Socionics:
the effective theory of the mental structure and the interpersonal relations forecasting

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Socionics, the theory of informational metabolism, has developed a whole spectrum of new intellectual technologies used in personnel management, pedagogic, investigation of interpersonal relations in family, psychotherapy, for formation of effective workgroups and development of artificial intelligence systems. It is described the basic categories of modeling of the informational structure of psyche and the main principles of modeling of interaction between the subjects as the different types of the informational structures.
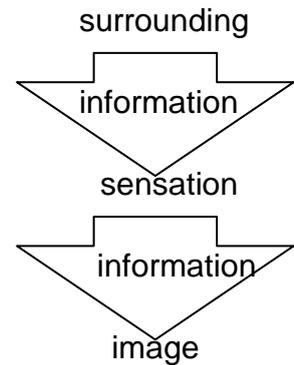
1. Introduction

The scientific basis of Socionics was created in early 70-th of the XX century by Aušra Augustinavičiūtė (Lithuania). Socionics is a further development of Jung typology transformed into a science of 16 psychological types of personality. A. Augustinavičiūtė used A. Kępiński concept of information processes in creating her own informational model of human mind - the "A" (Aušra's 8-element) models. This allowed describing various aspects of personality thinking and behavior by representing personality as a type of informational metabolism (TIM) with indication of its strong and weak sides.

This implied the possibility of describing and forecasting not only behavior of IM types, but relationships between such types as well. These relationships are conditioned by informational exchange between identical IM functions located at different positions in the IM model of types. Such description is an advance in the sphere of sciences about human being.

2. Basic categories of Socionics

2.1. Information metabolism

Information metabolism is the idea stated and developed by Polish psychologist and psychiatrist A. Kępiński. Its main idea notion concerns the integration between a person and his surroundings; the images built up by the person and the results of this interaction have an informational character. Just

surrounding

information

sensation

information

image

as the life of the body is dependent on the material (energetic) metabolism (the exchange with the environment by substance and energy, as well as the building of the body), the life of the human psyche is dependent on information metabolism.

The information flow affecting a person is not homogeneous, but has a definite spectrum including *logical*, *ethical*, *sensational* and *intuitive* components.

2.2. Psychological functions

Psychological functions are the particular abilities of a person to understand certain aspects of the world. These abilities give the images and notions that form a certain "grammar" of relationships between a person and the world including other persons. Nature permits these functions to develop differential in everyone, along with reception and production of information.

Ability to sense:
space — *sensation* (●)
matter — *logic* (■) (thinking)
energy — *ethic* (■) (feeling)
time — *intuition*(△)

Each aspect of information flow corresponds with its own psychological function.

In order to work out the type of model, each psychological function is given its own conventional name and symbol:

time	▲	*intuition* of potentialities	⎞
temporal relations	△	*intuition* of time	*irrational* functions
space	●	volitional *sensation*	
spacing correlations	○	sensational *sensation*	⎠

matter	■	business *logic*	⎞
material relations	□	*logic* of correlation	*rational* functions
energy	◣	emotional *ethics*	
power relations	◳	relational *ethics*	⎠

Fig. 1. The aspects of informational flow and the psychological functions.

			extrovert	ILE (Ir)	▲□
irrational	intuitive	logical	introvert	ILI (Ir)	△■
		ethical	extrovert	IEE (Ir)	▲◳
			introvert	IEI (Ir)	△◣
	sensoric	logical	extrovert	SLE (Ir)	●□
			introvert	SLI (Ir)	○■
		ethical	extrovert	SEE (Ir)	●◳
			introvert	SEI (Ir)	○◣
rational	logical	intuitive	extrovert	LIE (Ra)	■△
			introvert	LII (Ra)	□▲
		sensoric	extrovert	LSE (Ra)	■○
			introvert	LSI (Ra)	□●
	ethical	intuitive	extrovert	EIE (Ra)	◣△
			introvert	EII (Ra)	◳▲
		sensoric	extrovert	ESE (Ra)	◣○
			introvert	ESI (Ra)	◳●

Figure 2. The types of informational metabolism.

2.3. The type of informational metabolism

The type of informational metabolism may be considered in a specific person as a certain combination of psychological functions: *sensation*, *logics*, *ethics* and *intuition*, all in connection with *extroversion–introversion* and *rationalism–irrationalism*. There are 16 types of information metabolism (see fig.2) and each type has its own goal in society.

3. Socionic models

Modeling in modern science is a method of research, its main goal to make prognoses on the behavior of complex objects, which can not be studies directly. Possibility the most complicated of such objects is the person.

Socionics makes a model of the person and personal treatment and the main aspects of information about surroundings. The model examines in this review was suggested by Aušra Augustinavičiūtė, and hence called "model A".

3.1. The model of the type of informational metabolism

The model of the information metabolism type includes symbols of psychological functions, which form the structure. It reflects the notions of Socionics concerning the way of functioning of personal psychology.
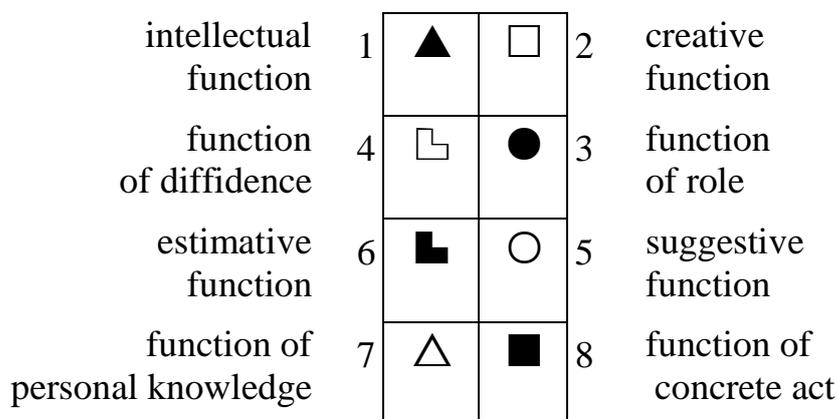

Fig. 3. The 8-element model of ▲□ (ILE).

A description of type may be given by "model A". The structure consists of 8 elements, each of which is filled by one of the 8 psychical functions (fig.4). An ele-

ment filled by certain psychical functions determines the way of treating the corresponding aspects of information.

The information flow is perceived simultaneously by all the elements. They are apparently resonant (each in its own way) to the received signal. Every element then treats that aspect of information, which corresponds to its psychical function.
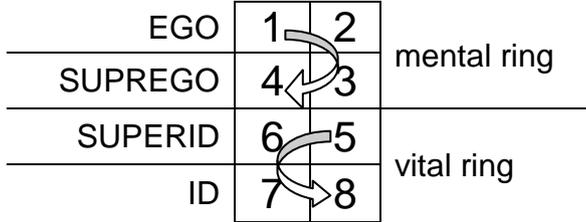

EGO	1	2	mental ring
SUPREGO	4	3	
SUPERID	6	5	vital ring
ID	7	8	

Fig. 4. The two rings of the socionic model.

The modern socionic model of information metabolistic type consists of two rings — mental (consciously realized personal activity) and vital (automatic, unrealized activity). The mental ring consists of two blocks of elements: EGO (creative block) and SUPREGO (block of social control); the vital ring also has two blocks: ID (block of individual activity) and SUPERID (block of individual control).

3.2. Diads and relations between types

The application of the conception of the A. Kępiński information metabolism leads to the laws of the information exchange between the psychical functions of the different types. Such an approach, unlike to the Myers-Briggs typology, provided to create the effective intertype transactions theory.

Two interacting types form a diad. There is only one kind of 16-th relationships between types in a diad: from *duality* (*complimentary*) to *conflict*. Two kinds of relations are asymmetric: relations of *social order* and *supervision*.

All 16 kinds of relations are visible in model analysis.

On figure 5 is an example of the relations between types ⌐▲ (EII) and ○◣ (SEI). They are the relations of *social order*, where one member of the diad acts as a *social transmitter*, the other as a *receiver*. The relations are evidence asymmetric. ○◣ gets a powerful intuitive program from the second element of ⌐▲ on its per-

ceptible suggestive 5th element, though its own sensoric program (from the 1st element) is perceived by ⌐▲ more critically (6th element). Wishing to be heard, ○◣ strengthens its activity, but once again does not receive the necessary response. In order to balance these relations ⌐▲ has to turn to the partner with small requests and advice as seldom as possible, and to apologize to ○◣ if he feels hurt (even if
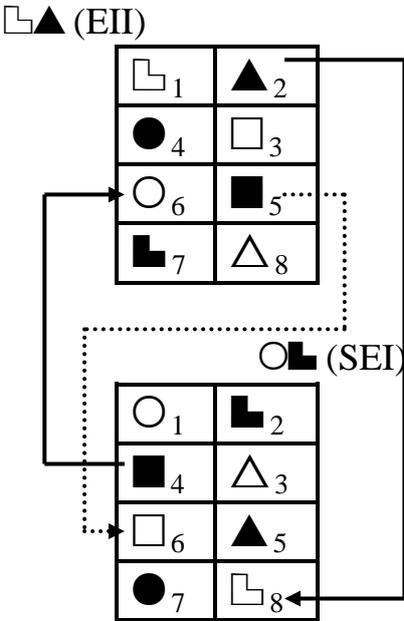
⌐▲ (EII)

⌐$_1$	▲$_2$
●$_4$	□$_3$
○$_6$	■$_5$
◣$_7$	△$_8$

○◣ (SEI)

○$_1$	◣$_2$
■$_4$	△$_3$
□$_6$	▲$_5$
●$_7$	⌐$_8$

Fig.5. The model of interaction between the two socionic types: ⌐▲ and ○◣.

⌐▲ does not know the reason for this offense). On the other hand ○◣ has to calmly to the expressions of his partner and to spend more time without him, affording him periodic "sensoric holiday".

Here we do not have not pure conflict, but the asymmetry of interactions created a certain tension. In order to decrease this tension you should know and use special methods of correcting relations.

There are 256 relations between types, each of them having its own specific character.

An analysis of the models allows us to describe all 16 kinds of relations and to obtain a number of useful, empirically confirmed regularities.

↓Myself \ Partner →	▲□	○◨	◨○	□▲	◨△	□●	●□	△◨	●◳	△■	■△	◳●	■○	◳▲	▲◳	○■
▲□	I	D	A	M	O+	S+	Cp	Is	Se	C	Q	Cf	o	s	Cg	Sd
○◨	D	I	M	A	S+	O+	Is	Cp	C	Se	Cf	Q	s	o	Sd	Cg
◨○	A	M	I	D	Cg	Sd	o	s	Q	Cf	Se	C	Cp	Is	O+	S+
□▲	M	A	D	I	Sd	Cg	s	o	Cf	Q	C	Se	Is	Cp	S+	O+
◨△	o	s	Cg	Sd	I	D	A	M	O+	S+	Cp	Is	Se	C	Q	Cf
□●	s	o	Sd	Cg	D	I	M	A	S+	O+	Is	Cp	C	Se	Cf	Q
●□	Cp	Is	O+	S+	A	M	I	D	Cg	Sd	o	s	Q	Cf	Se	C
△◨	Is	Cp	S+	O+	M	A	D	I	Sd	Cg	s	o	Cf	Q	C	Se
●◳	Se	C	Q	Cf	o	s	Cg	Sd	I	D	A	M	O+	S+	Cp	Is
△■	C	Se	Cf	Q	s	o	Sd	Cg	D	I	M	A	S+	O+	Is	Cp
■△	Q	Cf	Se	C	Cp	Is	O+	S+	A	M	I	D	Cg	Sd	o	s
◳●	Cf	Q	C	Se	Is	Cp	S+	O+	M	A	D	I	Sd	Cg	s	o
■○	O+	S+	Cp	Is	Se	C	Q	Cf	o	s	Cg	Sd	I	D	A	M
◳▲	S+	O+	Is	Cp	C	Se	Cf	Q	s	o	Sd	Cg	D	I	M	A
▲◳	Cg	Sd	o	s	Q	Cf	Se	C	Cp	Is	O+	S+	A	M	I	D
○■	Sd	Cg	s	o	Cf	Q	C	Se	Is	Cp	S+	O+	M	A	D	I

Fig. 6. The intertype relationships chart.

Symbols in the table mean the kind of relation between types, for example:

Inside quadra: D — *duality* is the best relation in marriage, friendship and collaboration. The *dual* person is always interesting, his presence is not bothersome. He understands, gives helpful advice and needs support himself.
I — *identity*, **A** — *activation*, **M** — *mirror*,

With orthogonal quadra: C — *contrast*, **Q** — *quasi-identity*, **Se** — *superego*, **Cf** — *conflict*.

Asymmetric relationships: *supervision*: S+ - I am a supervisor, s - I am a supervisee. *Supervision* is in charge areas of weakness. A supervisor constantly and especially noticed is difficult. Both people suffer, especially the one being a supervisee.
social order: **O+** —I am a transmitter (instructor), **o** - I am a receiver (instructee),

Neighbor quadras: Sd — *semiduality* (supplementary), **Is** — *illusion*, **Cg** – *congenerity*, **Cp** – *cooperation*.
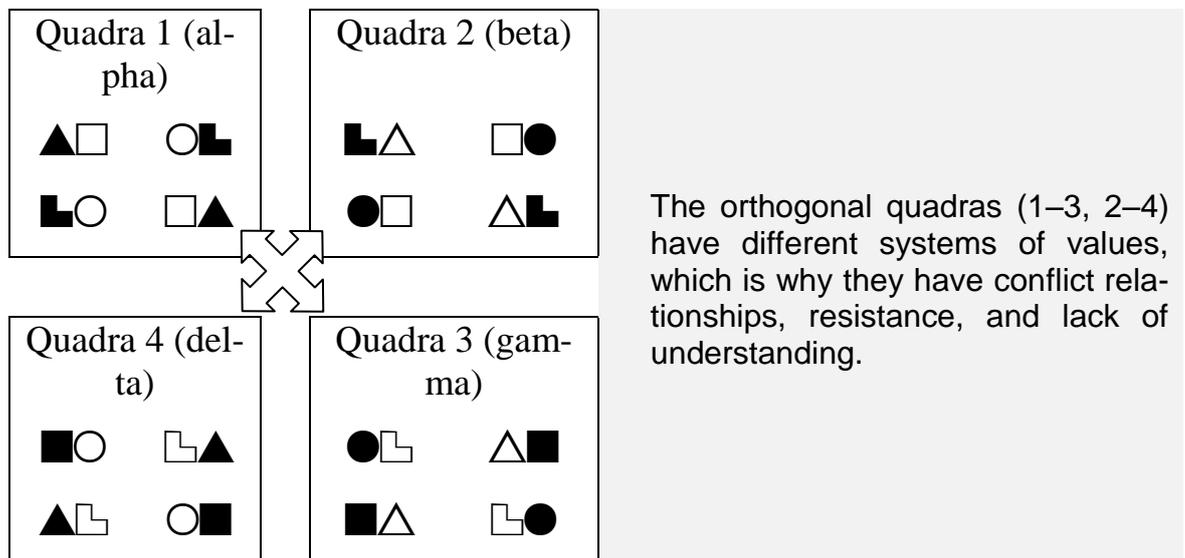
4. Socion, Quadras

Common values — behavior regulations, associations, attitude to the world, criteria of estimation, etc. — unite the corresponding types of informational metabolism into four quadras.

A quadra comprises a team of four types having a common system of values.	Time spent within a quadra wholly memorable.

With in your own quadra you are always understood and never blamed, you are listened to with pleasure and given considerable quadra interesting and valuable information. A person in his own uses his creative potential completely (because all his actions, within the bound of his own distinctive type, are expected and stimulated). A person works most effectively (within the limits of specialization of the quadra) and has the most positive relaxation. A quadra has a physiotherapeutic effect: it alleviates stress, increases vitality, improves psychological and physical health.

Socion is the system unit of four quadras in accordance with their valuable and functional features.

Quadra 1 (alpha)

▲□   ○◣

◣○   □▲

Quadra 2 (beta)

◣△   □●

●□   △◣

Quadra 4 (delta)

■○   ◰▲

▲◰   ○■

Quadra 3 (gamma)

●◰   △■

■△   ◰●

The orthogonal quadras (1–3, 2–4) have different systems of values, which is why they have conflict relationships, resistance, and lack of understanding.

Here is an example of socion's function, corroborated by analysis of the number of stages of mankind's technical-scientific and social development — the so called **evolution of idea**:

- – generation of idea, working out suggestion, the pro-   – 1st quadra;
ject
- – realization of project, introduction and assimilation   – 2nd quadra;
of results, fixation of idea as system of knowledge
- – critical recomprehension of idea, exposure of defects   – 3rd quadra;
- – elimination of defects and bringing to perfection,   – 4th quadra.
mass realization of ready product, technology

One of the four quadras "specializing" for a given question is responsible for its own aspect of the development of an idea. This phenomena is also confirmed by historical processes.

5. Applications of Socionics

The purpose of any technology is to increase the efficiency of social and productive activity of the man and society as a whole and to improve the conditions of life.

The theory of information metabolism of individual and social mentality — socionics[1] [1-6] — during its development has promoted a creation of a lot of humanitarian, social, political and information technologies connected with existence and activity of the man, covering all sphere of existence and activity of society, state and civilization.

The table of intellectual socionic technologies

Humanitarian technologies	Methods of training, organization of system education, family, psycho-informational compatibility, models of mentality and their practical application; psychotherapy; deep psycho-analysis, medicine.
Social technologies	Personnel management (selection and arrangement of the staff); an integrated informational portrait of organization;

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[1] Russian Academy of Natural Sciences has admitted Socionics as discovery in 1995. And its founder - Aušra Augustinavičiūtė - has been awarded with diploma on discovery and with medal of P. L. Kapitza.

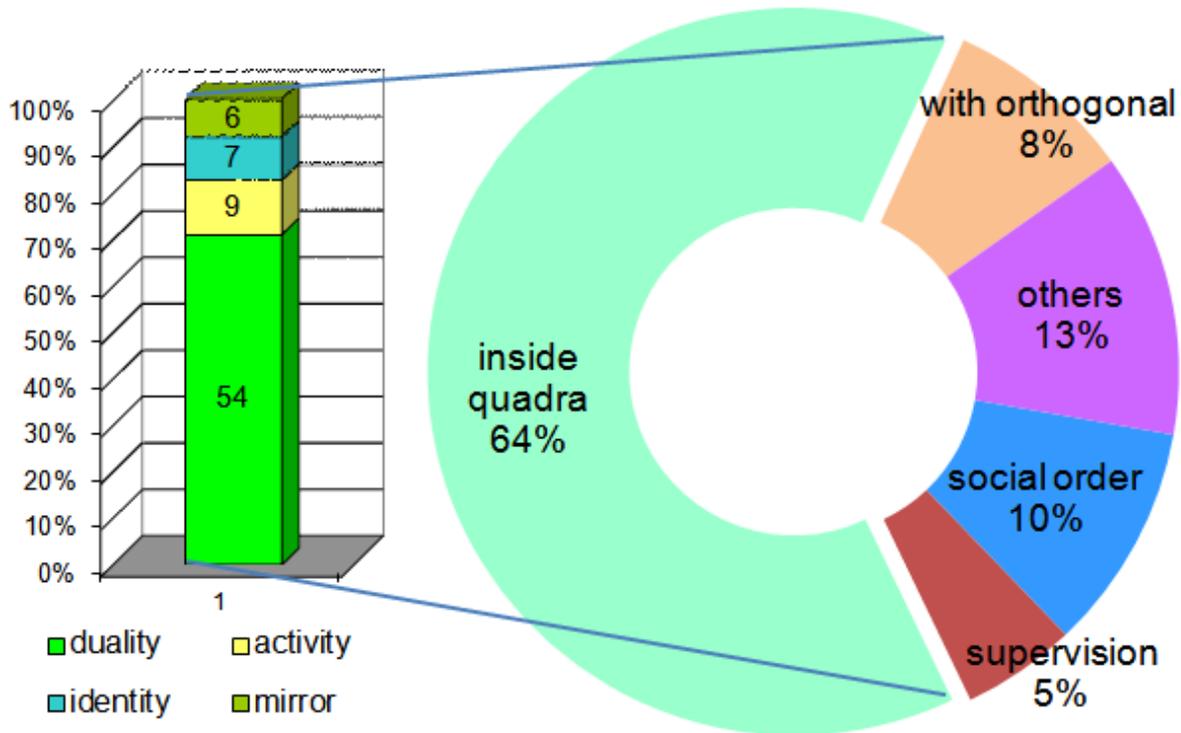|	revealing of weak features; creation of highly effective collectives for the certain purposes; administrative reforms; economic reforms and their ideological maintenance; reforming and reduction of army number; formation of "brain storm" groups, of "cells of quality".
Political technologies	Integrated socionics; ethno-socionics; definition of ethnos and state mentality; methods of propaganda and agitation, advertising; formation of ideologies, realization of home and foreign policy; elective technologies with the account of the voters mentality; interaction of politicians and nations; the international relations; interaction between the states; the international relations; system interaction of ethnoses and super-ethnoses; problems of the state information security; creation of the state image abroad; development of the legislation, sphere of the law.
Informative technologies	"Human-system", "operator-computer" problems; types of interaction with technical and electronic systems; new technologies of processing of the information; adaptive interfaces; creation of artificial intellect.

5.1. Humanitarian technologies

The socionic methods not only describe structures of personal mentality, but also predict interactions and relation between the people. Socionics allocates 16 types of the relations — from most attractive and comfortable up to disputed. The understanding of a nature of these relations helps to solve a number of problems of the interpersonal relations, including aspects of psychological and sexual compatibility.

The researches of married couples have shown that the family relations submit to the laws, which are opened by socionics [22].

The study of socionic type allocation in casually selected married couples confirmed the main rules of the theory of intertype relations in socionics. So, the dual relations (full addition) make 45% and the intraquadral relations make 64% of investigated couples.

Socionic technologies are used in family consultation (relations between the parents, children, and problem of education etc.) [56, 60, 61].

Intertype relationships within couples

The structure of the human mentality, which is reflected in types of mentality (so called types of information metabolism), is developed and described in effective models in socionics. The socionic description of mentality type gives deep understanding of thinking style, motivation and actions of the concrete person, strong and weak features of his mentality, ability to perceive and to process the various information, which he separates to different aspects of information flow. Therefore the socionic methods are applied to pedagogics. The features of the information assimilation are determined by type of mentality (or by psycho-informational type). Therefore socionics prompts the form of training and stimulating of the pupils, peculiarities of teaching methods for various type groups, advisability of those or other subjects teaching in the certain age. Socionics enables also **to form optimal educational groups,** the progress and discipline of the pupils considerably rise in a result [35, 36, 50, 63].

Knowing socionic methods the teachers and tutors can effectively cooperate with the pupils both at a personal, and at a group level.

Socionics offers **new technologies for organization of educational process**, op-

timizing training [30-32, 64-66, 70]. Thus it is possible to increase volume of educational material with simultaneous increase of its assimilation degree. Load on the pupil mentality is reduced because he works on most advanced mental (psycho-informational) functions and less advanced functions are reasonably training.

Thus, the application of socionic technologies in pedagogics enables **to intensify the training process** with complete development of the person of pupil in conditions of information explosion.

Knowing the bases of socionics parents can more adequately approach to educational process of their children, to determine their natural propensities. Socionics is used actively in work with the teenagers for the decision of their problems [60, 61, 63].

Socionics also expands the methods of deep psychoanalysis, allows to conduct therapy of a number of mental frustration more effectively [40–44, 46, 82]. For example, in drug-abuse clinics the effective socionic methods for the patients are developed and demonstrate good results [59, 75].

The knowledge of psycho-informational structure of a type allows proposing the reasonable recommendations **for professional orientation and professional suitability** [33, 34, 74, 76]. These recommendations are confirmed by long-term research of real industrial collectives by staff members of the International institute of Socionics [24].

In medicine it was revealed, that the selection of the people by the certain groups of types enables to carry out group psychotherapy more effectively. And the selection of the patients in groups with the comfortable relations due to their optimum psycho-informational interaction significantly reduced (in 1,3-2 times) time they stay in hospital ward (after operations, in recreation etc.). At the same time adverse relations in small groups result in aggravation of chronic or in occurrence of new psychosomatic diseases [62, 79, 83].

The predisposition of psycho-informational types to certain diseases was also discovered, connections with the concepts of east medicine were traced, and the rec-

ommendations for prevention of a number of diseases are offered [3].

The socionic methods have appeared to be the perfect tool in such humanitarian sciences as philosophy, literary criticism, linguistics and history [37, 39, 48, 51, 54, 58, 73, 76, 77].

5.2. Social technologies (management, production, business)

The socionic knowledge allows organizing business management or production more effectively. Firstly, this means **an optimum selection of the staff and its arrangement with the account of psycho-informational compatibility**, which provides both business, and psychological compatibility. Thus **the creation of the rallied adherent teams** with high efficiency, in which mutual strengthening and support of actions each other take place, is possible. **The International Institute of Socionics (IIS) has the 14 years collaboration experience with the 87 Russian and Ukrainian enterprises, and we have proved the high effectiveness of our methods, designed for the collectives formation due to the socionics compatibility principle**. The business compatibility is determined by the behaviour strategy nearness in respect of different types, formatting the stable groups. The researches **shown high efficiency of application of socionic technologies** in management during reorganization or formation of collectives of any structure — administrative, productive, commercial, law-enforcement, service or trade — for the certain task, taking into account the person of the chief [19, 15, 24, 33, 34, 38, 49, 52, 62, 68, 69, 72].

Social socionic technologies allow determining a level of comfort or discomfort for each member of collective, his **efficiency** in the certain collective. The knowledge of integral type of collective as a whole also helps the chief to operate it more effectively, to understand its problems and processes, occurring in it. So, the staff members of the International institute of Socionics have made a prognosis of strike in collective half-year before it has taken place, analyzing socionic factors of interaction in a managing part. It could be prevented, if these warnings have listened to. Bad psycho-informational interaction in administration of the enterprise

and inability to react adequately to problems of the collective was the reason of strike [24].

Socionic technologies allow to open human potential, to use psycho-informational resources of individual and social mentality.

Many aspects of design and architecture concern to social technologies produced by socionics: what for one type of the person is pleasant and harmonious, for another can look ugly or disharmonious. Therefore taking into account type and other aesthetic-information values allows offering optimum variants in this field.

The problems of engineering psychology are also closely connected to these problems. With the help of socionic methods it is possible to create the engineering decisions on designing and trimming of premises, technical devices and systems, which are optimum suitable for the workers. New methods are also developed for problem "human-system", "human-computer", which optimize interaction of the human with complex technical and electronic systems according to his features of psycho-informational perception and reactions [12]. This is **especially important in management of such systems, as atomic power stations**, chemical manufactures, rocket complexes, etc., where the mistake of the operator can result in serious consequences.

By socionic methods it is possible to determine types of interaction of the human with technical systems, and also **to predict the tendencies of development of such systems** [25, 29].

The new laws of structuring by the human consciousness of different volumes of the information, including memory and thinking, were open in socionics. This gives new opportunities for advertising, management, and creation of new computing algorithms and systems of information processing [18].

Works on using of socionic methods in artificial intellect systems are conducted at present, because only taking into account a real psycho-informational structure of mentality, described in socionics, **enables to simulate human intellect all-roundly**. The similar works on creation of the adaptive computer interface, adapt-

ing for the concrete operator or user are carried out [12].

5.3. Socionic technologies and society

The methods of integral socionics have enabled to establish precise structure of ethnos mentality. The knowledge of this structure, system of perception and estimation of the reality, cultural and historical ethnos features and its state structures has helped to create a number of **social and political technologies directed on optimum control of the ethnos or the state**, improvement of conditions of their vitality and existence. So the definition of integral types of ethnoses or nations helps to understand the strong and weak features of concrete ethnos, origins of its problems and difficulties, to give the concrete recommendations for overcoming (or indemnification) them [8, 11, 16, 37].

At present International Socionics institute has investigated in detail psychoinformational structure of the majority of large ethnoses and states of Europe, America and Asia, has constructed effective psycho-informational models of their functioning, which describe well processes occurring in these countries. For example, the structures of ethnoses of Russia, Ukraine and USA are given in fig.7. The strong features and problems of ethnos are well visible. So, the *business*, money *logic* (■) in USA psycho-informational structure is a leading function of perception and action of American mentality, that determines a level of economic development of this country and its leading role in this field at a global level [9]. At the same time in Russian or Ukrainian psycho-informational structure this function is in a problem zone — hence complications with realization of economic reforms in absence of the purposeful program of psycho-informational adaptation of the country to reforms [11].

The knowledge of psycho-informational structure brings appropriate **social technologies for the state government**. It is possible to determine easily expediency of that or those steps, as far as they will be accepted by a society. So, the economic reforms in Russia under a management of E.Gaydar were carried out under the recipes developed in conditions of western ethnoses and countries mentality, which

sharply differs from Russian. Not taking into account of this circumstance has caused unexpected huge inflationary jump as a result of reaction of one mentality type on actions of other mentality type [11]. Meanwhile **due to the count of psycho-informational structure** of the peoples of Russia, Ukraine and other countries of CIS **it is possible to propose the recipes on optimum realization of economic and social reforms** with the minimal expenditures.

System character of tensions and instability in a society, character of its political, social, humanitarian and cultural preferences are easily determined by the socionic methods, the structure of motivation and cultural installations of the people or ethnos, including their regional variants is revealed and ranged. So, our study of problems of alcoholism and drug addiction has shown their precise connection with structure of ethnos mentality (for example, Russian). It is possible to offer the concrete social programs on struggle with these problems [19].

The opening of the laws of ethnoses and states structure evolution as a psycho-informational systems (so-called **law of quadra change** [Bukalov, Gulenko, 1988]) allows to describe adequately and to predict historical and socio-political processes occurring in a society [14].

Socionic technologies have appeared to be the perfect tool for forecasting of political process [8].

Knowing structure of nations and ethnoses mentality, socionics can analyze the international relations, which frequently are the sources of conflicts. The features of interaction of various nations in the multinational states, such as, for example, Russia, are well described. This also concerns the problems of organized criminality frequently having regional or national character.

But the international relations are a part of interaction of the states and nations on the international arena. Many **aspects of the relations between the countries** could be described by methods of integral socionic. The majority of the conflicts are connected with collisions of the state mentality expressed in their foreign policy. Collision of USA with Iraq or Serbia or other countries, conflict between Israel

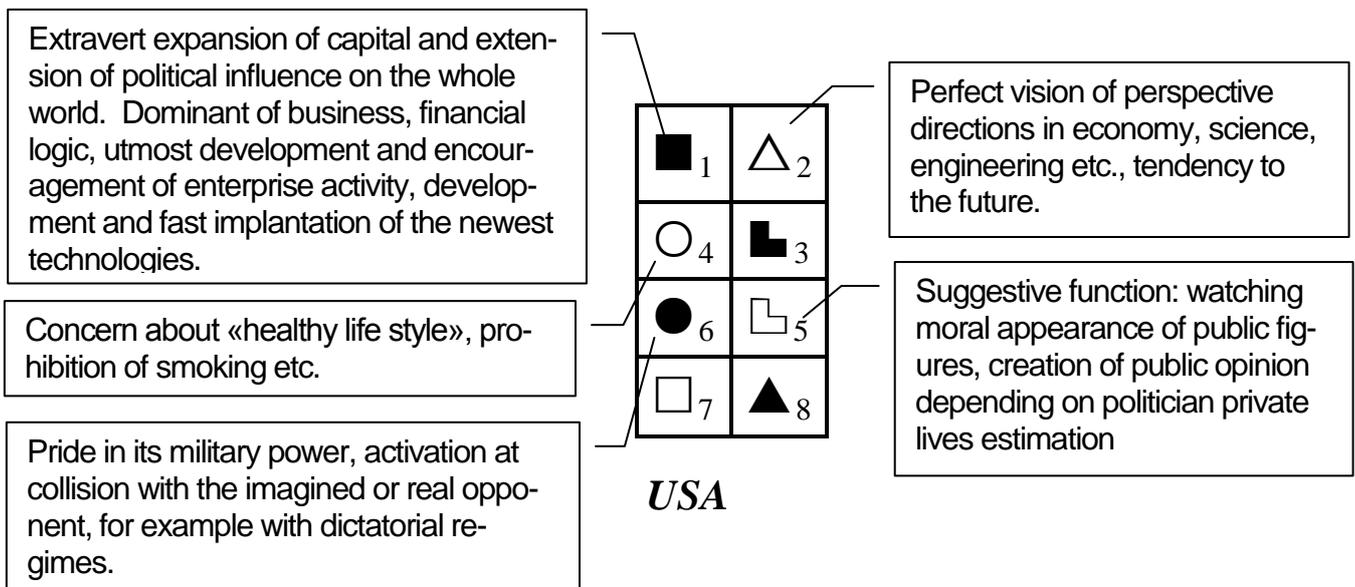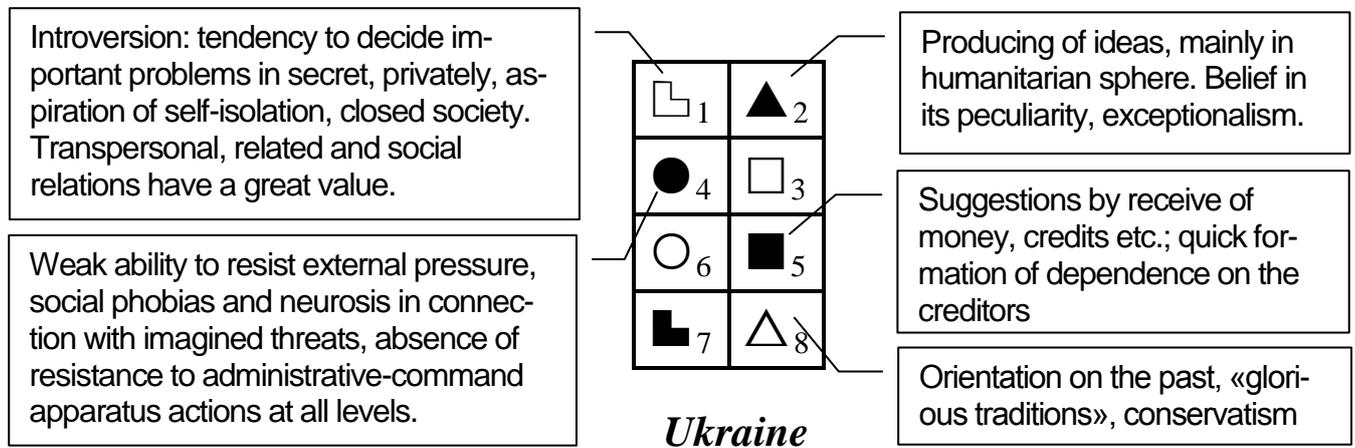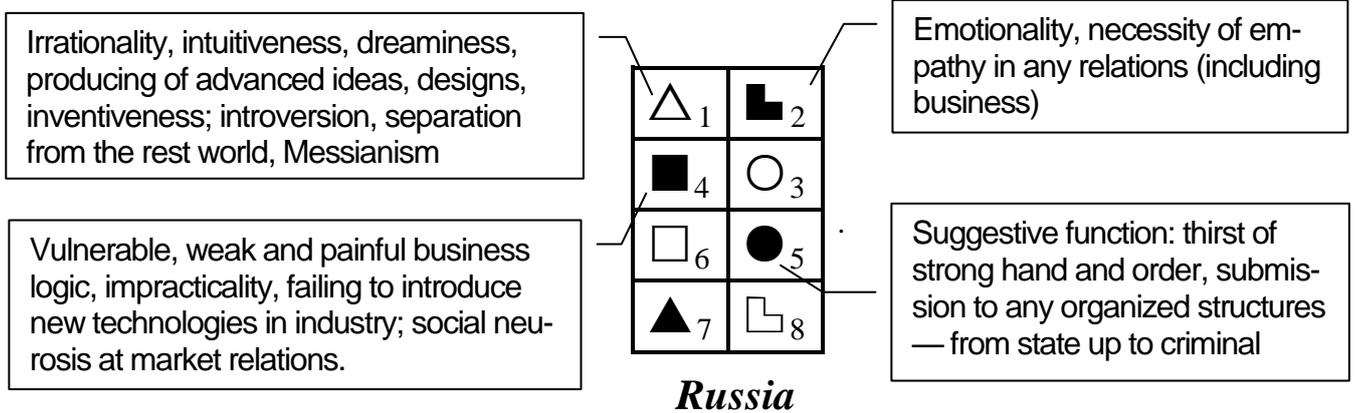and Arabian states are naturally explained by integral socionics [8-11, 71].

Irrationality, intuitiveness, dreaminess, producing of advanced ideas, designs, inventiveness; introversion, separation from the rest world, Messianism

Emotionality, necessity of empathy in any relations (including business)

Vulnerable, weak and painful business logic, impracticality, failing to introduce new technologies in industry; social neurosis at market relations.

Suggestive function: thirst of strong hand and order, submission to any organized structures — from state up to criminal

Russia

Introversion: tendency to decide important problems in secret, privately, aspiration of self-isolation, closed society. Transpersonal, related and social relations have a great value.

Producing of ideas, mainly in humanitarian sphere. Belief in its peculiarity, exceptionalism.

Suggestions by receive of money, credits etc.; quick formation of dependence on the creditors

Weak ability to resist external pressure, social phobias and neurosis in connection with imagined threats, absence of resistance to administrative-command apparatus actions at all levels.

Orientation on the past, «glorious traditions», conservatism

Ukraine

Extravert expansion of capital and extension of political influence on the whole world. Dominant of business, financial logic, utmost development and encouragement of enterprise activity, development and fast implantation of the newest technologies.

Perfect vision of perspective directions in economy, science, engineering etc., tendency to the future.

Concern about «healthy life style», prohibition of smoking etc.

Suggestive function: watching moral appearance of public figures, creation of public opinion depending on politician private lives estimation

Pride in its military power, activation at collision with the imagined or real opponent, for example with dictatorial regimes.

USA

Fig. 7. Fragments of Russia, Ukraine and USA ethnos mentality models

Socionics can give the direct recommendations for interaction with the concrete state and its leaders, prognosis of their actions. This also concerns a state of mind and possible acts of the politicians, who could come to power. Socionics also allows describing of psycho-informational structure of corporations and international organizations, such as the International Monetary Fund (IMF). This allows to estimate at once **an acceptability of the recommendations of similar organizations for certain country**: because it is no secret, that the majority of the IMF projects in the developing countries were unsuccessful due to ignoring of national mentality and cultural features.

At the same time taking into account this phenomenon helps to create by socionic methods **the adapted programs of economic development,** which are not included in the tough contradiction with local customs and traditions. The correctly organized information campaign in the developed countries could ensure the investments and positive attitude of wide public circles of these countries to activity of the government, its home and foreign policy.

The characteristics of such mentality groups as super-ethnoses, consists in the certain similarity and identical relation to the representatives of other group. So, for example, Lithuania, Latvia and Estonia form group mentally distinguished from other countries of the former USSR. They gravitate to Western European super-ethnos. Not casually the citizens of the USSR considered East-country as "Soviet West" at a level of ordinary consciousness.

Integral socionics allows to analyze the similar contradictions and to formulate principles of effective elucidative and propaganda activity in other super-ethnoses for adequate perception of the information by them. Otherwise information and motivation of different mentality are not perceived: the opinion about wiliness in behavior of another super-ethnos representatives and necessity of their punishment, introduction of the political, economic and military sanctions affirms in public consciousness.

Therefore **political technologies developed by socionics could become the effective tool of foreign policy of the state, the tool for its information security**

maintenance.

6. Conclusion

Thus, **socionic technologies cover all spheres of humanitarian, social, productive, economic and political activity of the man**. Socionics acts as the metalanguage allowing operating huge amount of information in curtailed, packed form. It just as in small weight of substance, according to A. Einstein, the huge energy contains.

The human civilization enters a new phase of its development, in which information technologies, such as Internet, are determining. Socionics, in turn, offers psycho-informational technologies, which allow human consciousness to be on the same level with achievements of information and electronic technologies. It is known that when human thinking is behind technical development of a society this result in huge quantity of social problems.

In Ukraine, Russia and Baltic countries the socionics methods, designed for the effective labour groups formation, are used in management, pedagogy, psychotherapy and family consulting.

Being an independent organization, **the International Institute of Socionic is open for cooperation with state, public and private structures in training socionic technologies and their practical application**. The IIS is the leading organization in this branch; it publishes the three science-practical journals ("*Socionics, mentology and personal psychology*", "*Management and Personnel: Psychology of Management, Socionics and Sociology*", "*Psychology and Socionics of interpersonal relations*") and organizes the annual scientific conferences within this problem. More than 800 scientific works, 40 books and handbooks were published. The XXX International conference "Socionics and psychology" will be held in September 2014 (http://socionic.info).

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