

Competitiveness in the conditions of global instability: prospects of agrarian enterprises financing

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Abstract

In the article psychological strategies of human behavior in conflict situations are considered. The models of the process of rupture of conflict relations that can be realized in the management process are analyzed.

Keywords: conflict, conflict situation, strategy of behavior, communicative conflicts.

When there is a misunderstanding between people and even more controversy, it can lead to a communicative conflict that is seen as a special type of communication, a special condition of communicative behaviour of the people. Conflict is also characterized as communication, which manifests inconsistency in the actions of people who care about their interests. If cooperation and rivalry considered it's "healthy communication", then the conflict – as "unhealthy". Source communicative conflicts become actors of communication, cause - contradiction communicative goals and methods interactions that are used. The object of conflict it's interests. Feature communicative conflict it is that him participants almost never realize no matter, no object conflict. Reflection Conflict situation each one of him participants not corresponds to the real state of affairs. Such conflict becomes psychological, and therefore difficult is solved. On the one hand, the conflict considered as a method development him participants, and on the other - as evil, negative phenomenon, because he break up relationship between people.

What helps eliminate communicative conflicts? Psychologists point to communicative abilities or communicative competencies of this. Totality ideas about ways, actions and tools software communicative goals, implementation selected communicative roles and communicative competence man. At the same time we must understand that availability knowledge is not it means is, what such a man will never fall into conflict situation or even does not create it itself.

The experts call two such strategies for breaking the relationship: the first is the "strategy of the voice" - when the participants of the process during the negotiations try to find out the reasons that interfere with the relations, eliminate them and restore relations; the second is the "exit strategy" - when the participants finish the relationship. When using both the first and second strategies, the participants can carry out their intentions, following the following directions: "orientation to another", that is, an attempt not to harm the other party, and "self-orientation", that is, the desire to profit

at the expense of losses of the other party.

Depending on these orientations, the following directions of the relationship between the relationships are distinguished:

- mediated - is used "disguised" exit "when the initiator reports the gap relationships, but finished refuse from that if will receive some kind of benefit for yourself, or "dumb exit" when the parties know about the gap relations, but not discussed this is keeping it your own reputation. Indirect strategy are realized more slowly, and they give both partners opportunity to settle your relationships;
- direct - when initiator openly informs the other side of the gap relationship. But that's it he may to do, depending on from its own orientation, in the following ways:
 - "as a realized fact" - when the partner is declared to be terminated relationships without leaving no one opportunities for further continuation relations;
 - "as parting by agreement" - when the situation is debated without arguments, but and without hostility;
 - "as a conflict of accusations" - when they arise displeasure and desire search guilty.

Of course, named strategies and directions is most generalized model the process dissolution relationship. Impossible appreciate some kind of from strategies as the most effective. In real practice business relationships usually are used mixed forms actions. The manager is important be able to recognize the beginning of a possible one dissolution relationships from so that in if necessary or desire catch to take measures of preservation them.

Thus, the essence of economic security can be defined as a state of the economy and government institutions, which provided for the guaranteed protection of national interests, the independence of the chosen economic policy, social dimension of economic reforms sufficient defense capabilities even under adverse conditions of internal and external processes.

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