

PSYCHOLOGICAL MECHANISMS OF POLITENESS

Umurova Feruza Pirmamat qizi

Iqtisodiyot va pedagogika universiteti

O'zbek tili va adabiyoti kafedrası v.b dotsenti, f.f.f.d

Abdivassiyeva Jasmina

Iqtisodiyot va pedagogika universiteti

O'zbek tili va adabiyoti yo'nalishi 1-bosqich talabasi

Annotation: *This article analyzes the psychological foundations of politeness and the internal psychic mechanisms that generate it. Politeness manifests itself as an important communicative tool in interpersonal relations and is closely linked to such factors as social adaptability, level of empathy, and self-control abilities. The study examines the influence of intercultural differences, gender factors, personal characteristics, and social roles on the expression of politeness.*

Keywords: *politeness, psychological mechanism, empathy, self-control, social intelligence, communication.*

Politeness is an integral part of human social behavior and is formed in harmony with cultural, ethical, and psychological values. In social psychology, politeness is interpreted as a means of maintaining positive interpersonal relationships, preventing conflicts, and expressing mutual respect (Brown & Levinson, 1987). Identifying its psychological mechanisms helps to understand its role in communication processes and to increase effectiveness in interpersonal interaction.

A.A. Zalevskaya, who made a significant contribution to the development of this field in Russian linguistics, wrote about the task of psycholinguistics, emphasizing that “the main goal of this field should be to describe and explain the functioning of language as a psychic phenomenon.” In psycholinguistic analysis, the issue of linguistic consciousness also occupies a central place. “Linguistic consciousness is an internal process that involves planning and managing external activity through linguistic signs.” In particular, it plays a crucial role in the creation of text — the highest unit of communication. One of the key objects in psycholinguistic research of speech is the language user — the text creator and recipient. It is known that the text is created by a person and for a person. This indicates the anthropocentric nature of the activity chain involving text creation and its perception. In psycholinguistic analysis, there are both linguistic and non-linguistic factors that operate in the author-recipient relationship, and studying them in harmony enables achieving desired outcomes. Some studies devoted to the psycholinguistic analysis of text also emphasize the

importance of considering such features as creolization, structural discontinuity, and interpretability.

Politeness is closely connected with social intelligence. Social intelligence is a person's ability to understand the feelings of others, interpret them correctly, and act accordingly (Goleman, 1995). Politeness in many cases reflects a person's ability to help others avoid uncomfortable situations.

From this perspective, politeness is a manifestation of social adaptability. Politeness is closely connected with the ability of self-regulation. A person consciously controls their desires and emotions in order to show respect to others. This condition can be explained through Bandura's self-regulation theory. Politeness is often not spontaneous, but rather a conscious strategy adapted to the social context.

Another key psychological factor of politeness is empathy. Empathy is the ability to understand the emotions of another person and to "respond" to them emotionally (Davis, 1994). Mentalization (the ability to understand others' thoughts) is the cognitive form of this capacity. Politeness is shaped through both of these aspects: a person feels how others perceive things and, accordingly, adjusts their language, tone, and body language.

The emergence of politeness involves the following psychological stages:

1. Situational awareness

The person analyzes the context of the interaction, the interlocutor's social status, mood, and the existing relationship.

2. Identifying internal motivation and goals

Politeness is often based on internal motives: respect, the desire to make a good impression, or avoiding conflict.

3. Self-inhibition

Instead of automatic or impulsive responses, a socially acceptable response is selected.

4. Social adaptation and expression

A respectful, positive communication style is carried out through chosen behaviors or linguistic means.

The expression of politeness varies significantly across different cultures. For example, in Eastern cultures, politeness tends to reflect social hierarchy (as in Japan or South Korea), whereas in Western cultures, it is shaped more by values of individualism and equality. These differences can be explained through Hofstede's intercultural dimensions framework.

Politeness is based on complex socio-cognitive functions of the human psyche. Underlying it are mechanisms such as empathy, social intelligence, self-restraint, and cultural socialization. Politeness not only facilitates interpersonal communication but also enhances a person's social status, psychological well-being, and level of social

adaptation. From a psychological point of view, politeness is not merely a behavior, but a conscious choice and social strategy.

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