A New Approach to Creating Personality Types

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In modern psychological research, the problem of fact associated with the scientific reflection of the processes that create typological relationships is not acute enough. When creating a typology in the social sciences and humanities, various components are considered as criteria. This article presents a new approach to creating personality types. Social intelligence is taken into account as the main criterion for creating personality types. In psychology, the problem of personality typology is considered and the results of studies to determine the features of the methodology for studying personality types based on the levels of human social intelligence are analyzed. As a result of scientific research, psychotypes are divided into 4 types: imperative, declarative, explicit and implicit personality types, which differ in the function and level of a person's social intelligence, as well as correlations between indicators of social intelligence.

Keywords: social intellect, personality, typological analysis, personality typology, imperative, declarative, explicit, implicit.

1. Introduction

The personality problem is studied by various branches of Psychology. The most important theoretical task is to reveal the objective foundations of psychological characteristics that characterize a person as an individual, individuality, and personality. There are many definitions of personality in domestic and foreign psychological literature and each time they come from the level of development of the science or the methodological position of the author

2. Literature Review.

New typologies of individual differences appeared, most of them developed from the same root, based on the typology of the great psychologist and thinker K. Jung. Mayer-Brigge typologies (1959), D. Keirgi's type indicators, socionics created by Aushra Augustinavichyut, distinguish two types: extratims and intratims, with the formation of sixteen secondary types,

eight in each group.. O. Kreger, J.M. Tucson (1995) also identifies sixteen personality types and divides them into two subgroups of four subtypes.

K. Jung (1875-1961) divides people into extroverts and introverts according to his approach to personality typology.

Extraversion means "directed from inside to outside", people with this type of tendency like to be among the people more and share their experiences with others. Sociable, has a wide range of acquaintances. In some cases, seriousness is lacking. Can gain people's trust quickly and is also quick to offend.

Introversion means "directed from outside to inside", and individuals of this type are serious, restrained, sensitive, careless, and strictly adhere to the rules of friendship. Communication circles are limited, shy, more occupied with their inner world, and prefer loneliness [2].

Alfred Adler (1870-1937) is the founder of individual psychology. He divides individuals according to lifestyle into ruling, getting/learning, avoiding, and socially helpful types.

Ruling Type: This type of person is self-confident and motivated, with no social interest. They are active, but not in the social plan, the happiness of others is not important to them, they are characterized by domination over the external world.

Learning/Getting type: people who are greedy for the outside world and tend to satisfy most of their own needs at the expense of others.

Avoiding type: these people have low social interest and compulsive activity in solving personal problems, they are afraid of failure and avoid solving their life problems. They avoid everything that brings trouble or bad luck.

Socially helpful type: this type is mature, demanding, has social interests, and is highly active. This person cares for other people, is interested in relationships with them, knows how to solve the main life problems of people such as work, love, and friendship-cooperation that requires personal courage, and responsibility, and is ready to contribute to the happiness of other people[5;6].

According to Gordon Allport (1897-1967) and Edward Spranger, based on individual values it is divided into theorist, economist, aesthetic, social, political, and religious types.

1. Theorist. A person who emphasizes this value is primarily interested in revealing the truth. Such a person is distinguished by his rational, critical, and empirical approach to life. The theoretical type is highly intellectual and often chooses to work in fundamental science or philosophy.

2. Economist. An "economical" person puts profit or utility above all else. He strictly adheres to the stereotype of a very "productive" and successful businessman. Representatives of this type are interested in how to earn money.

3. Aesthetics. Such a person mostly values form and harmony. Perceiving any life event in terms of attractiveness, symmetry, or relevance, this type of person interprets life as a flow of events in which each individual enjoys life for its own sake. An aesthetic subject does not need to be a creator or an artist, but his inclination may be manifested in an increased and active interest in the aesthetic aspects of life.

4. Social. The highest value for a social type is the love of people. In its pure form, the social attitude is altruistic and closely related to religious values.

5. Politician. The main interest of the political type is authority and power. The professional activities of this type of people are not limited to the field of politics, because superiors in any field usually value power and influence above all else.

6. Religious. Representatives of this type are mainly interested in understanding the whole world. However, the ways of expressing this desire may be different. For example, some religious individuals find meaning in self-affirmation and active participation in life. Meanwhile, others seek to connect with a higher reality by withdrawing from life. A religious person, regardless of the way he expresses himself, notices unity and the highest meaning in the universe[3].

Erich Fromm (1900-1980) divides individuals into Receptive, Exploitative, Hoarding, Marketing, and Productive types. He makes this classification by considering how people treat themselves, others, and the world in general. Below is a brief description of each type:

Receptive: dependent on others and passive, loyal, and emotional, striving to be loved rather than loved.

Exploitative. Conceited, aggressive, and assertive, he cannot create himself.

Hoarding. Strives to achieve mostly material well-being, wealth, power, and love, also has stingy, steadfast, suspicious, stubbornness, carefulness, perfection, self-control, and restraint.

Marketing. He follows the rule that "I am the person you want". He presents himself as a commodity and treats others as commodities, showing no respect for good or bad in achieving his goals, as open and curious as a child.

Productive. Different from the other four types, it represents the proven goal for human development. He has self-regulating, honest, modest, love for others, creative, and socially useful behavior [2;5].

The disadvantage of the existing classifications is that they do not reflect the levels of development of social intelligence that ensure the interaction of a person with the world and include a large number of mixed and combined types, which leads to infinite empirical diversity. Nevertheless, in modern psychology, there is clear information to distinguish personality types.

3   Materials and Methods

The purpose of the study is to improve the work of developing self-awareness and social intelligence to solve the problem of ensuring the maturity of a person by developing a typology of a modern person .

3.1   RESEARCH METHODS

It includes theoretical comparative analysis, generalization of scientific, methodological, and official resources, analysis and synthesis of Internet sources; logical content analysis, and observation of scientific works and dissertations on the studied issues for classification of

approaches to the study of personality typology. Thus, an adapted version of Dj. Gilford's methodology of "Studying Social Intelligence"; "Social-emotional intelligence" identification questionnaire adapted to the national environment of the Likert scale has been used. The level of reliability of the obtained results was confirmed by applying K. Pearson's r-correlation coefficient from mathematical-statistical methods.

3.2. DISCUSSION AND RESULTS

We started the scientific research work by reviewing and identifying typologies of individuals. Then the imperative, declarative, explicit, and implicit typology of the person was determined through special methods. According to each type of personality, correlation indicators with the cluster of social intelligence were determined (See Table 1).

Table 1. Correlation indicators of personality types with social intelligence cluster
(according to K. Pearson's r-correlation coefficient) (N=460)

№	Personality types	Social intelligence Cluster	R
1	Imperative	Interpersonal interaction	0,449*
		"Self-Management"	0,516**
		Managing interpersonal relationships	0,528**
2	Declarative	Understanding nonverbal behavior	0,465*
		Understanding verbal expression	0,509**
		Social awareness	0,510**
3	Explicit	Self- Management	0,482*
		Interpersonal interaction	0,463*
4	Implicit	Self-awareness	0,525**
		Self- Management	0,478*
		Understanding the thoughts of the interlocutor	0,463*

Explanation: * -p≤ 0,05. ** -p≤ 0,01.

The results of the scientific research show that the correlation between the indicators of the social intelligence cluster has been observed mostly the following factors: of the imperative type of the person is: interpersonal interaction ($r=0.449$, $r\leq0.05$), self-control ($r=0.516$, $r\leq0.01$) and interpersonal relationship management ($r=0.528$, $r\leq0.01$) factors, and declarative type: understanding of nonverbal behavior ($r=0.465$, $r\leq0.05$), understanding of verbal expression ($r=0.509$, $r\leq0,01$) and social awareness ($r=0,510$, $r\leq0,01$) factors, the explicit type of personality: with self-control ($r=0,482$, $r\leq0,05$) and interpersonal interaction ($r=0,463$, $r\leq0.05$) factors, implicit type: it can be seen that there are correlations between the factors as self-awareness ($r=0.525$, $r\leq0.01$), self-management ($r=0.478$, $r\leq0.01$), understanding the thoughts of the interlocutor ($r=0.463$, $r\leq0.05$). Based on these collected empirical results, we develop a typology of personality types on the level of social intelligence.

Different levels of social intelligence of 4 types of individuals were determined with the help of DJ. Gilford's methodology of "Studying Social Intelligence" and Likert questionnaires of

"Socio-Emotional Intelligence". The level of development of each type of social intelligence is determined as high, medium, and low.

Table 2. Levels of social intelligence according to personality traits

№	Personality types/traits	Developmental level of social intelligence (n / %)		
		High	Medium	Low
1	Imperative (n=115)	22 / 19,1	77 / 66,8	16 / 14,1
2	Declarative (n=115)	14 / 12,2	80 / 69,5	21 / 18,3
3	Explicit (n=115)	23 / 20,0	82 / 71,3	10 / 8,7
4	Implicit (n=115)	30 / 26,1	73 / 63,5	12 / 10,4

We tried to classify 4 types of personality traits according to the development levels of social intelligence. The division into psychological types according to social intelligence can be expressed based on various characteristics and levels of developing social skills. However, it should be noted that such typologies are often conditional, and their purpose is to help better understand the diversity of social skills in people. Some psychological types that can be classified by levels of social intelligence are:

Imperative type: (practical action based on social norms and requirements).

A person who strictly adheres to social norms and rules may have several psychological and personality traits. These characteristics can be revealed in his behavior, his relations with others, and his perception of the world.

1. According to the development of a person's social intelligence:

Some typical psychological characteristics of this imperative type of person according to their level of social intelligence are:

High level of social intelligence (n=22 / 19.1 %) - an imperative person with a well-developed social intelligence regularly promotes various social initiatives, a strongly developed social intelligence, imperatively very active, official, even following official norms and laws can demonstrate the ability to communicate effectively with others. Their high level of empathy and understanding allows them to maintain a balance between meeting demands and taking into account the needs and feelings of others. They understand well the object-subject and subject-person contexts of interactional situations. They can successfully use social skills to persuade, motivate, and communicate with others within the framework of rules and regulations.

Medium level of social intelligence (n=77 / 66.8 %) – individuals with an imperative type of medium level of social intelligence sometimes promote one or another social initiative, although the possession of social intelligence is not regular, it manifests, imperatively to some extent active, tends to formality. Such a type of person can focus on satisfying the requirements and orders by following the established rules. At the same time, they may face certain difficulties in adapting to changing situations and in providing emotional support. However, such individuals have a good understanding of the object-subject context of the interaction state.

Low level of social intelligence (n=16 / 14.1%) - individuals of the imperative type with a low

level of social intelligence, sometimes strive to promote social initiative, although it is not sufficiently grounded, their social intelligence is not adequately demonstrated, they do not tend to be imperatively active, intrusive. Such individuals may have difficulty communicating effectively with others. Their limited capacity for empathy and inability to understand other people's non-verbal cues and feelings can lead to conflicts or misunderstandings. They may adhere to strict formal norms and may not be able to adapt their actions to different contexts. The reason is a lack of understanding of both the object-subject and subject-person contexts of the interpersonal interaction situation.

2. General characteristics

Strict adherence to social norms can be associated with positive aspects such as social integration and enforcement, but sometimes it can lead to over conformity and limited personality.

Obedience and Conformity: A person who follows strictly social norms may be very obedient and compliant, following the rules and instructions of society or authority.

Vigilance and caution: Such kind of person usually pays attention to details and is careful in his actions in order not to break the rules.

Recognition/Pursuing: A person may pursue approval and recognition from others for conforming to social norms and rules.

Fear of making mistakes: A person who adheres strictly to social norms may develop a fear of making mistakes or breaking the rules, which can lead to feelings of anxiety or tension.

Restricting Behavior: Sometimes such a person may restrict their actions and expressions of emotions to meet society's expectations.

Loyalty to tradition: A person who adheres strictly to social norms may be a strict disciplinarian for tradition and customs.

Social recognition: Social recognition and acceptance can be important for such a person

It should be noted that each individual is unique and the level of compliance with social norms may vary depending on various factors such as cultural, social, and personal characteristics.

Declarative type: (theoretical knowledge of social norms and rules)

Formally, it is difficult to structure, formalize, and generally describe human knowledge in any way, because knowledge depends on each person, his experience, life position, profession, emotions, etc. And how can the term "decorativeness" be applied to knowledge?

  A person who has only theoretical knowledge of social norms and rules can demonstrate several psychological characteristics that can affect his behavior and interaction with the outside world. It should be stated that the practical application of knowledge may differ from theoretical ideas, and a person may face some difficulties in applying this knowledge in practice.

1. According to the development of a person's social intelligence:

High level of social intelligence (n=14 / 12.2%) - a declarative person with a highly developed social intelligence regularly puts forward various social initiative ideas, has a strongly developed social intelligence, is declaratively very active, a theorist. These types of individuals can use their abstract knowledge of norms and rules to analyze complex social situations. They can understand how various theoretical concepts can be applied in practice and how their knowledge affects their interactions with others. They can maintain a balance between abstract theory and practical needs with high analytical skills.

Medium level of social intelligence (n=80 / 69.5%) - sometimes he puts forward one or another social idea, although the possession of social intelligence is not regular, it is manifested, he is somewhat active declaratively, and tends to formality. Individuals of the declarative type with an average level of social intelligence can understand norms and rules, but follow them more formally. They may have difficulty adapting their abstract knowledge to changing social situations. Such individuals have a good understanding of the subject-personality context of the interactional situation.

Low level of social intelligence (n=21 / 18.3%) - although he is not sufficiently grounded, he tends to promote social initiative, his social intelligence is not sufficiently demonstrated, and he does not tend to be declaratively active, or inquisitive. Declarative-type individuals with low levels of social intelligence may have difficulty understanding how theoretical knowledge relates to practical situations. Their abstract knowledge can be separated from the context and needs of other people. Such people do not understand both the object-object and subject-person contexts of the interpersonal interaction phenomenon.

2. General characteristics

Some of the psychological features of such a person may include:

Uncertainty in actions: a person who has only theoretical knowledge may experience uncertainty in applying norms and rules in practice, because he may lack skill and practical training.

Cautious in interrelationships: Such a person can be more restrained and prefers to avoid situations where he does not know how to follow social norms.

Anxiety due to possible mistakes: He may experience anxiety and worry due to fear of making mistakes or breaking rules, especially new or unknown.

Antipathy: Lack of practical experience can make such a person feel resentful or ignorant, especially if he is unable to do so.

Desire for additional learning: Such a person may receive more practical experience or additional education to apply knowledge more reliably in everyday life.

Analyzing Social Situations: He may tend to analyze social situations and try to determine which rules and norms are most appropriate for each particular situation.

It is important to note that gaining only theoretical knowledge of social norms is not a bad trait and can be a common step in the learning and development process.

A type of person with only theoretical knowledge of social intelligence may have certain psychological traits and characteristics that may affect their interactions with others and their

social skills.

Explicit type (social norms and experiences are clearly expressed, open, and perfect).

The Explicit type of personality has well-developed skills and an aware understanding of social interactions.

1.   According to the development of a person's social intelligence:

High level of social intelligence (n=23/20.0%) - an explicit person with a highly developed social intelligence is a person who is regularly active in implementing various social initiatives, a person with a highly developed social intelligence, who is explicitly very active, a practitioner. Individuals of this type are very aware of their interpersonal skills and use them consciously. They understand the object-subject and subject-personality contexts of interaction states well. They understand the feelings and needs of others, can express their thoughts and feelings effectively, and adapt their behavior to different contexts.

Medium level of social intelligence (n=82 / 71.3%) - sometimes they put forward one or another social idea, although the development of social intelligence is not regular, it is manifested, it is explicitly somewhat active, and tends to practicality. Explicit individuals with medium social intelligence may also be aware of their social skills but may have some difficulty in applying them. However, they understand well the object-subject context of the interaction situation. They can be cautious in some situations but are less active and consistent than those with higher levels.

Low level of social intelligence (n=10 / 8.7%) - although he is not sufficiently grounded, he tends to promote social initiative, his social intelligence is not sufficiently demonstrated, and he does not tend to be explicitly active, and inquisitive. Individuals with a low level of explicit social intelligence may be less aware of their interpersonal relationships. They may have difficulty recognizing other people's feelings and expressing their own. They may be less confident in social situations and less proactive in improving interpersonal relationships.

2. General characteristics

Let's review what a psychological analysis of the effects of social situations of the explicit type with social intelligence looks like:

Communication skills: the explicit type with a well-developed social intelligence can successfully analyze and interpret the various verbal and non-verbal aspects of communication in social situations. This includes analyzing message tones, and word choice, and using images to convey emotions.

Recognizing Emotions: A person with a specific type of social intelligence may have the ability to recognize emotions in text and images, allowing them to more accurately understand the emotional context of interpersonal interactions.

Empathy: Psychological analysis may prove that a person with this type of social intelligence demonstrates a high level of empathy in interpersonal interactions and social environment, being able to understand and empathize with and support the feelings of others.

Critical Thinking: Analyzing social media from a specific perspective reveals the ability to think critically about interpersonal interactions and news and information content, leading to

mostly informed judgments and decisions.

Developing Relationships: This type of person can actively develop interpersonal relationships based on a clear understanding of social norms and relationships. Psychological analysis helps to understand how such a person forms and manages interpersonal relationships.

In general, for the explicit personality type with well-developed social intelligence, psychological analysis focuses on conscious skills and understanding of social dynamics in a real interpersonal environment, as well as how these aspects of interaction affect the development of social competence and relationships.

Implicit type (social norms and experiences are not clearly expressed, closed, or hidden)

An implicit personality type with well-developed social intelligence has intuitive abilities to communicate with other people and perceive social situations. It can also mean that skills and intuition are developed in the field of interpersonal relations, but they may not always be recognized by the mind.

1.   According to the development of a person's social intelligence:

High level of social intelligence (n=30 / 26.1%) - an implicit person with a highly developed social intelligence is a person who is regularly active in the implementation of various social initiatives, has a strongly developed intuitive ability, and therefore is implicitly very active, a social predictor. They understand the object-subject and subject-personality contexts of the interaction situation very well. These individuals may prove a high level of intuition and sensitivity to nonverbal cues. They can unconsciously "read" the feelings and needs of others, which enables them to communicate effectively in social situations. These skills can be developed through extensive experience and observation of interpersonal interactions.

Medium level of social intelligence (n=73 / 63.5%) - sometimes puts forward one or another social idea, although the development of social intelligence is not regular, it is manifested, it is implicitly somewhat active, and tends to practicality. Individuals of the implicit type with moderate social intelligence may also display some voluntary skills in interpersonal interactions, but less intensively and consistently than those with higher levels. However, they understand the subject-personality context of the interaction situation well. They may have a sense of tact and adapt to different situations, but may not always be able to accurately recognize non-verbal cues.

Low level of social intelligence (n=12 / 10.4%) - although it is not sufficiently grounded, it tends to promote social initiative, its social intelligence is not sufficiently manifested, and it is implicitly poorly developed. Implicit-type individuals with low social intelligence may have difficulty in automatically repeating social skills and responses. They may be less sensitive to non-verbal cues and other people's emotional states. This is because they do not understand the contexts of object-object and subject-personality in interpersonal interaction states. As a result, they may show less confidence in social situations.

2. General characteristics

This type of psychological analysis can focus on how these skills manifest and how they can be further developed. Consider a psychological analysis of the impact of social situations on this type:

Intuitive Interactions: An implicit personality type with well-developed social intelligence may exhibit intuitive abilities in perceiving the emotions and moods of others in social interpersonal interactions. It can manifest intuitive empathy. That is, he can intuitively understand the feelings and experiences of others, even if he does not always actively analyze them. A psychological analysis can reveal the way such a person perceives and responds to emotional signals.

Intuitive Effectiveness: People of this type may have the ability to manage conflicts and build good relationships, but this may be on an intuitive level. Analysis can reveal what strategies a person uses to succeed in interpersonal situations.

Implicit Understanding of Social Norms: A person of this type may follow social norms and rules intuitively, but may not always know which norms they are applying. Psychological analysis helps to determine which generally accepted norms and values influence the behavior of a particular person.

Formation of the Intuitive Relationship: People of this type can intuitively form interpersonal relationships based on their sense of inner harmony and dynamics. This allows them to determine how to imitate other people's communication patterns and emotional expressions.

In general, for the implicit personality type with well-developed social intelligence, psychological analysis examines the intuitive aspects of interpersonal skills and methods of interaction, as well as what strategies and approaches allow this person to successfully interact in a social environment.

4. Conclusions

In psychology, personality types theoretically have been developed, which allow to identification of the stable necessary conditions that ensure the development of a person as factors of social intelligence, and also help to understand the characteristics of each person, and his life tendency. The typological classification of a person is determined by the frequency of typical directions of behavior and methods of understanding and divided into 4 psycho types that differ in the function and level of social intelligence: imperative, declarative, explicit, and implicit types:

1. Among the social intelligence cluster indicators of the imperative type of personality, the following factors are more correlated with the factors of interpersonal interaction, self-management, and interpersonal relationship management.

2. The declarative type of the person has a correlational relationship with the factors of understanding non-verbal behavior, understanding verbal expression, and social awareness.

3. Explicit type of personality: self-control, has a correlational relationship with interpersonal interaction factors.

4. Implicit type of personality: correlational relations between the factors of self-awareness, self-management, and understanding of the thoughts of the participant in communication have been determined

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