

Verbal Aspects of Demanipulation. Complex System Approach

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Abstract

The problem of necessity of demanipulation in the context of the modern society is analyzed. Today manipulation towards one person and the whole society groups is increasing, So, it's very important to understand the way and methods of the demanipulation. To understand this it is necessary to analyze the problem of phenomenological basis of the manipulation – demanipulation. In this article we try to show that the phenomenological basis of the problem manipulation – demanipulation is connected with deep levels of human perception and communication.

Keywords: Manipulation, demanipulation, communication, language, perception

1. Introduction

We live in the society where we could observe increase of manipulation towards one person and the whole society groups. Of course, today we understand better a lot of methods of manipulation but we still couldn't protect ourselves enough. There is a huge amount of different editions of applied character teaching us how to manipulate others and at the same time not to be manipulated. But the problem of phenomenological basis of manipulation is not well understood. The problem of manipulation – demanipulation is connected with deep levels of human perception and communications, as communication is impossible without perception. So, in order to understand how to put demanipulation in action we have to understand methods of manipulation.

2. Results and discussion

To analyze verbal aspects of manipulation we have to use complex system model of communication. [1]. This model of communications includes data processing and investment by their sense during the process of the modeling of one's experience in the process of transition from the deep structure of one's experience and deep structure of language to the superficial. According to the complex system model of communication one word is attractor condition. When one word gets sense from the surface level, the whole system of transition of the deep experience structure is activated. During the process of the representation of the sense of one word this word plays the role both of the frame and an anchor. At the same time this word connects individual experiences while transiting to the deep level of language and the person's experience. It is complex relationship

between one's own experience and the word that permits manipulation and self-manipulation to be put in action. Conscious provides the word by sense of the event to which the attention is directed and this affects the way we imagine attractors conditions and structure of frames, it is very hard to catch this process as it is spontaneous and unconscious. Processes of generalization, omission and distortion [2] of information while transiting from deep levels to surface give us the possibility to explain as reframing, the speech paradoxes. To interpret experience as a process we need verbs. Abstract verbs could cause the situation when the parts of the whole logic semantic representation could be omitted in the surface structure. The role of demanipulation is to recreate the whole deep structure of the experience and language. To achieve demanipulation we have to recreate the whole language representation. To understand the way one word obtains the sense is very important to show how the deep structures of language are connected with one's experience. Process approach to language gives us a chance to understand the deep structure of language in terms of connected processes that permits us to find out connection between the language and one's experience in easier way, to activate relation with memory of concrete things, that gives sense to our speech. The process approach permits to create principles in order to define reframing, that is necessary to understand if manipulation takes place or not. In the process of transition from deep structure of language to the surface structure the word that in the deep structure represents process in the surface structure becomes an event. This process is known as the nominalization process. When we represent process as events we can not exercise control over these processes. But we can not analyze every word from the point of view of the process. But it is in the process [2] the word show its sense. In the process level we have the possibility to see the sense of word, which are represented as nouns in Indo Europeans languages, pointed things [3]. They contains in themselves marks, anchors an attractors. It is the only one way to interpret the experience using the verbs and

processes. One event has sense only when it is included into the process. Process complex system approach to language permits to show the deep structure of language in terms of correlated processes, that gives the possibility to make connection with experience more direct and makes easier the connection with memory of things we have passed through, that gives sense to our speech. Communication that leads to the reframing with negative implementation is manipulation. The result of communication will be positive if the recipient of communication will be in the profit position, and the implementation will be negative, if the recipient will be in the loss position. The context of influence can be formalized by means of the theory of games [1]. We introduce the category "purpose" (we put concept "purpose" in inverted commas as we use it in a context of the theory of games). In the context of the theory of games manipulation while communication leads to the unconscious reframing at the addressee of communication. The addressee of communication in this case doesn't understand how the degree of the achievement of his purpose is changing. The worse situation takes place in case when the achievement of the addressee purpose changes to worse, that could cause some damages (he feels worse or he is missing something). As we can follow the process of conversion from surface structure of language to the experience and to define purposes and attractors and their hierarchy, all this gives us possibility to analyze communication session both from the point of view the message sender and receiver. Like this we

can understand the mechanism of impact sender of message produce. It is very important for us to make clear correlation between purpose and sense at the deep level (of language and experience). As this level is basic for word structure of common event language oriented towards the achievement of the purpose. In the communication session we have two participants, each of them has his own purpose. To achieve their purposes each of participants uses the meaning of the surface language level but this level is connected with the deep level.

3. Conclusions

To optimize communication and to avoid manipulation it is very important to eliminate manipulation elements from the speech, to realize the true purposes of participants of communications, both the sender, and the addressee (in the process of communications they exchange their roles). If the sender and the addressee have opposite purposes, obviously, manipulation attempt will take place.

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