

THE COMMUNICATION SKILLS OF PSYCHOLOGISTS WORKING WITH THE BIOSUGGESTIVE METHOD

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Abstract

This article examines the essential characteristics of the communicative abilities of psychologists working in the method of biosuggestive therapy (biosuggestive therapists) as a symptom complex that includes a person's ability to interact with other people, to adequately interpret the received information, as well as to transmit it correctly. The quality and level of the ability to interact with people at the level of the harmonious pole of dynamic, emotional, regulatory, motivational, cognitive, productive and reflective-evaluative characteristics of sociability, determined according to the "Judgment test for studying personality sociability (JTFSPS)" methodology of A. I. Krupnov, are shown. It is also demonstrated that the ability to adequately interpret received information is determined by the level of development of empathic abilities (according to the method of V. V. Boyko), as well as by the sensitivity of a person to the non-verbal behaviour of another and the ability to adequately identify it (according to the method of expert evaluation of non-verbal communication by A. M. Kuznetsova). It is summarized that biosuggestive psychologists can adequately interpret received information either through the ability to put themselves in their partner's place, together with the ability to adequately identify the non-verbal behaviour of communication partners, or through the

ability to understand the inner world of the interlocutor, creating an atmosphere of openness, trustworthiness, and intimacy during communication. It is shown that the ability to correctly convey information is manifested at the level of the ability to achieve mutual understanding, to influence others (according to the “Perceptual-Interactive Competence Test” method of N. P. Fetyskina), as well as the ability to manage the non-verbal repertoire (according to the method of expert assessment of non-verbal communication A. M. Kuznetsova).

It was determined in the factor analysis that the most essential characteristics that determine the communicative activity of a biosuggestive psychologist with a high level of communicative ability are: externality – the need for communication; internality – egocentricity; objectivity – non-verbal influence; and mutual recognition – categoricalness.

Keywords: *communicative abilities, biosuggestion, verbal and non-verbal suggestion.*

1. Introduction

Recently, in connection with the experience of traumatic events by citizens of Ukraine, the number of biosuggestive practices used to improve the psychological processes of victims has increased (Strazhnyi, 2021; Voloshyn, 2018, Makarova, 2023; Marchant, 2016). The results obtained by scientists allow us to state that the introduction of biosuggestive work into the rehabilitation process effectively contributes to the significant reduction of symptoms of depression and anxiety and the level of stress, the normalization of sleep, and the improvement of the subjective perception of quality of life in people (Venger & Ivantska, 2022; Myronenko & Puliak, 2023). There are also data that encourage the consideration of the problem of maintaining the vitality of the psychologists themselves working in the system of psychological first aid, where their communicative abilities contribute to the maintenance of a mental balance in the difficult circumstances of modern life (Strazhnyi, 2021).

In psychology, the essence and nature of the concept of abilities, the regularities of their development, the typology of abilities and the relationship between their different types have been developed. At the same time, communicative abilities are a complex hierarchical system that are on the one hand included in the general structure of human abilities (Savchyn, 2016), but on the other hand act as a separate part of the personality structure (Kalmykov, 2019; Charchenko, 2012).

There is a wide variety of theoretical and experimental approaches in the study of communicative abilities. In the works of psychologists, the correlation between the concepts of communicative abilities, communicative personality properties and communicative competence is defined (Smovzh et al., 2023).

In applied psychological research, the problems of the content and structure of communicative abilities were reflected in specific types of professional activity, and in particular in the profession of a psychologist (Petrishin, 2014; Synyshyna, 2023)

Despite a significant number of works devoted to the study of the communicative abilities of psychologists, to date there are not enough studies that would present the features and determinants of their development in psychologists engaged in suggestive techniques of influencing the personalities of patients.

All of the above made it possible to formulate **the research problem**: identifying the psychological features of the communicative abilities of a certain subset of psychologists – biosuggestive psychologists.

Hypothesis: we assume that the communicative abilities of psychologists engaged in the suggestive techniques of influencing the personality have features that are manifested in the ability of specialists to better interact with other people, more adequately interpret the received information, and more correctly transmit it.

The object of the study is the communication skills of psychologists engaged in the suggestive techniques of influencing the personality.

The subject of the study is the psychological features of the communicative abilities of psychologists and biosuggestive psychologists.

Objectives of the study:

1) to characterize the communicative features of psychologists engaged in the suggestive techniques of influencing the personality; 2) to establish the nature of relationships between the indicators of the communication abilities of these specialists; 3) to identify differences in the characteristics of the communicative abilities of psychologists with high and low levels of these abilities; and 4) to determine the most essential characteristics of the communicative activity of biosuggestion specialists with a high level of communicative abilities.

1. Theoretical and methodological principles of the research

As part of the general scientific **methodology**, we used such theoretical concepts as the system, information, subject-activity and competence approaches (Furman, 2013).

The systematic approach allowed us to single out the essential characteristics of the communicative abilities of psychologists working in the method of biosuggestive therapy. In this way, we defined the communicative abilities of psychologists engaged in the suggestive techniques of influence on the personality as a symptom complex, which includes a person's ability to interact with other people, to adequately interpret the received information, as well as to transmit it correctly.

Within the framework of the informational approach, we were aware of the importance of the substantive part of the biosuggestive session, which has an informational and psychological impact on the individual through a combination of verbal and nonverbal suggestion techniques in a light trance state.

The use of the subject-activity approach is due to the need to study the individual psychological features of communicative abilities in psychologists who are engaged in

suggestive techniques of influencing the personality. Thus, they have subject-activity conditions for the development of such features, which are manifested in the ability of specialists to better interact with other people, more adequately interpret the received information, and also more correctly transmit it.

The competence approach puts in first place the ability of a specialist psychologist to use the most effective means of constructive assistance in solving psychological problems that arise in various situations of a person's life in order to restore psychological comfort and well-being.

2. Materials and methods

Data were collected in one stage, and the collection process began in September 2022 and continued until May 2023.

The following psychodiagnostic techniques were selected for the first task of the research according to each diagnostic parameter:

- indicator – the ability to interact with other people: “Judgment test for studying personality sociability (JTFSPS)” (A. I. Krupnov); the method of diagnosing the level of empathic abilities (V. V. Boiko);
- indicator – the ability to interpret received information: diagnosis of perceptual-interactive competence (modified version of N. P. Fetiskin); the method of expert assessment of non-verbal communication (A. M. Kusnetzova);
- indicator – the ability to transmit information: “Form test – sociability” (A. I. Krupnov); the method of diagnosing communicative tolerance (V. V. Boiko).

Krupnov's test contains 140 judgments that allow for the quantitative and qualitative assessment of 12 variables of sociability, as well as 2 scales addressed to difficulties in the implementation of sociability: harmonious and aharmonic indicators of sociability.

The methodology for diagnosing the level of empathic abilities by Boiko contains 36 statements that assess the ability to empathize with and understand the thoughts and feelings of other people. The number of responses for each of the 6 scales is counted and the significance of a specific parameter in the structure of empathy is determined.

In the diagnostic method of perceptual-interactive competence (modified by Fetiskin), 31 judgments are given for assessing personal readiness for the formation of integrative criteria of interactive competence within small groups of a stable and temporary character. The number of points for each of the 6 scales is calculated, and then the total aggregate indicator of perceptual-interactive competence is formed.

The method of expert evaluation of nonverbal communication (by Kusnetzova) with the help of expert evaluations allows one to determine the range of visually reproduced and communicatively significant movements of the human body, including the assessment of the diversity of the nonverbal repertoire, sensitivity to the perception of nonverbal information, and self-management of the nonverbal repertoire.

The method of diagnosing communicative tolerance by Boiko consists of 45 questions, divided into 9 blocks, each of which reflect the characteristics of behaviour in certain communication conditions. The total score shows the level of communicative tolerance of the subject.

3. Research results

The data collected during the study were subjected to statistical processing using parametric and non-parametric methods of analysis. In particular, Spearman's correlation coefficient was used for correlation analysis and the Student's *t*-test was used to compare independent samples. Factor analysis was carried out using the method of principal components with Varimax rotation. Calculations were carried out using the IBM SPSS Statistics 21 and Microsoft Excel statistical packages.

In total, 40 respondents took part in the study (where $M = 4.1$ years regarding work experience as biosuggestive psychologists). To determine the most essential characteristics of the communicative activity of biosuggestion specialists, the results of respondents with higher and lower levels of communicative abilities from the general sample of psychologists were compared. The first group consisted of 12 respondents whose results showed high values for most indicators of communication skills. The second group consisted of 9 respondents whose diagnostic results, according to these indicators, turned out to be lower than the average values.

The results of the study showed that for the majority of psychologists who are engaged in suggestive techniques of influencing the personality, a high ability to better interact with people is manifested in the predominance of such harmonious characteristics as: an intense and persistent desire for communication, initiative and breadth of contacts (which was recorded in 18 respondents); the tendency to rely on their knowledge and capabilities during interaction (20 respondents); understanding the basic functions of sociability and its role in human life (20 respondents); and a focus of their communicative abilities on solving practical issues and acquiring new information (21 respondents).

A high level of ability to adequately interpret the information obtained was observed in most (24) respondents; 22 had developed skills to put themselves in the place of a partner or to create an atmosphere of credulity during communication; 20 had a slightly weaker ability to understand the inner world of the interlocutor; 17 could, on an intuitive level, perceive the interlocutor's emotional state; 16 could tune in to another; moderate sensitivity was observed in 26 respondents; and the ability to adequately identify the non-verbal behaviour of communication partners was evidenced in 25 respondents.

The ability to correctly convey information is embodied in the existing ability to understand the point of view of communication partners, and was observed in 30 respondents; 24 could take into account their partners' thoughts and actions; and a certain ability to arbitrarily manage their own means of non-verbal communication in accordance with

the purpose and situation of communication was seen in 19 respondents.

To study the nature of the interrelationships between indicators that characterize the communicative abilities of biosuggestive psychologists, a correlation analysis was conducted using the Spearman rank correlation coefficient.

Data on the interrelationships of indicators that characterize the ability to interact with other people (which are harmonious indicators of sociability) showed that the largest number of significant correlations was found with the indicator of sociocentricity: at the level of $p < 0.05$ it is directly related to the indicators of walledness, internality, meaningfulness and objectivity. In turn, indicators of sthenicity and objectivity correlate with the indicators of ergicity ($p < 0.05$) and internality ($p < 0.05$); however, as an indicator of meaningfulness, this does not reveal statistically significant relationships with other harmonious indicators of sociability. From these data, we can determine that most harmonious indicators of sociability form a certain correlation complex grouped around the indicator of sociocentricity. The indicators of this complex – sthenicity, objectivity and ergicity – are negatively correlated with the agarmonium indicators of sociability ($p < 0.05$).

Therefore, the ability to interact with other people is manifested to the greatest extent in an interrelated group of properties: in the desire to show concern for other people, in the desire to contribute to the solution of their problems, in experiencing a sense of joy when overcoming difficulties, in the expectation of a successful outcome of any activity, in the orientation of communicative abilities towards solving practical issues, and in a persistent desire to communicate.

Regarding the ability to adequately interpret the received information, which was studied according to the level of development of empathic abilities and sensitivity to the non-verbal behaviour of another and the adequacy of its identification, the significant relationships were as follows: positive – between indicators of the rational channel of empathy and the penetrating ability to empathize ($p < 0.01$), and between the identification of empathy and sensitivity ($p < 0.01$); and negative – between indicators of the identification of empathy and its emotional channel ($p < 0.01$), and between indicators of the intuitive channel of empathy and attitudes that contribute to it ($p < 0.01$).

Since our hypothesis predicted only direct correlations between these indicators, it is only reasonable to assume that the ability to adequately interpret received information is manifested either through the ability to put oneself in one's partner's place, to adequately identify the non-verbal behaviour of partners, or through the ability to understand the inner world of the interlocutor, to create an atmosphere of openness and trust.

With regard to the ability to correctly convey information, which was studied at the level of the ability to achieve mutual understanding and to influence others as well as the ability to manage the non-verbal repertoire, they are all related to each other at a level not less than $p < 0.05$.

Next, we will consider the relationships between groups of indicators that characterize the different communicative abilities of biosuggestive psychologists (Table 1).

Table 1. The interrelationships between indicators of the communication abilities of biosuggestive psychologists

Indexes	ER	ST	SC	OB	S	MU	MNR
PA				0.438**		0.354*	
IE	0.496**	0.395*	0.391*	0.375*	0.414**	-	0.495**
S	0.416**	-	-	-	1	-	0.557**
MU	-	-	0.544**	0.524**	-	1	-
MI	-	-	0.472**	0.532**	-	0.667**	-
MNR	0.614**	-	-	-	0.557**	-	1

Notes: ER – ergicity; ST – sthenicity; SC – sociocentricity; OB – objectivity; S – sensitivity; MU – mutual understanding; MI – mutual influence; MNR – management of non-verbal repertoire; PA – a penetrating ability to empathize; IE – identification in empathy; * – correlations are statistically significant at the $p < 0.05$ level; ** – at the level of $p < 0.01$.

The data in Table 1 show that all of the communicative abilities of psychologists we studied are directly related to each other – namely, the ability to better interact with other people is enhanced by the ability to put oneself in one's partner's place, adequately identify their non-verbal behaviour, create an atmosphere of openness, trustworthiness, and intimacy during communication with them, which in turn allows one to better operate by means of non-verbal communication, and to achieve mutual understanding with the aim of the most effective transfer of information.

The study of the nature of the relationship between the indicators that characterize communicative abilities and the other indicators that determine the communicative characteristics of psychologists showed that all of the correlations identified with the agarmonium parameters of sociability are negative. That is, the insufficient development of communicative abilities, which is caused by anxiety, a negative assessment of one's capabilities, and so on, leads to a lack of desire to contact people, superficial judgments about sociability, the presence of certain operational obstacles in communication, and personal problems.

Thus, the majority of correlations between the indicators of communicative abilities and communicative tolerance are negative, with the exception of the positive nature of the relationship between the indicators of mutual influence and the desire to adapt one's partner to oneself ($p < 0.01$). Of particular note is the indicator of rejection or misunderstanding of the interlocutor, which is inversely correlated with four out of ten indicators of communicative abilities (at the 5% level of significance), as well as the general indicator of communicative tolerance, which has three negative correlations with these indicators ($p < 0.01$). These data show that high communicative tolerance is generally associated with better-developed communicative abilities.

As for the indicators of social autonomy, social adaptability, social activity and the general indicator of non-verbal communication, the hypothesis of their direct connection with the communicative abilities of biosuggestive psychologists is confirmed. These data allow us to conclude that the development of the communicative abilities of psychologists

is directly related to communicative tolerance, social activity, social adaptability, social autonomy, and the ability to perform nonverbal communication, but the aharmonic characteristics of sociability are associated with insufficient communicative abilities.

In this way, it has been proven that the manifestation of the communicative abilities of psychologists who are engaged in the suggestive techniques of influencing the personality can be studied at the level of their ability to better interact with other people, more adequately interpret the information received, and also more correctly transmit it, since these abilities are interrelated are interconnected and reveal reasonable positive and negative connections with the other communicative characteristics of the individual.

For the implementation of the third task of the research, those who had the highest and lowest levels of evaluations according to the indicators of the manifestation of communicative abilities were selected from the general sample of psychologists. The first group consisted of 12 respondents whose results showed high values for most of the above-mentioned indicators of communication skills. The second group consisted of 19 respondents whose diagnostic results, according to these indicators, turned out to be lower than the average values.

We then considered the differences in the expressiveness of indicators of communicative abilities in these groups (Fig. 1).

The data presented in Figure 1 (a) show that according to the average values of most of the indicators that characterize the harmonious indicators of sociability, the group of respondents with a high manifestation of communicative abilities demonstrates scores that exceed similar values in the group of respondents with a low manifestation of them. However, reliability scores according to the Student's *t*-test revealed that the difference is statistically significant at the level of $p < 0.01$ only for the indicators of ergicity, sthenicity, sociocentricity, meaningfulness, and objectivity. According to the aharmonic indicators of sociability (Figure 1 (b)), the average values for most indicators in the subjects with a low manifestation of communicative abilities are higher than in the group with a high manifestation of them, and this difference is statistically significant at the $p < 0.01$ level for the indicators of aergicness, awareness, personal difficulties, and at the level of $p < 0.05$ for the subjectivity indicator.

Comparing the average data on the indicators characterizing empathic abilities in the groups of respondents (Figure 1(c)), first of all, we note that the tendency toward the predominance of expressiveness in the group with a high manifestation of these abilities is marked by the indicators of rational and intuitive channels of empathy, the instructions that contribute to it, penetrating ability, and identification in empathy.

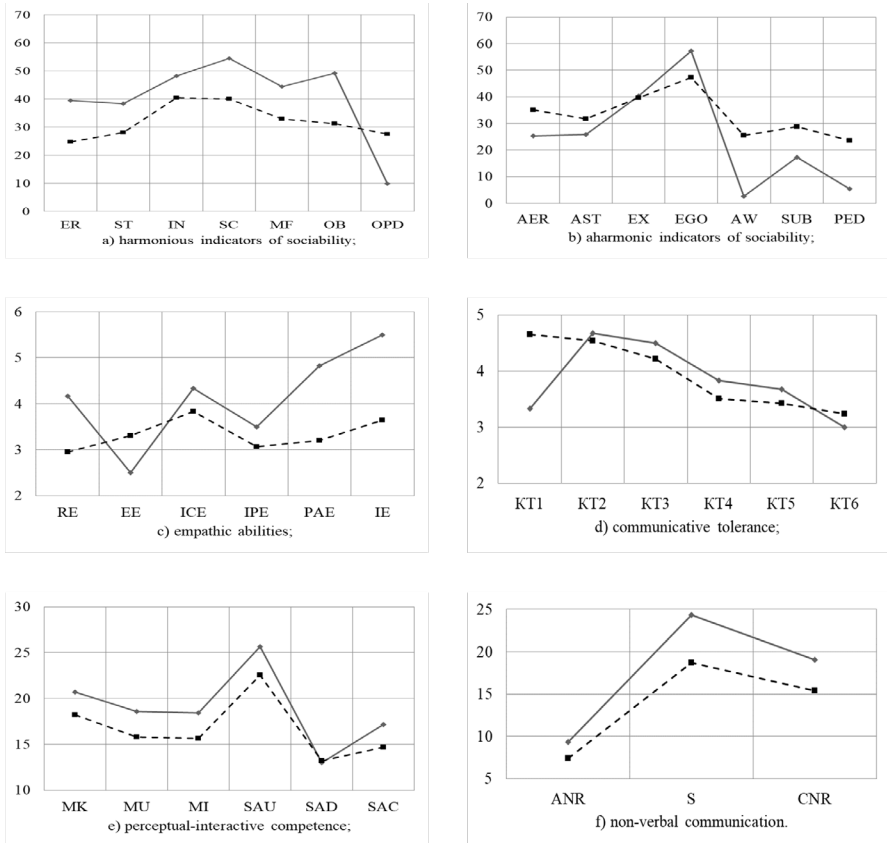


Figure 1. Average values of indicators characterizing communicative features in groups of psychologists with high and low communication abilities.

Notes: The following symbols and abbreviations are used in the figure and in the following text:

1. ER – ergicity, ST – sthenicity, IN – internality, SC – sociocentricity, MF – meaningfulness, OB – objectivity, OPD – operational difficulties, AER – aergicity, AST – asthenicity, EX – externality, EGO – egocentricity, AW – awareness, SUB – subjectivity, PED – personal difficulties, RE – rational channel of empathy, EE – emotional channel of empathy, ICE – intuitive channel of empathy, IPE – instructions that promote empathy, PAE – penetrating the ability to empathize, IE – identification in empathy, KT1 – rejection or misunderstanding of individuality, KT2 – using oneself as a standard in evaluating people, KT3 – categorical or conservative in evaluating people, KT4 – inability to hide or moderate unpleasant feelings, KT5 – desire to process, to re-educate a partner, KT6 – the desire to adapt to oneself, MK – mutual knowledge, MU – mutual understanding, MI – mutual influence, SAU – social autonomy, SAD – social adaptability, SAC – social activity, ANR – assessment of non-verbal repertoire, S – sensitivity, CNR – control non-verbal repertoire.

2. Groups of respondents:

—◆— with high manifestation; - -■- - with low manifestation.

However, a statistical test using the t -criterion showed that the differences were significant at the level of $p < 0.01$ only in terms of the indicator of identification in empathy, and also at the level of $p < 0.05$ in the indicators of the rational channel of empathy and instructions that contribute to it.

With regard to indicators of communicative tolerance (Figure 1(d)), the compared groups hardly differ in their severity. An exception is the indicator of the rejection or misunderstanding of individuality, the average value of which in the group of respondents with a low manifestation of communicative abilities is significantly higher than in respondents with a high manifestation of them ($p < 0.05$).

Turning to the average data for indicators of perceptual-interactive competence in these groups (Figure 1(e)), we note that they are higher in most indicators in the group of respondents with high manifestations of communicative abilities. However, the statistical test showed that such an excess acquires statistically significant values only for the indicators of mutual understanding ($p < 0.05$), mutual influence ($p < 0.05$) and social activity ($p < 0.05$). These data allow us to determine that biosuggestive psychologists with high communicative abilities are distinguished by a higher ability to influence the interlocutor's thoughts and greater social activity than their colleagues with low communicative abilities.

Regarding indicators of non-verbal communication (Figure 1(f)), the average expression of all relevant indicators is significantly higher in the group with high manifestations of communicative abilities, and this excess is confirmed by the Student's t -test ($p < 0.01$). Therefore, these psychologists are better able to use a diverse, harmonious and differentiated repertoire of non-verbal communication tools, are able to adequately identify the non-verbal behaviour of communication partners, arbitrarily control their own non-verbal communication tools, and have a better overall level of non-verbal communication than psychologists with a low level of non-verbal communication.

According to the logic of the research, the last step was to conduct a factor analysis in order to find the communicative characteristics that are most significantly manifested in the communicative activity of biosuggestive psychologists and demonstrate high communicative abilities. According to the results of the factor analysis, we obtained a structure consisting of four factors, which together explain 86.1% of the total variance of the characteristics under study (Table 2).

Table 2. Results of factor analysis in the group of respondents with high communication skills

Externality – the need for communication (32 %)		Internality – self-centeredness (19.7%)		Subjectivity – non-verbal influence (18.9%)		Mutual recognition – categoricalness (15.5%)	
+	-	+	-	+	-	+	-
EX (0.959)	OPD (-0.928)	IN (0.953)	EGO (-0.918)	OB (0.967)	CNR (-0.855)	MK (0.886)	KT3 (-0.855)
AER (0.954)	PED (-0.771)	PAE (0.884)	KT2 (-0.793)	MI (0.884)	S (-0.748)	AW (0.636)	SC (-0.798)
AST (0.935)	RE (-0.681)	SUB (0.723)	IPE (-0.703)	SAD (0.835)	GINVC (-0.741)	MU (0.607)	ST (-0.657)
KT5 (0.896)	ER (-0.618)	SAU (0.579)		ICE (0.81)			
CT (0.895)							
IE (0.888)							
MF (0.886)							
KT6 (0.794)							

Note: Rotation method – Varimax with Kaiser normalization (5 iterations).

As can be seen in Table 2, the first factor – “Externality – the need for communication” (32%) – includes indicators that demonstrate that when there is a belief in the futility of making any efforts to establish acquaintances and maintain contacts between people, the aharmonic characteristics of sociability increase, which are accompanied by a decrease in communicative tolerance.

Conversely, even in the presence of certain difficulties, the expressed need for communication and the ability to understand the inner world of the interlocutor contributes to a high level of communication skills.

The content of the second factor – “Internality – self-centeredness” (19.7%) – indicates that psychologists with a high manifestation of communicative abilities achieve effectiveness due to their tendency to rely on their knowledge, strengths and opportunities in interpersonal communication along with the ability to create an atmosphere of openness, trustworthiness, and intimacy during communication. In turn, concentration on satisfaction at the expense of only communicating one’s own needs, focusing on oneself as a standard

and the appropriate setting in the process of communication hinder the effectiveness of the communicative activity of biosuggestive psychologists.

The third factor – “Subjectivity – non-verbal influence” (18.9%) – explains that the combination of the focus of communicative abilities on solving practical issues of professional activity, the importance of the personal position in its organization, high adaptability and the tendency to rely on intuition contribute to the effectiveness of communicative activity, even under the conditions of poorly developed skills to manage non-verbal means of communication.

The content of the fourth factor – “Mutual recognition – categoricalness” (15.5%) – includes indicators that indicate that with a superficial understanding of the essence and functions of communication, psychologists in communicative activity rely on mutual recognition and mutual understanding, and vice versa: with pronounced categoricalness in people’s assessments, they tend to rely on one’s own altruism and optimism.

Conclusions

The results of this research supplement the insufficient number of works devoted to the study of the currently relevant aspect of the work of psychologists who have mastered the method of biosuggestion. The methods of measuring the communication abilities of biosuggestive psychologists can be used to improve the process of preparation for the professional activity of those seeking education in psychology, since they reveal the peculiarities and determinants of their development in psychologists who are engaged in suggestive techniques of influence on the personality. It is urgent to understand that biosuggestive psychologists with experience develop the ability to better interact with people due to a persistent desire to communicate, initiative and their breadth of contacts. These specialists have a tendency to rely on their knowledge, strength and ability, and understanding of the basic functions of sociability. They differ in the focus of their communication skills on solving practical issues in various types of activities. The ability to adequately interpret information is provided by their ability to put themselves in their partner’s place, to create an atmosphere of openness, trustworthiness, sincerity, and their somewhat weaker ability to understand the interlocutor’s inner world and intuitively perceive their emotional state. The ability to correctly convey information is realized thanks to sufficiently developed skills that enable them to understand the point of view of their partners, take into account their opinions, and arbitrarily manage their own means of non-verbal communication in accordance with the goal and situation.

What is important for practical activity is what was established in the correlation analysis; namely, that the communication abilities of psychologists are directly related to each other. Therefore, improving the ability to interact strengthens the ability to understand, interpret and transfer information.

It was established in the factor analysis that four factors are the most important

characteristics that determine the communicative activity of biosuggestive psychologists with a high level of communicative abilities: externality – the need for communication, internality – egocentricity, objectivity – non-verbal influence, and mutual recognition – categoricalness.

Ethics approval and informed consent

Informed consent was obtained from each participant.

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THE COMMUNICATION SKILLS OF PSYCHOLOGISTS WORKING IN THE BIOSUGGESTIVE METHOD

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Summary

Recently, in connection with the experience of traumatic events by the citizens of Ukraine, the use of biosuggestive practice to improve the psychological processes of affected persons has increased. Biosuggestion is now officially allowed and recommended as a form of rehabilitative work among the other intervention procedures of modern psychologists. We considered the essential characteristics of the communicative abilities of biosuggestive psychologists working in the method of biosuggestive therapy (biosuggestive therapists) as a symptom complex that includes a person's ability to interact with other people, to adequately interpret the received information, as well as to transmit it correctly.

In total, 40 participants took part in this study (where $M = 4.1$ years regarding work experience as biosuggestive psychologists). To determine the most essential characteristics of the communicative activity of biosuggestion specialists, the results of participants with higher and lower levels of communicative abilities from the general sample of psychologists were compared. The first group consisted of 12 psychologists whose results showed high values for most indicators of communication skills. The second group consisted of 9 psychologists whose diagnostic results turned out to be lower than the average values according to these indicators.

The quality and level of the ability to interact with people at the level of the harmonious pole of dynamic, emotional, regulatory, motivational, cognitive, productive and reflective-evaluative characteristics of sociability, determined according to the "Judgment test for studying personality sociability (JTFSPS)" methodology by A. I. Krupnov, are shown. It is also demonstrated that the ability to adequately interpret received information is determined by the level of development of empathic abilities (according to the method of V. V. Boyko), as well as by the sensitivity of a person to the non-verbal behaviour of others and their ability to adequately identify it (according to the method of expert evaluation of non-verbal communication created by A. M. Kuznetsova). It is summarized that biosuggestive psychologists can adequately interpret received information either through the ability to put themselves in their partner's place together with the ability to adequately identify the non-verbal behaviour of communication partners, or through their ability to understand the inner world of the interlocutor, creating an atmosphere of openness, trustworthiness, and intimacy during communication with them. It is shown that the ability to correctly convey information is manifested at the level of the ability to achieve mutual understanding, to influence others (according to the "Perceptual-Interactive Competence Test" method of N. P. Fetyskina), as well as the ability to

manage the non-verbal repertoire (according to the method of expert assessment of non-verbal communication A. M. Kuznetsova).

It was established in the factor analysis that the most essential characteristics that determine the communicative activity of a biosuggestive psychologists with a high level of communicative abilities are: externality – the need for communication, internality – egocentricity, objectivity – non-verbal influence, and mutual recognition – categoricalness.

Keywords: *communicative abilities, biosuggestion, verbal and non-verbal suggestion.*

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