

RESEARCHES

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**SUBJECTIVE PERCEPTION  
OF A PARTNER AND INTERTYPE RELATIONSHIPS  
DEPENDING ON THE MOTIVATIONAL ATTITUDE**

It is shown that the subjective attitude to the partner: complimentary, neutral or non-complimentary - is determined by the internal subjective motivational attitude. As a result, the partner is perceived and described as a type of informational metabolism, which is in positive, neutral or negative intertype relations with the perceiving subject. This phenomenon is well described by the information model of the psyche - the A-model.

*Keywords:* socionics, psychology, motivation, motivational attitude, intertype relations, interpersonal relations, subjective perception.

Under the socionics consulting process the author revealed that some people, possessing the strictly determined IM type, describe the other people also with some type, by another way than it has to be done on the intertypes relation theory, i. e. the socionics.

Just so, the  $\bigcirc\blacksquare$  (SEI), describing the  $\blacktriangle\square$  (ILE), with which she has to associate, but she perceived him negatively due to some social reason, said the following: "He is impudent, he values only money, he never misses his profit, he is not reliable..." Actually she described a man not as a dual but as a *conflicter*  $\blacksquare\triangle$  (LIE) in the correspondent terms.

Let us consider one more example. The *sensory-logical extravert* ( $\bullet\square$  (SLE)) describes the person with the type  $\bigcirc\blacksquare$  (SLI), which is perceived by him as a social adversary: "It is absolutely unreliable person. He has no logics, he is easy impressed: today he says one but tomorrow he says and does something other. He is irresolute, he can change the taked decision under the influence of the next conversation with the third person". It is the subjective description of the person as the type  $\square\blacktriangle$  (EII) by the *conflicter*  $\bullet\square$  (SLE).

The third example. The new chief comes to the laboratory, where the  $\blacktriangle\square$  (ILE) works as the leading colaborant. The chief has the type  $\square\bullet$  (ESI), whereas the  $\blacktriangle\square$  (ILE) before this laboratory engagement left the another laboratory due to the conflict with the chief, who was also the  $\square\bullet$  (ESI). The new chief begins to consider carefully the work of the laboratory and gives the ILE the responsible task on the experiment producing at the operated plant. The passionate ILE goes to the plant and begins the work. In some days the ESI ethers the plant and sees the energetical ILE, who "activates" the plant workers, makes them to work for this task, moves quickly on the plant territory in order to do the task perfectly. Thus the ESI feels a sympathy to ILE because under the certain condition he perceives him as a dual  $\blacksquare\triangle$  (LIE). Then, under the more calm condition at the laboratory the ESI sometimes felt a surprise, why the ILE shows a singularity but the memory about the plant experiment and the ILE operative actions surpassed all his doubts. The ESI used to remember that the operative ILE actions provided the success.

In this case the *conflicter* in certain circumstance under the presence of the well-disposed situation and the direction to the common work producing, was perceived and *dual*. The ESI consciousness registered only those ILE actions, which were correspondent to the well-disposed dual direction and the others characters of the ILE behaviour were not taken into account. In some months the ILE transited to another division in order to realize to more perspective project. The ESI regretted about it.

Meanwhile, according to our experience, the conflict could develop during 1-1,5 years but in this situation these people hold in good relations.

The described events prove that the subjective perception of certain IM by the other one is dynamic changeable and determined by the direction perceiving subject motivation, which can have the *ethical (emotional), logical, sensor, intuitive* or mixed aspectional (maybe even the typical) character.

The similar perception mechanism from the socionics point of view is just the following. The human consciousness in dependence of motivation direction in respect to the partner points out the correspondent behaviour aspects, realized by the certain IM functions, "following" by its functions the analo-

gous ones of the partner aspects. Thus, if some type (for example, SEI) has a negative direction in respect to ILE, he uses his block SuperEgo (■<sub>4</sub>△<sub>3</sub>), which action is harmful for the consciousness following of the ILE actions by the block Id (■<sub>7</sub>△<sub>8</sub>). In the normal state the interaction between these blocks is produced on the unconsciousness level (with the usage of the "energetical" vectors [1]). The others partner signals on the first, second and others functions are disregarded or acted by the discriminating selection. Sure, the consciousness of the perceiving and evaluating subject is narrowed till the level of the SuperEgo functions dimension.

The perception in the second example is produced by the analogous way. In this case the SLE follows the analogous functions in the SLI (■<sub>5</sub>△<sub>6</sub>) block SuperId by its block SuperEgo (■<sub>4</sub>△<sub>3</sub>). The negative motivation statement has to correspond to the information perception of a man as a *conflicter*.

The third example shows that the positive motivation statement forms the partner perception focus by the SuperId, which yields the analogous functions following. The partner is perceived, although temporarily, as *dual* or *activator*. Thus the ESI through the SuperId (■<sub>5</sub>△<sub>6</sub>) perceives the ILE action by the block Id (■<sub>7</sub>△<sub>8</sub>), disregarding the signals by the block Ego, because they were not directed to ESI.

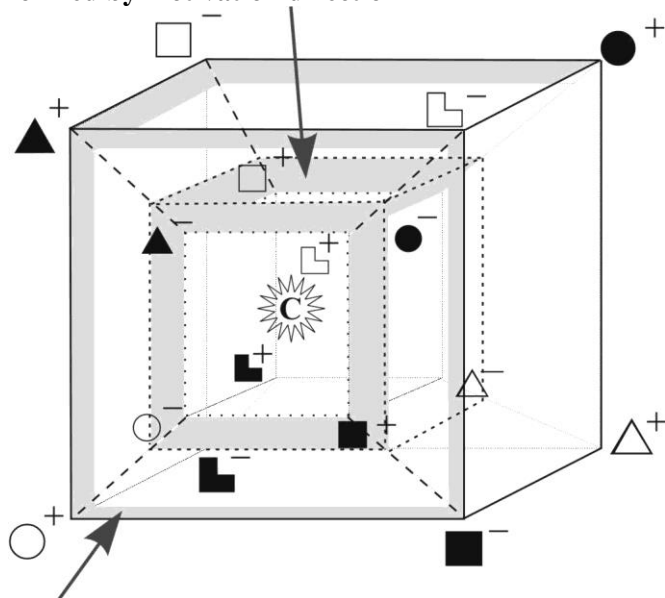
The essential interest have the relations of the *equal* and *mirror* types. Usually they are the partner relations, rather often — the relations “teacher-pupil”. Whereas in the case of competition in certain field the *equal* type can be perceived as a *under-inspected*, in some cases as *putting out*, *conflicting*, and be described by the suitable way. Thus the two □▲ (LII), competing in a certain activity field and possessing of rather different physiological temperaments and life experiences, described each other as a representative of the opposite quadra. One □▲ (LII), possessing of rather melancholic temperament, described the choleric □▲ as ■△ (LIE), another described the first one as △■ (ILI). In another case one ▲□ (ILE), irritated by the behaviour of the other ▲□ (ILE), made to him the long reprimand by the fourth function □. “playing a role” of inspector, what yielded the head illness of the second ▲□ (ILE). It was connected with the following reason: the first ILE spoke, basing on his one-dimension life experience by □<sub>4</sub>, whereas his partner had another experience by □<sub>4</sub> and thus the new information by this function harmed him.

By analogous way it is possible to describe the aggression direction when all the partners actions are followed by the aspects of the *will sensory* (●), *business* contacts (■), *emotions* revealing (■). By such a way it is described the feelings of love, friendship even between the badly compatible IM types. In this case the **duration of these feelings is connected with the force and duration of the motivation direction action**. By the same way it is described the rise of the affected or utilized relation of one partner to another, satisfactory to some necessity, real or imagine, including the socially caused, connected with certain FIM. Such relation can be spread till the usage of a man as the certain narrow function realizator.

The described mechanism is universal and can be explained within the model B [2] (fig. 1). The subject consciousness, presented in model B as the consciousness function C, in dependence of motivation stimulates the functioning of that IM functions of human psychics, the action on which corresponds to the motivation direction.

The consciousness function C activation is connected with the violation of the dynamics equilibrium (homeostasis) under the FIM system function, described by the socionics model. This equilibrium is destroyed by the action of some reasons due to the motivation direction. As a result the consciousness function provides the enhanced activity of those IM functions or blocks, in which the external information in the highest degree corresponds to the arised motivation direction. It occurs the unconsciousness **following for the revealing of the partner IM functions with analogous aspects**, what provides the produced direction support. Such a **mechanism of the type functioning is reverse in respect to the intertype relations theory and classical socionics and provides a possibility to explain many human relations phenomena in society**.

**Fig. 1.**  
**Internal, subjective communicative structure,**  
**formed by motivation direction**



**External, objective communicative structure,**  
**formed by motivation direction**

Thus we have come to the socionic explanation and the reveal of the mechanism formation of the subjective perception and the reality evaluation by the subject, which till now was only constated or phenomenologically described within the traditional psychology.

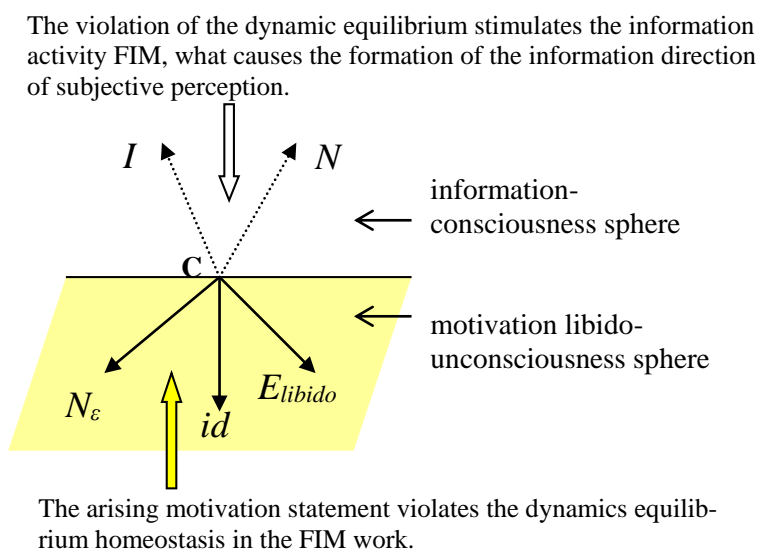
The author proposes to call the discovered and described phenomenon as **the effect of the relative perception and evaluation of partner within the interpersonal relations in dependence of the motivation of the perceiving subject (RPE)**.

More than that, such effect is observed in the case of the collective consciousness evaluation of the political, social or others events, it also takes place in the sphere of international relations and can be described by the integration socionics methods [4].

We also note that the role of partner, perceiving and evaluating subject, can play not one man, but the whole group, collective, perceived as a unit by some information aspects. In special cases it can be the environment, technical and others systems, subjectively perceived by a man as the structures with certain IM type [5, 6] and formatting his motivation statement and subjective relation.

This phenomenon explains the direction formation for the IM type in accordance with another IM type. The particular case of this phenomenon is the introvert socionics [7], in which the types of people are regulated under the existed relations. In the more general case the aspect-relation environment creates the statement, internal, subjective (for self) and external (for others) **communicate psychological structures**, which can be described theoretically by the commutative models.

**Fig. 2. The mechanism of the rise of the subjective perception on the sixth function example.**



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