

## How to Influence Your Attitude to Man

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**Abstract.** the relevance of this problem lies in the fact that the relationship of a person to a person is formed as a conscious, selective connection of subject with subject, its initial and resulting moment has a relationship with another person, develops as the internal content of communication and interaction with him, is realized and manifested in the organization by a person the ways and forms of his ideal or real behavior in relation to another person, constituting the content of a special activity the subject of which is another person.

**Key words:** *human attitude, expressed feeling, psychological state, bad mood, analyze reasons, positive or negative, external and internal, consciously or unconsciously, be active, relationship motivation*

### Introduction

The attitude of the people around us towards us depends on many reasons. Firstly, from our character. Secondly, from what others know about us. Thirdly, it depends on how we ourselves treat people. Fourthly, on the degree of our openness and sincerity towards others. Fifthly, from many, many other reasons. The attitude towards a person cannot be either exclusively positive or completely negative, since only an ideal person can deserve a one-sided positive attitude towards himself, and a complete scoundrel - a negative one. Neither one nor the other exists in life[1].

A. P. Maryanenko, the personal relationship of a person to a person is formed as a conscious, selective connection of a subject with a subject, its initial and resulting moment has a relationship with another person, develops as the internal content of communication and interaction with him, is realized and manifested in a person's organization of methods and forms one's ideal or real behavior in relation to another person, constituting the content of a special activity the subject of which is another person[2].

A person's attitude towards others is determined by many reasons. In the sphere of human relations, what we conventionally call the law of reciprocity operates: our attitude towards people, external and internal, determines their attitude towards us.

Your attitude towards people also depends on whether they contribute or, on the contrary, hinder the satisfaction of your needs and interests. We usually love and are generally kind to those who, wittingly or unwittingly, help us satisfy our needs and interests. We, however, do not like, and sometimes even hate, those who, consciously or unconsciously, interfere with the satisfaction of our basic needs.

This trend in the sphere of human relations can be conditionally called the law of correspondence of the relationship to motivation.

Our attitude towards others is also determined by how they treat people who are significant to us, those whom we ourselves love or hate. We usually feel a strong sense of sympathy and respect for those who love our loved ones. We also have kind feelings towards those who dislike our enemies and tend to dislike those whose attitudes towards other people do not coincide with our own. This tendency in human relationships can be described as the law of emotional correspondence of relationships.

The feeling is formed due to those positive and negative pictures that arise in your mind when you think about this person[3].

Our attitude towards a particular person depends on the psychological state at a given moment in time, in particular on the mood. If this state, or mood, is good, then we, as a rule, treat well much worse. Let us agree to call this feature of human relations the law of correspondence between a person's internal mood and external attitude.

The attitude towards a person can also be determined by the image of him that has developed in our minds: positive or negative. This is the law of correspondence between the image and attitude towards a person. Much of your attitude towards a person may depend on whether he is similar or not similar to you, and, in addition, on how you treat yourself. If you love yourself, then you will probably love someone who is similar to you in some way. If you don't love yourself, then, apparently, you won't love anyone who reminds you of your own shortcomings. Let's call this phenomenon the law of correspondence between a person's attitude towards himself and towards other people.

First of all, it is necessary to be aware of the effect of these laws and to see and understand how they manifest themselves in the real relationships in which we are included. It is also advisable to learn to identify and carefully analyze the reasons why we treat a person this way and not otherwise. We must always keep in mind that any attitude towards a person cannot be determined by one single reason. There are most likely several reasons. Therefore, when we begin to identify and analyze the reasons for our attitude towards a certain person, it is necessary to carefully and consistently consider all these possible reasons.

It is necessary to realize and take for granted that any person has the right to satisfy his interests and that actions, as a result of which the interests of only one person should be satisfied, are not morally justified. Having realized and accepted this, you need to try to find a compromise solution to the problem - one that would allow you and the other person to satisfy your personal interests to the maximum extent. To do this, it is enough to talk openly and kindly with the other person, carefully listening to his arguments and complaints, and together search for a solution that could suit both. However, even if a compromise is not found and a decision has to be made mainly in favor of one person, an attitude towards a sincere search for such a solution should significantly reduce the severity of the conflict.

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If the reason for your bad attitude towards others is your mood, try to change it or at least make sure that it does not affect your attitude towards other people. The latter, unfortunately, is very difficult to do, especially if there are reasons for a bad mood - poor physical health, failures, bad news. Nevertheless, you need to try to understand the reasons for your mood and somehow influence them. If this fails, you need to control your behavior, restrain yourself and not show a bad mood when communicating with people. It is not recommended, for example, when you are in a bad mood, to take the initiative or be active in a conversation with another person. It is better to take the position of an attentive and friendly listener, monitoring your reactions towards your interlocutor. As a last resort, if past experience shows that it is not always possible to restrain yourself, we advise you to openly admit to your interlocutor that you are now in a bad mood and cannot fully control yourself, and ask them not to take your involuntary negative verbal or nonverbal reactions personally during talk time. It's also a good idea to explain why you're in a bad mood. Often in our relationships with people we are guided by information received from third hands. At the same time, we unjustifiably trust this information, often forgetting that their sources can be people whose perception is very subjective and whose assessments are biased.

In order to avoid mistakes of this kind, you must always be interested in the points of view of other people about a given person and not rush to make final conclusions about a person without sufficient personal experience of communicating with him.

Every person can gain relevant life experience by intensively communicating with different people and each time setting himself the task of learning to understand them.

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