



The Views of Eastern Scholars Regarding Entering Into Negotiations

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Abstract: *In this article, the culture of behavior is analyzed from a psychological aspect. In it, the views of the scholars of the East on entering into negotiations, the role of negotiations in the socialization of a person, and the importance of dealings in establishing social relations between people have been researched.*

Keywords: *behavior, negotiation, oriental signs, morality, depth, wills, perception, speech.*

Although our great ancestors who lived and worked in Central Asia did not directly deal with the problem of behavior from a psychological point of view, they paid special attention to the issue of its place and importance in interpersonal relations. In this regard, they left a number of instructive comments on the importance and etiquette of interaction between teacher and student, their understanding of each other, perception of man by man, the leadership and priority of speech in this process. In this context, they put forward wise thoughts, national and universal ideas about the teacher's personal qualities, professional skills, and wisdom. People are not indifferent to what they perceive, see, hear, do, think, dream. The same subjects, individuals, characters, events delight us, others offend again others arouse our anger, hatred. We feel fear when we are in danger, it is a pleasure to win over an enemy or overcome a challenge.¹

Abu Nasir Farabi's place, position, and reputation in social life are the ability to transmit information (information) of various characteristics, to influence (transmit) other (strangers), to correctly assess the human condition, to perceive a person by a person, to get out of situations, to diagnose opportunities, expressed scientific and practical opinions about the uniqueness of the individual. They say that the task of a teacher is very similar to the task of a wise head of state. Probably for this reason, it is necessary for a teacher to remember well everything he saw and heard, to have intelligence, beautiful speech (eloquence) and to be able to clearly express his thoughts to his students. In this regard, the social structure of the components, structure, means, forms, and manifestations of social interaction. emphasizes its high importance and role. According to Farabi, the teacher should not only be engaged in science, but also impart his knowledge to his students, and not know what it is like to get tired of such hard work. A teacher should refrain from drinking alcohol, be truthful, hate lies and those who tell lies, be understanding and value his honor, be fair to his students, and be able to show determination (perseverance) in achieving his goal.

According to them, such a person will have a high level of humanity and reach the peak of happiness. Such a person is aware in any behavior and can achieve happiness due to aspirations. People who work in organizations are different. Accordingly, they perceive the situation they face differently. Differences in perception often lead to people's disagreement with each other. This disagreement arises when the situation really has a controversial character. The conflict is determined by the fact that the conscious behavior of one of the parties (person, group or

¹ Baxodir o'g, G. I. F., & Abdullo o'g'li, M. I. (2022). SOCIO-PSYCHOLOGICAL CHARACTERISTICS OF PERSONALITY EMOTION. *Vital Annex: International Journal of Novel Research in Advanced Sciences*, 1(3), 1-12.



organization as a whole) contradicts the interests of the other party. That is, a conflict is the absence of an agreement between two or more parties. The manager, by his role, is usually at the center of any dispute in the organization and is called upon to resolve it by all means available to him. Conflict management is one of the most important tasks of the leader.² A thinker is a perfect person who has achieved an objective and rational interpretation of a number of qualities inherent in the personality of the teacher. For the same reason, the comments, interpretations, and scientific applications given (left) have not lost their importance even in modern times.

According to Abu Ali Ibn Sina, a teacher must be a person of perseverance, pure conscience, honest and well-versed in the methods and rules of training a student. The teacher should be able to study the entire inner and outer world of the student and be able to penetrate into the layers of his mind. According to him, it is permissible for the teacher to complement each word addressed to the student with gestures. His thoughts on explaining the forms and methods of teaching in education had a high value for the educational system of his time. According to Ibn Sina, a teacher is a very knowledgeable person. A teacher should be aware of all worldly knowledge, the world of spirituality, including the science of calculation and doing good. They reason as follows on clarifying the mentioned scientific categories. Something is gained in the learning process; what is received is not always visible, especially a good name, happiness, simplicity, etc. According to Alloma, where there is exchange, there is no doubt that there is calculation. In ordinary vernacular, settlement means the exchange of ideas and things between friends. Praise and encouragement are not part of the exchange. A wise man considers whatever he likes to be useful. Kindness is not a substitute for reward, nor is it a substitute for behavior. Goodness comes from altruism. According to him, all the teacher's actions are only good. Ibn Sina emphasizes the character traits of the teacher, such as humanity and kindness, as a central category. The ideas expressed are in tune with the essence of spirituality today.

Nasriddin Tusi in his treatise "On the Education of the Military" deeply commented on the high human qualities of the leader. Among the wonderful instructive ideas put forward in the work, the requirements for the leader are important. In particular, the leader should be able to provide irrefutable evidence during the discussion, believe in the correctness of his opinion, and his speech should be clean and his sentences should be logically interconnected. The military team is a changing and developing socio-psychological phenomenon and has its own stages of development: at the first stage, the commander puts his demands before the whole team; Support of the commander's requirements by team members means the second stage of development; The third stage of development begins when these requirements become the collective opinion of the team and when the team asks each of its members to fulfill these requirements; The next stage, under the influence of team requirements, requires each serviceman to fulfill these obligations on his own. When they develop a sense of self-demand and criticism, the highest, highest stage of the development of the military team is reached.³ A leader must be conscientious, honest, unhurried, assertive, and sometimes polite under the circumstances. Tusi insists that the speech of the leader can never and anywhere be poisonous, rude or rude. In his speech, the leader may give examples of physical evidence, proverbs, and thoughts of our ancestors. This is useful in any case. Alloma's teachings and teachings have not lost their relevance even in the present era.

In the works of Umar Khayyam, opinions about the teacher's place, status, dealing with people, attitude, character traits, and universal human qualities are also of great importance. He said that students acquire knowledge not only through the information given by the teacher and reading

² Dilmurod o'g'li, Q. B., & Usmon o'g'li, M. R. (2022). Conflict and Stress Management. *Nexus: Journal of Advances Studies of Engineering Science*, 1(3), 10-15.

³ Said o'g'li, S. S., & Abdurasul o'g'li, R. S. (2022). Psychological View of the Military Community. *Pioneer: Journal of Advanced Research and Scientific Progress*, 1(2), 5-12.



books, but also in the process of directly studying life events, and their skills and competences in practice, as a result of repeating the same actions and actions many times, using different methods. According to him, the integral connection of education with practice creates the possibility of independent acquisition of knowledge. Umar Khayyam was a supporter of activating the activity of creative research by having a spiritual influence on the students and giving instructions. His scientific hypothesis is embodied in the fact that the magic of behavior, the efficiency of work, the manners and gentleness of the teacher, cooperation with students are the conditions for increasing the productivity of education and upbringing.

In a number of his works, Alisher Navoi reflects on the ability of the teacher, his reputation, manners, culture of behavior, etiquette, and the fact that he is a source of knowledge. In his educational and educational views, manners, morals, behavior, depth, intelligence, willpower, character traits (purity, sincerity, responsibility, etc.) are central. That's why artists and teachers emphasize that you need to be talented in every aspect of social life. Navoi points out that teacher's behavior, sweet-talking, attentiveness, being an example and example in all respects is a pledge of education. Their works contain rich materials about speech culture, etiquette, teacher-student relationship, teacher's wisdom, and talent. Words created by Navoi, aphorisms, compatibility of interaction, thoughts on the magic of interpersonal communication are important in human development. It is known that they gave importance to the communicative, interactive, perceptive content of communication even when considering the debate of poets.

Repression is often called selective forgetting. It is the most useful defense mechanism that helps a person control his dangerous urges and minimize the threat by preventing unpleasant thoughts from becoming conscious. Repression is an attempt to consciously avoid reporting unpleasant information.

However, unpleasant memories do not disappear, but continue to influence our behavior. For example, a person who represses memories of childhood suffering may have difficulty forming normal relationships later in life.

Some people do not maturely face life's problems, its stresses and strains. They revert to infantile or childish behavior and thereby avoid the pain of conflict or tension. Such behavior is called regression. It always implies a form of behavior that is less mature than expected from the individual.

It is true that using the mechanism from time to time may not harm a person's personality, but living in the past or resorting to childish thinking and behavior, constantly avoiding problems, poses a serious threat to the development of personality. Such a person can become very dependent, indecisive and afraid of change.⁴

Teacher-pupil relationship, teaching methods, features of cooperation organization, mental depth, intellectual logic, emotional sensitivity, importance of puzzle tasks and instructions for solving them occupy a special place in A. Navoi's creativity. This thing is of scientific and theoretical importance in his theory of perfect man, in his doctrine of perfection (both mental and personal).

Reflections on the relationship between the teacher and the student, the etiquette of behavior, the psychological features and mechanisms of interaction and transmission in didactic works with an educational and educational character, such as "Avesta", "Nightmare", "Hotamnama", "Kutadgu Bilig" (Yusuf Khos Khajib) reflected. Due to the fact that all of the listed works are based on certain socio-psychological doctrines, they are in the form of etiquette and circulation, the stages, levels, norms of the formation of the personal-characteristic and professional qualities of the

⁴ Furqat o'g'li, M. T. (2022). THE MECHANISM OF PSYCHOLOGICAL PROTECTION IN A PERSON. *Vital Annex: International Journal of Novel Research in Advanced Sciences*, 1(3), 13-19.



educator-coach are deeply described, explained and analyzed. Opinions are given on ways and means of dealing with people, self-management, self-expression, self-control, self-evaluation, and self-improvement.

In the later periods of the socio-historical development of our country, the leading figures and enlighteners of their time, such as Ahmad Donish, Bedil, Muqimi, Furqat, Zavqi, Avaz O'tar, were at the same time propagandists, i.e., social influencers, and teachers. They put a number of serious and responsible demands on their spirituality, behavior, high feelings, their place in society, their position in interpersonal relations, and their behavior. The mentioned qualities have been formed in the owners of this profession, and only then can they be embodied as an exemplary person among the members of the society in terms of morals, manners, behavior and intelligence. There is a certain commonality in the work of the above authors, and it is the opinion that the driving force of development is an educated, selfless person, an intelligent educator, intelligent people, and that it can be accepted as a criterion of social consciousness.

The most important of the available dispositions is the concept of needs. A need is a state of deficiency of a person or an animal in certain conditions for their normal living and development. A need as a state of personality is regularly associated with a feeling of dissatisfaction associated with a deficiency for the organism (person) in a person.

The main characteristics of human needs include the ability to satisfy them, the periodicity and method of their occurrence. An important need of a person is its physical content, that is, a set of objects of material and spiritual culture that can satisfy this need.

The second most important motivational concept after need is purpose. A goal is a direct tangible result that is related to an activity and satisfies an actual need. Psychologically, the goal is the motivational content of the mind, it is perceived by a person as a direct and expected result of his activity.

Dispositions (motives), needs, and goals are considered to be the main constituents of the human motivation field from the considered motivational derivatives.

From the point of view of development, the motivational field of a person can be evaluated according to the indicators of breadth, flexibility and hierarchization. The breadth of the motivational field refers to the qualitative diversity of motivational factors such as dispositions, needs, and goals at each of the levels. The more different motives, needs and goals a person has, the more developed his motivational sphere is.

The flexibility of the motivational field characterizes the motivational process as follows: the more different lower-level motivational tendencies are used to satisfy the higher-level motivational tendency, the more flexible the motivational field is. For example, if one individual's need for knowledge is satisfied only through television, radio, and movies, for another, the means of satisfying the same need are various books, periodicals, and communication with people. In the latter case, the motivational field is considered more flexible.⁵

At the next stage of our country's development, in the beginning of the 20th century, among the progressive social and spiritual movements, the Jadidism movement emerged. Major representatives of the Jadidism movement Munavvar Qori, Behbudi, Fitrat, Cholpon, Elbek, Botu and other creators and enlighteners tried to research, describe and explain the problems of culture, spirituality, behavior, interpersonal relations, human dignity, free-thinking person in their works. National ideas such as national independence, national patriotism, etiquette, social behavior, national consciousness, independent thinking, and a sense of military mobilization are the

⁵ Diyorbek O'tkir o'g, A. (2022). Personal Activity and Motivation. *Pioneer: Journal of Advanced Research and Scientific Progress*, 1(2), 13-22.



products of their creativity. In order to acquire universal spirituality and values, the nation must acquire knowledge, develop its intelligence, and find its proper place in social life and the world community. According to their general views, there is a lofty idea that spirituality, enlightenment, interpersonal and inter-national communication, attitude and behavior will be realized with the help of advanced methods. In the literature, the first mentions of "relationships contrary to the charter" date back to the 16th and 18th centuries, when students described relationships at Eton College, saying that the strength of their fellow students was more brutal than that of teachers.⁶

Abdulla Avloni is one of the enlighteners who have a new approach to the problem of improving the education system, the teaching process, using methods that teach independent, creative thinking, improving the teacher's qualifications and professional training of future specialists. He emphasizes that the teacher's personal qualities, behavior, morals, manners, knowledge, depth, support, resourcefulness, insight, intelligence, tolerance, ingenuity, curiosity are the main source for education. Education is interpreted as a cooperative activity of a teacher and a student, a complex of positive and negative relationships based on activity, a process of personal development. According to them, creative research, search for new forms and methods of reading and teaching is one of the most important qualities of a teacher. It is said that the individual exchange of ideas between the teacher and the student is the guarantee of the realization of possibilities. In Avloni's teaching, teaching the method of cooperation and dealing raises the teacher-student relationship to a new high level. According to him, communication as a complex of communication serves as a means of increasing the effectiveness of interpersonal relations, realizing the feelings of respect and mutual respect.

In the later periods of the socio-historical development of our country, the leading representatives of their time, such as Ahmad Donish, Bedil, Muqimi, Furqat, Zavqi, Avaz O'tar, were at the same time propagandists, i.e., social influencers, and teachers. they put a number of serious and responsible demands on their spirituality, behavior, willingness to negotiate, high feelings, place in society, position in interpersonal relations, and behavior. Along with the socialization of the subject of relations, the process of desemiotization of interpersonal ties - the decomposition of language-takes place. The indicator of the degradation of the information field is the transition of legal relations from manipulation, which has signs and meanings, to manipulation directly with organs: physiological acts are actualized as signs and signs of status relations and complement the communicative function at the lower semiotic level.⁷ Owners of this profession have developed the mentioned qualities, and only then can they be embodied as an exemplary person among the members of the society in terms of morals, manners, behavior, and intelligence.

At the next stage of our country's development, at the beginning of the 20th century, the Jadidist movement emerged among the progressive socio-spiritual currents. Among the representatives of the Jadidism movement, Munavvar Qori, Behbudi, Fitrat, Cholpon, Elbek and other creators, enlighteners try to research, describe and explain the problems of culture, spirituality, treatment, interpersonal relations, communication, human dignity, free-thinking person in their works. National ideas such as national independence, national patriotism, etiquette, social behavior, national consciousness, independent thinking, military mobilization, etc., to acquire knowledge, to develop their mind, intelligence, in social life, in the world community. should find its proper place. According to their common views, there is a lofty idea that spirituality, enlightenment, interpersonal and inter-ethnic communication will be realized with the help of advanced methods of attitude and behavior.

⁶ Olimjon o'g'li, O. O., & Shuxrat o'g'li, Z. I. (2022). The Main Features and Signs of "Relations Contrary to the Charter"(On the Example of Russian Experience). *Web of Scholars: Multidimensional Research Journal*, 1(5), 17-21.

⁷ Ravshanjon o'g, J. R. M., & Rustam o'g'li, S. U. (2022). Socio-Psychological Reasons for the Origin of "Relations Contrary to the Charter". *Web of Scholars: Multidimensional Research Journal*, 1(5), 22-28.



CONCLUSION

In conclusion, it should be said that, based on the rich scientific-theoretical, practical-applied, cultural-educational, spiritual-psychological heritage of Central Asian thinkers, enlighteners of our country, sergeant training schools of our country's higher military educational institutions are making good use of training specialists for the activities of leaders and chiefs, officers. and sergeants are applying the teachings of the scholars in their training, studying and promoting their heritage.

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