

Personal Development & Communicative Psychology



Lectures 10-11

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Personal Development & Communicative Psychology

MAIN ISSUES

- Self-Awareness and Reflection
- Goal Setting and Achievement
- Growth Mindset vs. Fixed Mindset
- Time Management and Productivity
- Building Confidence and Self-Esteem
- Values and Motivation
- Developing Resilience

ADDITIONAL ISSUES

- Communication and its types
- Effective communication techniques
- Functions of communication
- Assertive behavior
- Conflict management
- Practices (optional)

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Personal Development





Personal Development

- Personal development is the **development of yourself**.
- It is a deliberate (намеренные) effort to improve your life
- It is not an event; it is a process.
- The quality of your investment in personal development decides the quality of your achievements in life.

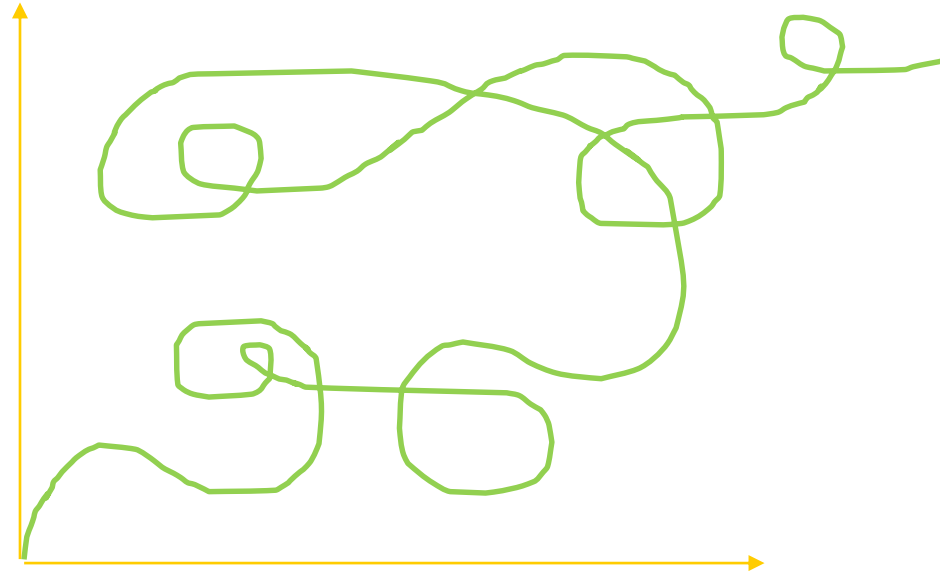


Personal Development

This is the development line



This is also the development line





Milestones for Personal Development

- Self-Awareness and Reflection
- Goal Setting and Achievement
- Growth Mindset vs. Fixed Mindset
- Time Management and Productivity
- Building Confidence and Self-Esteem
- Values and Motivation
- Developing Resilience



Self-Awareness and Reflection

Self-awareness is the ability to recognize and understand one's own emotions, thoughts, and behaviors. It's foundational to personal growth, as it helps individuals understand their strengths, weaknesses, values, and motivations. **Reflection**, meanwhile, involves looking back on experiences to gain insights and learn from them.

Techniques: Practices like journaling, meditation, and mindfulness can enhance self-awareness by encouraging individuals to observe their thoughts and emotions without judgment.

Benefits: Increased self-awareness can improve decision-making, enhance emotional regulation, and support personal growth by enabling individuals to align actions with their values.

Applications: Self-reflection can help people identify areas for improvement, celebrate achievements, and set intentions for future behavior.

Example: *Reflecting on a recent project can help you to identify both strengths (e.g., technical skills) and areas needing improvement (e.g., teamwork or communication), thereby setting clear goals for growth.*



Self-Awareness and Reflection

Micro-practice

Write, draw or just tell what is happening right now on a level of your

- MIND
- EMOTIONS
- BODY

How did you notice that?





Goal Setting and Achievement

Goal setting is the process of identifying objectives and defining the steps needed to reach them. Effective goal setting can help channel focus and motivation, making it easier to achieve desired outcomes.

SMART Goals: Specific, Measurable, Achievable, Relevant, and Time-bound goals are a proven method for setting clear, actionable objectives.

Long-term vs. Short-term Goals: It's important to balance both immediate objectives (like completing a semester project) and future aspirations (like a career path in software development).

Accountability and Tracking: Tracking progress toward goals and periodically evaluating them can help maintain motivation and adjust strategies if necessary.

Example: *A student might set a goal to learn a new programming language within three months. They can break this goal into weekly milestones (e.g., completing introductory tutorials, building small projects) to stay on track.*



Goal Setting and Achievement





Growth Mindset vs. Fixed Mindset

The concept of a growth mindset (Carol Dweck), refers to the belief that abilities and intelligence can be developed with effort, learning, and persistence. In contrast, a fixed mindset assumes that abilities are static and unchangeable.

Growth Mindset: People with a growth mindset are more likely to embrace challenges, persist through setbacks, and see effort as a pathway to mastery.

Fixed Mindset: Those with a fixed mindset may avoid challenges and give up easily when faced with difficulties, viewing failure as a sign of inherent limitations.

Encouraging a Growth Mindset: By rewarding effort and learning from mistakes, individuals can shift toward a growth mindset, leading to continuous self-improvement.

***Example:** A student who faces difficulty learning a new programming concept might view it as an opportunity to improve through practice, rather than a sign they lack the talent.*



**What skill
would you
like to grow?**



Time Management and Productivity

Time management is about organizing and planning how to divide time between activities to increase productivity and achieve more in less time. It's especially critical for balancing study, work, and personal life.

Prioritization: Tools like the Eisenhower Matrix (urgent vs. important tasks) help in identifying high-priority activities and focusing on what truly matters.

Techniques: Methods like the Pomodoro Technique (working in focused 25-minute blocks) and time-blocking (allocating specific time slots for tasks) can improve productivity.

Setting Boundaries: Learning to say “no” to distractions and setting clear boundaries between work and rest time are essential for maintaining balance and avoiding burnout.

***Example:** Prioritizing assignments and setting dedicated time blocks for coding, research, and team discussions can help students meet deadlines while maintaining quality.*

NO

**What activities
you can say NO
to gain more time
and resource
for your
development?**



Building Confidence and Self-Esteem

Confidence is the belief in one's abilities, while self-esteem reflects a general sense of self-worth. Both are important for taking on challenges and achieving personal and professional goals.

Building Confidence: Confidence grows through setting and achieving small goals, taking risks, and learning from feedback.

Positive Self-Talk: Replacing self-doubt with positive affirmations and recognizing personal achievements helps in building self-esteem.

Overcoming Imposter Syndrome: Many students, especially in technical fields, may feel unqualified despite their skills. Learning to value one's efforts and contributions can counter these feelings.

Example: A student who successfully completes a challenging project or learns a new skill should acknowledge their achievement to boost confidence and motivate future efforts.

Continue sentences

1. *I'm proud of myself when...*
2. *I trust my...*
3. *The most incredible thing I've ever done is...*
4. *I like myself most of all when...*
5. *I feel confident when...*



Values and Motivation

Personal values represent what individuals find important in life, while motivation is the driving force that compels them to act. Understanding both can help individuals make meaningful choices and pursue goals that resonate with them.

Identifying Core Values: Reflecting on values (e.g., creativity, teamwork, independence) helps individuals align their goals with what they find meaningful.

Intrinsic vs. Extrinsic Motivation: Intrinsic motivation comes from within (like passion for coding), while extrinsic motivation is driven by external rewards (like grades or recognition).

Sustaining Motivation: Recognizing both types of motivation and using them strategically can help maintain momentum in challenging projects.

Example: A student who values creativity might find motivation in coding projects that allow for innovative solutions, rather than focusing only on grades.



Techniques to Help You Find Motivation

Action Mantra

People often regret working themselves to the point of exhaustion, not spending time with their family, or not doing what they love.

American businessman Gary Vaynerchuk often talked to people over ninety years old. He heard many stories about regret. Communication with these older people and their stories inspired him to come up with a simple phrase that could motivate everyone.

Every morning, Gary repeats the same thing to himself:

“You are not immortal.”

These words contain the pain of hundreds of missed opportunities. They also contain the pain of the moment when you realize that there is nothing left to do but lament. Nothing ruins life like regret. How awful it is to wake up in the morning and realize with surprise that the life we didn't notice has expired, and there was so little in it. Control your instincts and take the first step



<https://starwars-galaxy.ru/raznoe/illyustraciya-k-skazke-koshhej-bessmertnyj-koshhej-bessmertnyj.html>



Techniques to Help You Find Motivation

A person always has three possible reactions to a task:

- start doing it;
- try to avoid it;
- fall into a stupor and postpone the action.

In the primitive world, people either fought the threat, or ran away, or froze in fear. Although modern tasks rarely pose a real danger, our instincts still work.

Making a decision to start working on a task or avoid it is simple. If the motivation is high, we start taking action. The reasons for procrastination can be different: fear of failure, lack of a clear plan of action.

To avoid stagnation, you need to **take at least one step**. It may be small, but still the first. It is important to repeat to yourself every day a motivational phrase that will help you cope with this problem.

For example, **people who struggle with addiction to cigarettes or drugs often use the phrase “Hold on just today.”** It can be adapted for those who are prone to procrastination: “Take just one step. The smallest. Just one.” The main thing is to repeat it every day to maintain motivation for action.





Techniques to Help You Find Motivation

In one of the Buddhist parables, the students asked the sage a variety of questions, but to the most difficult ones they received the same answer: **“Go and brew tea.”**

To truly feel the depth of the wisdom of such an answer, you need to turn to the value of traditional tea drinking in Asia. This is a real art in which every detail has its own meaning.

The dishes are carefully arranged on a special tray, the teapot is carefully prepared and the cups are warmed. The leaves are poured into a teapot and filled with boiling water.

Strict adherence to this ritual is considered important as it helps to establish order in life. The tea ceremony becomes a moment of peace when you can reflect on your path and goals.

Perhaps the lack of motivation is a signal that the upcoming action is not worth your attention and effort?





Developing Resilience

Resilience is the ability to bounce back from setbacks, adapt to change, and continue moving forward in the face of adversity. It's a critical skill for handling challenges both in personal life and the workplace.

Adaptability: Being open to change and flexible in one's approach helps in adapting to unexpected difficulties or failures.

Learning from Failure: Viewing failure as a learning opportunity rather than a personal flaw can strengthen resilience.

Support Systems: Building a network of supportive relationships with friends, mentors, and colleagues can provide emotional support and guidance.

Example: A student might experience setbacks in a coding project. Instead of giving up, they can seek help from peers or learn new approaches, ultimately becoming more resilient in handling future technical challenges.

<https://positivepsychology.com/resilience-activities-exercises/>

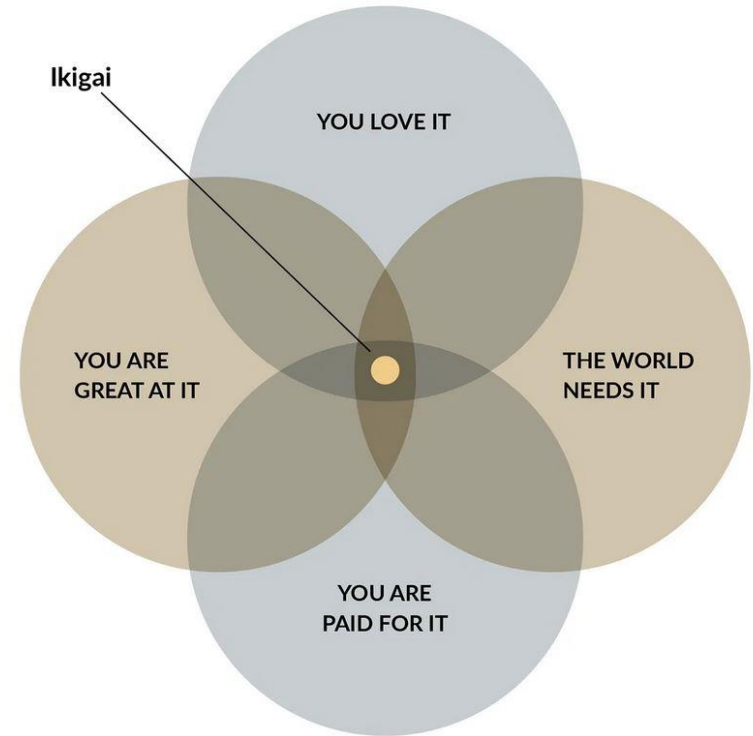


Developing Resilience

- What you love
- What you are good at
- What the world needs
- What you can be paid for

The Finding Your Ikigai tool is an easy-to-use exercise to help clients find purpose and meaning in their lives by engaging in the Japanese practice of ikigai.

This tool takes normally 30–60 minutes to administer and is accompanied by the following diagram:





Key Takeaways:

Self-Development as a Lifelong Journey: Emphasize to students that personal growth doesn't happen overnight. It's a gradual and ongoing process that requires commitment and self-awareness. By continuously setting goals, reflecting on experiences, and adapting to challenges, they can shape their growth over time.

The Power of Self-Awareness: Self-awareness is foundational to personal development. By understanding their own strengths, values, and areas for improvement, students gain the clarity needed to make meaningful decisions and align their actions with their long-term goals.



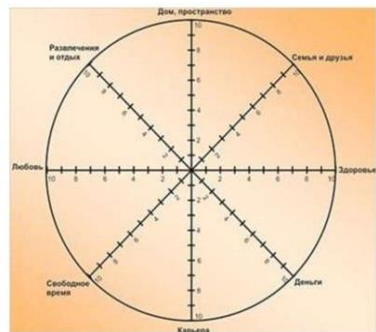
Key Takeaways:

Goal Setting as a Pathway to Achievement: Effective goal setting (using methods like SMART goals) helps students stay focused, motivated, and organized. Breaking larger aspirations into smaller, achievable milestones can make even ambitious goals attainable and encourage steady progress.

Resilience and Adaptability: Life and career challenges are inevitable, especially in demanding fields. Developing resilience means learning to bounce back from setbacks, viewing them as learning opportunities, and staying committed to growth.



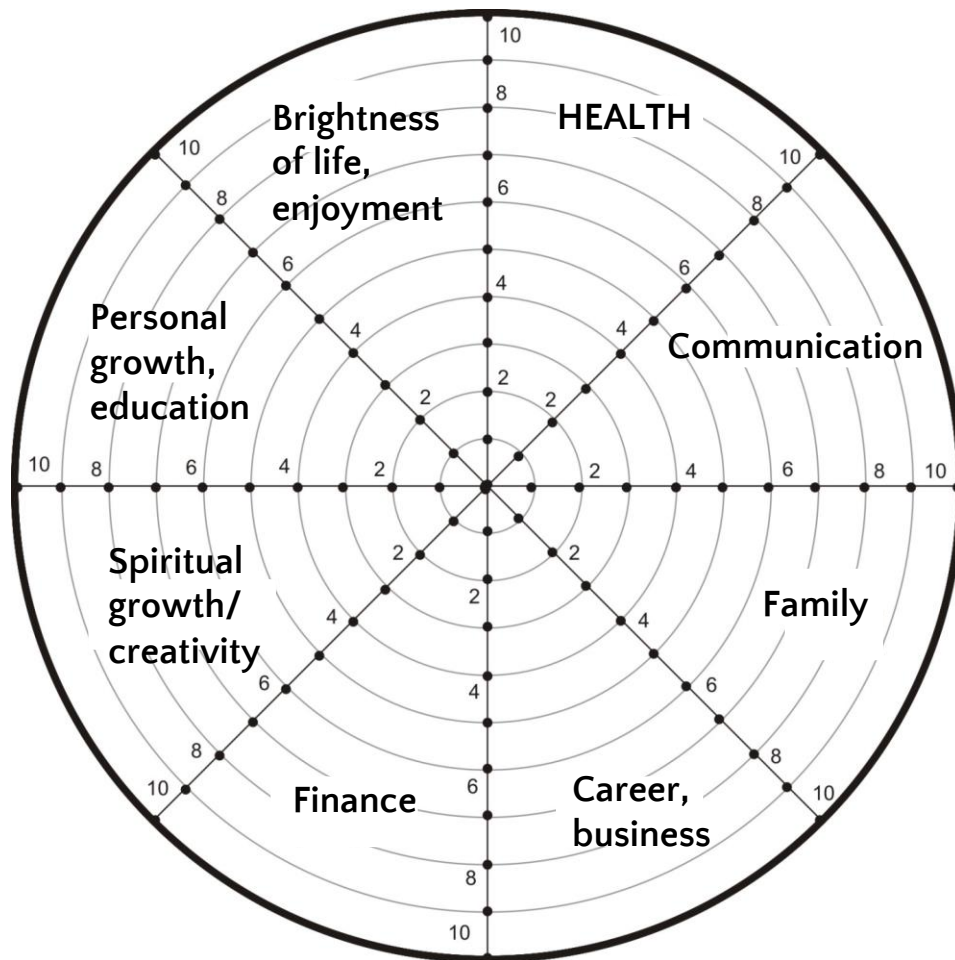
Wheel of the Life Balance



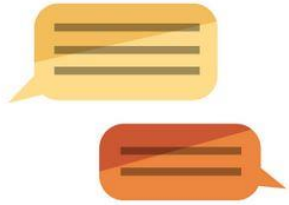
Схема



Пример



The Top 10 Soft Skills



Communication



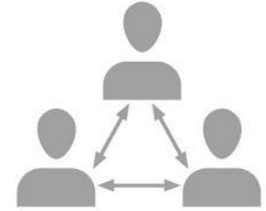
Self-motivation



Leadership



Responsibility



Teamwork



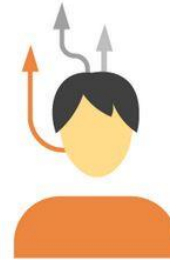
Problem solving



Decisiveness



**Ability to Work
Under Pressure
and Time Management**



Flexibility



**Negotiation
and Conflict Resolution**

11

Communicative Psychology





Communication



- What does **effective communication** mean?
- What does it mean **to be able to communicate**? (уметь общаться)
- Do I know how to communicate?



Possible answers

- **Effective communication** always leads to the goal and result.
- **To be able to communicate means:**
 - be able to understand people (understand and take into account their individuality);
 - be able to build your speech;
 - be able to listen;
 - be able to choose an effective interaction strategy.



Communication

...is a complex, multifaceted process of establishing and developing contacts between people, including:

- people's perception of each other,
- information exchange
- and the development of a unified strategy for interaction.





Communication

- ...(Latin *communicatio*), literally meaning “common” or “shared by all.”
- In practical terms, it is the process of exchanging ideas and information between two or more people, leading to mutual understanding.



Types of communication

- *Written-oral*
- *Dialogic-group-monologic*
- *Formal-informal*

- **Verbal communication (speech)** is carried out with the help of speech.
- **Non-verbal (non-speech)** is carried out with the help of non-verbal means of communication (gestures, facial expressions, postures, eye contact).
- **Direct communication** is carried out through personal contact of interlocutors.
- **Indirect communication** is carried out through intermediaries (telephone, computer, letter).





Communication

...is a process of mutual perception,
exchange of information and
interaction.

Structure of communication:

1. PERCEPTIVE side of communication.
2. COMMUNICATIVE side of communication
3. INTERACTIVE side of communication





Communication sides

The **perceptual** side of communication consists of the process of communication partners **perceiving** each other and establishing mutual understanding on this basis.





Communication sides

The **communicative** side of communication consists of the exchange of **information** between people.





Communication sides

The **interactive** side of communication in organizing interactions between people, i.e. in the exchange of not only knowledge and ideas, but also **actions**





ЕСЛИ ВЫ ХОТИТЕ СКАЗАТЬ



НЕ ГОВОРИТЕ



ЕСЛИ ВЫ ХОТИТЕ СКАЗАТЬ



НЕ ГОВОРИТЕ





Communication techniques



An important condition for creating a trusting climate is a set of attitudes to the partner:

- an understanding reaction to the partner's thoughts, feelings, ideas and statements, non-judgmental perception;
- positive acceptance of the partner's personality;
- consistency (congruence) of one's behavior during interaction.



Communication techniques

- Silence technique: a communication technique based on restraint (сдержанность);
 - Similarity technique: become a mirror of your interlocutor;
 - Active listening technique;
 - Verbalization technique;
 - Rephrasing and summarizing ("If I understand correctly" or "From my perspective...");
-
- Golden words,
 - Knowing the life of a partner.



Communication techniques

Silent communication happens when you don't use words or sounds during a conversation.

It can mean different things across different cultures. In some cultures, silence can signify respect. Other cultures may perceive it as a lack of interest or unwillingness to communicate.

Silence can also be positive or negative. For instance, positive silence can be constructive by helping to move a conversation forward, change the subject, or indicate an endpoint to the verbal exchange.

Negative silence can be destructive by shutting down communication or relaying hostility.

<https://oratoryclub.com/silence-in-communication/>





Communication techniques

The "mirror of relationships" technique consists of a kind smile and a pleasant facial expression, indicating that "I am your friend." And a friend is a supporter, a protector. A feeling of security arises in the client, which creates positive emotions and, voluntarily or involuntarily, forms an attraction.

Mirroring poses and gestures.





Communication techniques

- The technique of active listening is one of the special techniques that involves the most complete understanding of the interlocutor's well-being.
- The "patient listener" technique stems from active listening to the problems of the partner. This leads to the satisfaction of one of the most important needs of any person – the need for self-assertion. Its satisfaction, of course, leads to the formation of positive emotions and creates a trusting disposition of the partner





Communication techniques

To soften the emotional background of business and everyday communication, the technique of **verbalization** is used.

- **direct verbalization** of the partner's own emotional states, which involves directly informing the interlocutor about one's own emotional state indirect (mediated)
- **verbalization of the partner's emotions** and feelings, implemented through the use of such formulations as: "I understand that this bothers you", "I feel that you are upset about something";
- **metaphorical verbalization** of the partner's emotional states, which involves the use of analogies, comparisons, similarities to reduce mental stress in communication;





Communication techniques

- **Paraphrasing and summarizing** are both ways of restating what someone else has said or written in your own words. The main difference is that paraphrasing is more detailed and close to the original, while summarizing is more concise and captures the main points. Both skills can help you to clarify, confirm, and reflect on the message you have received.





Communication techniques

- The "golden words" technique consists in expressing compliments to a person, contributing to the effect of suggestion. Thus, there is a kind of "absentee" satisfaction of the need for improvement, which also leads to the formation of positive emotions and determines the disposition towards the employee.
- <https://happy-job.ru/blog/kollegi/17-fraz-motiviruyushey-pokhvaly-dlya-kolleg/>
- The "personal life" technique is expressed in drawing attention to the hobbies of the partner, which also increases his verbal activity and is accompanied by positive emotions.





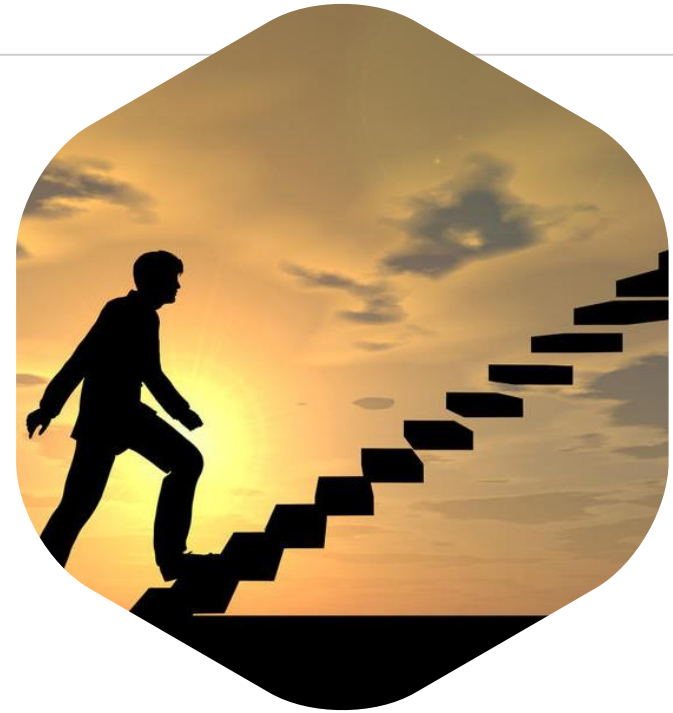
Attraction

Attraction (from French attraction – attraction, gravitation) – the process of mutual attraction of people to each other, the mechanism of forming attachments, friendly feelings, sympathies, love. To form an attraction means to evoke a positive attitude towards oneself, that is, to win over. (Techniques "Proper Name" (saying name, middle name), "Spatial Arrangement" (do not sit on the opposite), "Mirroring", "Golden Words", "Patient Listener", "Gestures", "Personal Life")

Why do we need attraction?

To succeed you need to purposefully learn to establish **good relationships**.

All other things being equal, people more easily accept the position of the **person to whom they have an emotionally positive attitude** (sympathy, love, affection, friendship), and vice versa, it is more difficult to accept the position of the person to whom they have an emotionally negative attitude (dislike, antipathy, hatred).





Practice (Optional)

1. Take the communication skills test (5 min, RU version only)

The test has 16 questions with 3 answer options. There are no right or wrong answers, you have to choose the option that best reflects your opinion on this issue.

<https://onlinetestpad.com/ru/test/9695-vashi-kommunikativnye-navyki>

2. Watch the video 6 Tips for Active Listening (2m13s video)

https://www.youtube.com/watch?v=oWe_ogA5YCU

Answer the questions:

- What are the 6 tips for active listening in this video?
- What was new for you and what will you use in the future?

ЕСЛИ ВЫ ХОТИТЕ СКАЗАТЬ

НЕ ГОВОРИТЕ



ЕСЛИ ВЫ ХОТИТЕ СКАЗАТЬ

НЕ ГОВОРИТЕ





What is important for effective communication

To learn how to communicate effectively with people, you need to take into account the fact that almost everything matters:

- What exactly you say.
- How you speak.
- How you listen to the interlocutor.
- What emotions you experience.
- What emotions the interlocutor experiences.
- How you understand what emotions the interlocutor experiences.
- How you use body language.



Ineffective communication

Sometimes your interaction with other people can lead to conflict situations and this happens exactly when you use ineffective communication techniques, such as:

- Orders, commands
- Threats
- Ridicule (высмеивание)
- Questioning (допрашивание)
- Evil jokes
- Reprimands, accusations (выговоры, обвинения)
- Moralizing
- Guesses, interpretations



Functions of communication

Communication is a multifunctional process. Depending on the criterion of USEFULNESS, the main functions are distinguished.

- contact,
- informational,
- interactive... (see sides of communication)

+++ additional

- incentive,
- coordination,
- understanding,
- emotive,
- establishing relationships,
- exerting influence.





Functions of communication

- The **information function** of communication consists of receiving and transmitting information.
- The **contact function** of communication involves establishing a connection.
- The **interactive function** of communication involves not only the transfer of information between people and their interaction itself, but also a certain influence on other people. Advice; instructions; demands; orders, etc.





Functions of communication

- The **incentive function** of communication acts as a stimulation of activity.
- The **coordination function** of communication assumes the coordination of actions of the participants in communication.
- **Understanding** as a function of communication assumes not only the perception of information, but also its conscious analysis.
- The **emotive function** of communication acts as a way of stimulating the emotional reactions of the interlocutor; in general, it acts as an exchange of emotions.
- **Establishing relationships** as a function of communication assumes the definition of one's own social status and social role in a particular situation.
- The **manipulative function** of communication acts as a means of changing the opponent's attitudes in order to satisfy one's own needs.



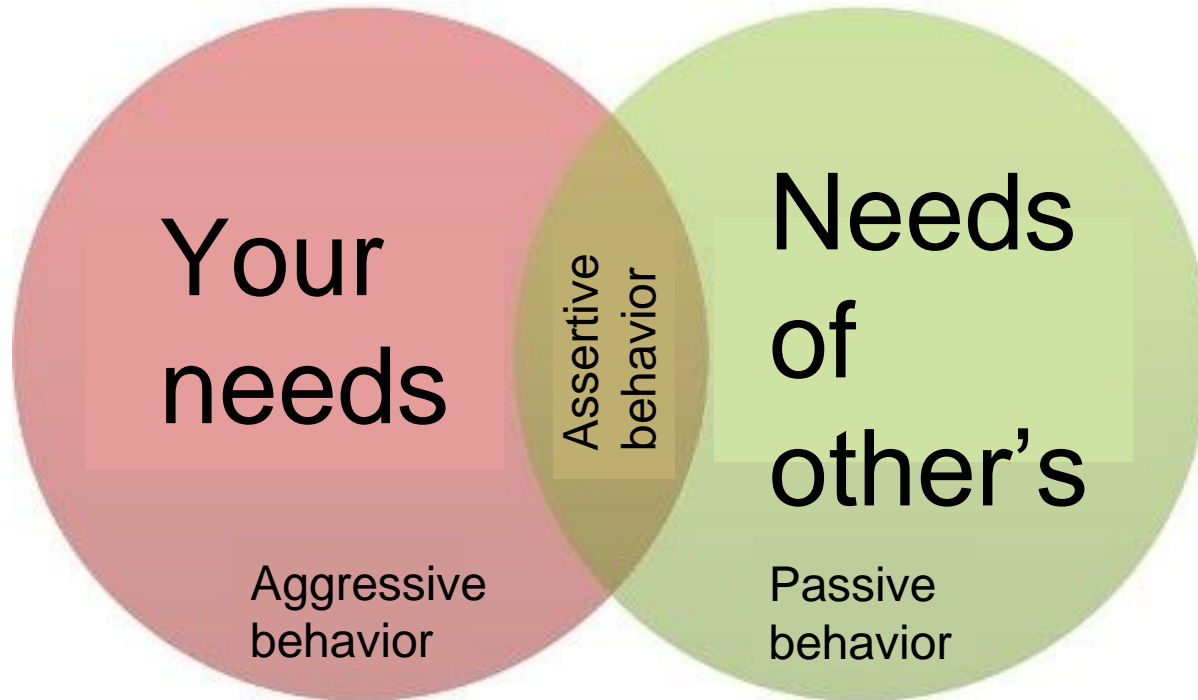


Practice (Optional)

- Choose any 1 communication function from the COMMUNICATION FUNCTIONS list and give an example of when it was used in your communication with someone. (10 minutes)
- Answer the following questions (5 minutes):
 1. Do you think that gestures are an effective means of communication?
 2. What kind of requests or demands are easiest to convey non-verbally?
 3. Which ones are the most difficult?
 4. Can gestures convey emotions?
 5. Do you like someone who actively gestures?
- **Optional – Crocodile game**

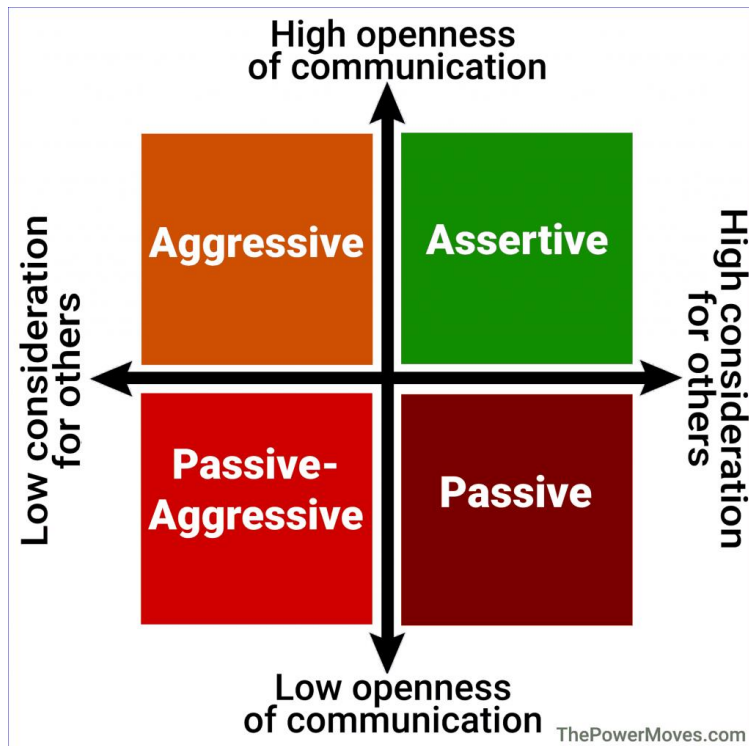


Efficacy in communication





Efficacy in communication



Passive



- A **passive person** is like a **turtle** who hides in their shell to avoid conflict
- They don't say how they feel and often don't say "no"

Aggressive



- An **aggressive person** is like a **snake**, coiled and ready to attack when angry
- They demand others to do as they say and are quick to blame others

Passive-Aggressive



- A **passive-aggressive person** is like a **fox**, hard to know how they really feel
- They appear to be passive, but are actually angry deep down

Assertive



- An **assertive person** is like an **owl**, wise and even-tempered
- They want everyone to feel respected and come to a compromise



Efficacy in communication

Which right is easy for you to defend, and which is difficult?

By accepting rights, one also accepts responsibility for the consequences.

БАЗОВЫЕ ПРАВА АССЕРТИВНОЙ ЛИЧНОСТИ

Цель ассертивности - отстаивать свои права без нарушения прав других людей.

- У меня есть право выражать свои чувства
- У меня есть право выражать свои мнения и убеждения
- У меня есть право говорить «да» или «нет»
- У меня есть право менять свое мнение
- У меня есть право сказать «Я не понимаю»
- У меня есть право просто быть самим собой и не подстраиваться под других людей
- У меня есть право не брать на себя ответственность за проблемы других людей
- У меня есть право просить о чем-то других
- У меня есть право устанавливать свои собственные приоритеты
- У меня есть право на то, чтобы меня слушали и серьезно ко мне относились
- У меня есть право делать ошибки и чувствовать себя комфортно, признавая их
- У меня есть право быть нелогичным, принимая решения
- У меня есть право сказать «Мне все равно»
- У меня есть право быть несчастным или счастливым



Efficacy in communication

Which right is easy for you to defend, and which is difficult?

By accepting rights, one also accepts responsibility for the consequences.

ASSERTIVE RIGHTS

I have the right to be responsible for my own actions.	I am not responsible for the actions of others.
I have the right to make mistakes.	Other people have the right to make mistakes.
I have the right to be myself.	Other people have the right to be themselves.
I have the right to be treated with respect.	Other people have the right to be treated with respect.
I have the right to have and express my feelings, thoughts & opinions.	Other people have the right to have and express their feelings, thoughts & opinions.
I have the right to say no and not feel guilty.	Other people have the right to say no and not feel guilty.
I have the right to change my mind.	Other people have the right to change their mind.
I have the right to say I don't know.	Other people have the right to say they don't know.
I have the right to feel and express my anger.	Other people have the right to feel and express their anger.
I have the right to have my needs be as important as the needs of others.	Other people have the right to have Their needs be as important as my needs.
I have the right to do things other people do not approve of.	Other people have the right to do things I do not approve of.
I have the right to ask why or why not.	Other people have the right to ask why or why not.
I have the right to ask for help.	Other people have the right to ask for help.
I have the right to say I don't understand.	Other people have the right to say they don't understand.



Efficacy in communication

Assertiveness
(утверждающее,
отстаивающее поведение)

according to the American psychotherapist Manuel J. Smith is a person's ability to be independent of external influences and assessments, to independently regulate their own behavior and be responsible for it.

- **Assertiveness** is a whole complex of “soft skills” that are very helpful in personal and work life. In a broad sense, it is the ability to feel confident regardless of the opinions of others and at the same time be in harmony with other people. **Generally speaking, it is a person's ability to confidently and with dignity defend their rights without infringing on the rights of others.**
- The one with assertive behavior is aware of and knows how to express their feelings, desires, can stand up for their values, and at the same time feels comfortable communicating with others.
- A person's level of assertiveness positively correlates with their psychological health and self-esteem. If a person is psychologically healthy and has no problems with self-esteem, they are most likely assertive, and vice versa.



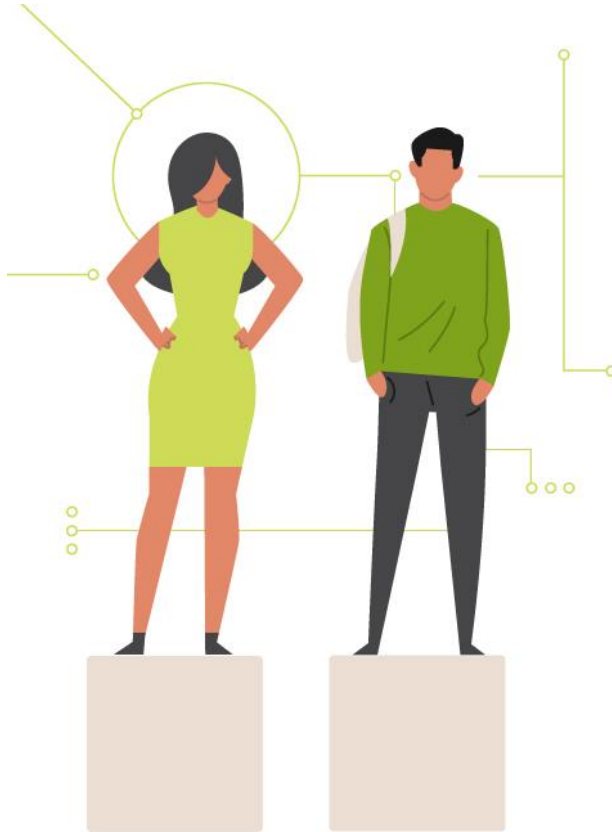
Efficacy in communication

Assertive Behavior Principles

- Taking responsibility for your own behavior.
- Demonstrating self-respect and respect for others.
- Communicating effectively.
- Demonstrating confidence and a positive attitude. Being a good listener and understanding.
- Negotiating and reaching a working compromise.

Assertive behavior
is positive and respectful





Assertive person can:



Express their wishes, point of view



say "no"



give compliments



accept praise



negotiate



stand up for yourself



<https://www.youtube.com/watch?v=l2ZJ1cclVKo>

Excerpt from the film "Georgia Rule" (1m49s)
Aunt Georgia demonstrates assertive behavior.



Practice (Optional)

1. Watch the video (3m22s) The Best Way to Influence Another Person
<https://www.youtube.com/watch?v=W9-2sKLjcuQ>
 2. Answer the questions:
 3. What tips on influencing people did you learn in this video?
 4. What was new for you and what of what you heard will you use in the future?
-
2. Take the Assertiveness Test (7 min – 23 questions) Attach a screenshot of the result to your answer. <https://onlinetestpad.com/ru/test/5072-test-na-assertivnost>



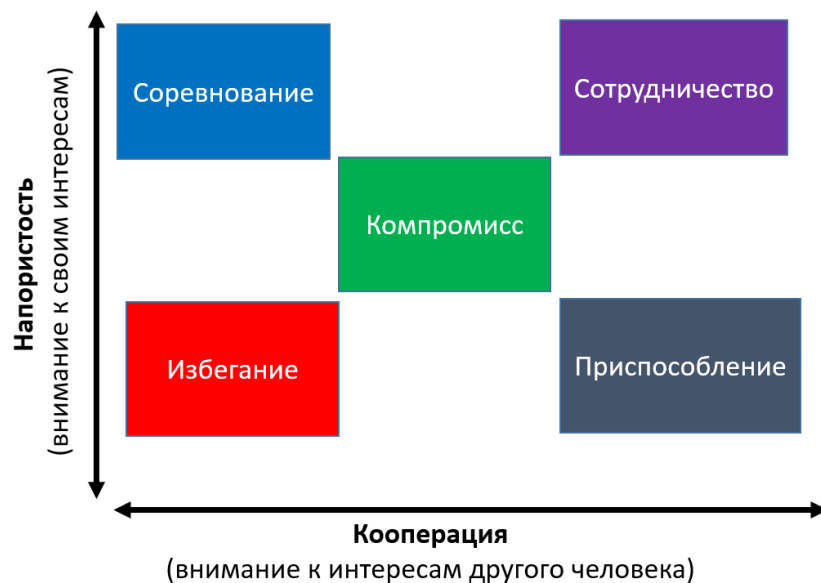
Conflict management

In the process of communication, everyone strives to focus on their own goals and the goals of the partner. Depending on the degree to which these goals are taken into account in the interaction, the following behavior strategies are distinguished:

Cooperation, which involves the maximum achievement of the goals of the participants of the interaction;

Competition (counteraction), which involves focusing only on one's own goals without taking into account the goals of the partner

Модель Томаса-Килмана





Conflict management

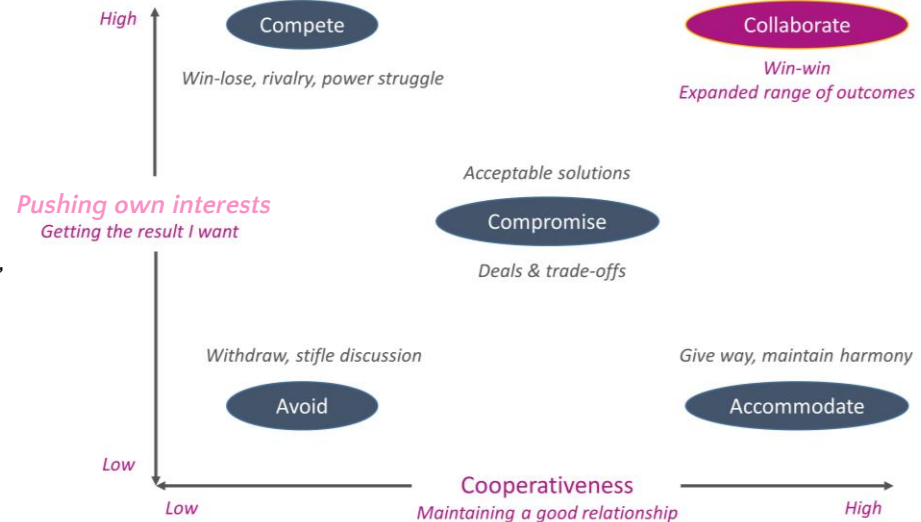
Compromise, which involves partial, intermediate (often temporary) achievement of the goals of partners for the sake of maintaining conditional equality and preserving relations;

Adaptation (compliance), which involves sacrificing one's own needs to achieve the partner's goals;

Avoidance (evasion), which involves avoiding contact, giving up the desire to achieve one's goals to prevent the other from winning

There are no good or bad strategies among the strategies described. Everything depends on the specific communication situation, the goals that the partners set for themselves, the methods of influence, and the current mental states of the communicants.

Thomas Kilmann Conflict modes





The importance of communication

Communication is of great importance for people.

Due to communication the process of human socialization happens, his self-development, the formation of new ideas, views, thoughts, individual and social experience, the exchange of material and cultural values occurs.



References

- <https://lifediary.ru/kak-izmenit-sebja/kak-povysit-samoocenku/>
- <https://hbr.org/2018/01/what-self-awareness-really-is-and-how-to-cultivate-it>
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- <https://oratoryclub.com/silence-in-communication/>
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HOMEWORK?





Task for the seminar-10

1

Do your own writing, using existing sources or gpt if needed, but bring your own true reflection with one of the next topics.

- Personal development (explain any theory of personal development that looks interesting to you).
- Personal development (find and describe 1 practice that can bring into life as a habit and it will lead you to a development in 1 important sphere).
- Write your own self-development plan for 5 years (7-10 stages/aims and how you will move to them).
- Analyze how to develop self-awareness and explain its potential benefits in a professional career.
- Describe the SMART goal-setting method and provide examples of its use in personal projects.
- Explore the difference between a growth mindset and a fixed mindset, providing examples from your own life.
- Write about methods to build confidence and how it impacts personal success.
- Explain how personal values and intrinsic motivation shape decision-making and personal growth.
- Write an essay on “The importance of resilience in personal and professional development.”
- What are the most effective time management strategies for students and young professionals in the tech field?

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Tasks for the seminar-11

1

Do your own writing, using existing sources or gpt if needed, but bring your own true reflection with one of the next topics.

**OR!
See
next
page**

- Find and explain 1 practical technique that may improve communication skills (be ready to present the technique at class).
- Explore differences in non-verbal communication across cultures and their impact on interaction.
- Why is active listening important, and how can it influence relationships within a team?
- Describe conflict resolution approaches that you find effective.
- How can empathy be developed in everyday communication, and why is it important?
- Write an essay on “Assertive communication: expressing oneself while respecting others.”
- Provide examples and discuss the advantages of cultural sensitivity when working in international teams.
- How can interpersonal skills contribute to career success?

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Tasks for the seminar-11

OR!

2

Choose 1 topic below to prepare 1 small **text** from reliable **sources**. Point sources at the end of your text.
Not more than 3 pages A4 or 6 slides if presentation.

- Definition of the concept of "communication". Communicative act and its elements.
- Communication and the problem of feedback. Feedback mechanisms in communication.
- Technique and methods of communication. Communicative abilities.
- Age and professional features of the communication techniques.
- The importance of communication in everyday life and professional activity.
- Types of communication and their differentiation by content, goals and means.
- Communication structure. Communicative, interactive and perceptual aspects of the relationship and their interrelations.
- Differences and classification of basic types and functions of communication
- Use of practical methods of interaction with partners in practice
- Rules of communicative competence
- Program for improving communicative skills (How to develop communicative skills?)

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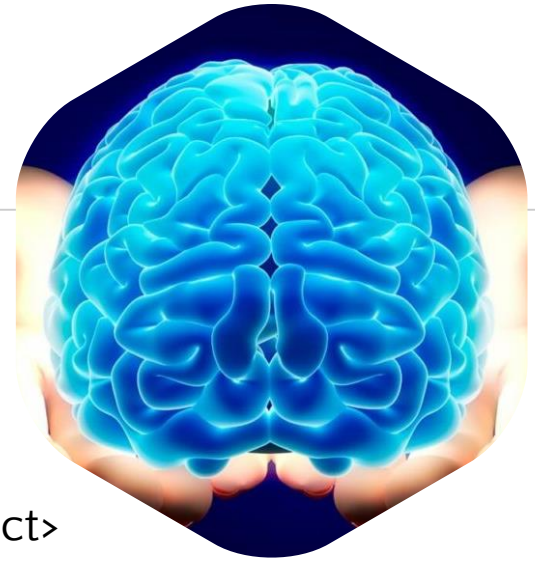
Task for the seminar

In the **SUBJECT** of the letter,
it is **MANDATORY** to indicate:

<Group> – <First Name Last Name> – <Work Subject>

Example:

IT2-2021 – Maria Kukushkina – WEEK-10 (Self-development).



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Thanks!

Any **questions** ?

You can find me at

- homeworkspsychology@gmail.com