us achieve success in our professional activities and create a harmonious environment for communication. Thus, people are forced to interpret what others tell us through

gestures, as well as to control their own behavior and body movements. Over the past few years, interest in non-verbal language has increased, especially in business communication, because from the very first minutes of acquaintance, a person concludes whether it is possible to win over an opponent to negotiate, whether it is possible to rely on him, judge how determined he is to conduct business and even recognize a lie. By the way, research shows that most people who succeed in any area of life are especially good at deciphering non-verbal signals. The skills of cognition of the psychological state of a person are useful and necessary not only in business life, but also in everyday life. And the sooner a person succeeds in studying them, the more profitable deals he will be able to conclude and the more people he will be able to win over.

Список цитируемых источников

1. *Борг, Дж. Язык тела / Дж.Борг; пер.с англ.С. Э. Борич.- Минск: Попурри, 2018 : ил. -304 с.*
2. *Учимся понимать язык тела [Электронный ресурс]. — Режим доступа : <https://yourspeech.ru/gesticulation/bodylangue/yazyk-tela.html>. — Дата доступа: 06.05.2024.*
3. *Роль сознательного и бессознательного, вербальных и невербальных компонентов в профессиональном общении [Электронный ресурс]. — Режим доступа: <https://infopedia.su/21xe379.html>. — Дата доступа: 06.05.2024.*