

difficulties in the process of professional self-determination of future specialists points to the need for targeted, prolonged work aimed at optimizing the professional self-determination of student psychologists. The MAC deck we propose is aimed at working with student psychologists in the sphere of professional self-determination issues and aims to increase the effectiveness of the processes of professional development and self-determination; enhancing the emotional stability of students; formation of skills of reflection and professional self-awareness, as well as development of skills to make decisions and plan further professional development.

Reference list:

1. Panok V. Fundamentals of practical psychology / V. Panok, T. Tytarenko, N. Chepelyeva, I. Pidruchnyk. – K.: Lybid', 1999. – 536 s.
2. Popova H.V. Algorithms for the application of metaphorical associative maps in individual counseling / H.V. Popova, N.E. Myloradova // Actual directions of modern practical psychology and psychotherapy: materials of international scientific and practical psychology. – Kh. : KhNUVS, 2013. – S. 57–60.
3. Pryazhnykov N.S. Professional personal self. – M., 1996. – 256 s.

NEGOTIATIONS AS AN ALTERNATIVE METHOD FOR RESOLUTION OF DISPUTES IN THE SPHERE OF FOREIGN ECONOMIC ACTIVITY

A. Gubarevich

VSU named after P.M. Masherov, Vitebsk, Belarus

In a modern, rapidly developing world, a world where business often determines the strategy for the development of not only a single state, but also strategic directions for the development of the world economy, the most acute is the question of how quickly and with minimum losses to solve arising in the sphere of foreign economic activity disputes. The most common, and in our opinion, one of the most profitable ways to resolve disputes in the field of foreign economic activity from the perspective of assets is negotiations

The purpose of the study is to analyze the main components of the negotiation process as one of the alternative ways to resolve disputes in the field of foreign economic activity.

Material and methods. This work uses normative legal acts regulating the procedure for carrying out negotiations as an alternative way of resolving disputes in the field of foreign economic activity. The main methods of research are the formal-logical method, analysis and synthesis.

Results and their discussion. Negotiations are a process by which the parties involved in a problem discuss it with each other, trying to reach a mutually acceptable agreement. In the relations between people there is a great variety of types of negotiations that can be conducted from different positions -

strength, law, interests. They can occur directly between the participants involved in the problem, or between the lawyers representing them.

One of the differences in the style of negotiation is particularly important. Negotiations can occur at the level of positions (positional bargaining) or at the level of principal interests (integrative negotiations). In the first case, the parties are «traded», i. each side sees the situation as a «win-loss», ie, to win it, the other side must lose. Even if they come to an ideal compromise, where each side has conceded equally, none of them satisfies their interests completely.

However, another strategy is possible, when the parties defend not their positions, but turn to those fundamental, deeper interests, the means of satisfying which these positions should serve. With this approach, it is possible to find a large number of other ways of satisfying the same interests, in addition to defending positions. Among these methods, there are often found those that suit both sides. This can be called a «win-win» strategy.

For example, each of the participants in a trilateral foreign economic transaction fiercely fights for «their» terms of the treaty, tries to draw one of the participants to their side, to ensure that the maximum number of the conditions offered by them is met. If you ask why this is done, the most likely answers of the participants will be: «To make me feel better», «This is in my interests». In fact, this positional struggle immensely harms the business and destroys the relationship between the participants in the transaction, i.e. interests are not really satisfied.

There are always differences at the economic and social level, in conditions of development, in personal characteristics, attitudes and values, in the ability to communicate effectively, in intelligence, in the ability to understand, etc.

In various studies of the specifics of the process of negotiations among participants of different cultures (for example, international commercial negotiations), certain peculiarities of the behavior of Russian representatives were revealed.

For example, both Germans and Americans note the following characteristic features of the Russian negotiators, making it difficult for mutual understanding between the parties:

1. poorly oriented in order to: characterized by a very abstract vision of the problem, or excessive detail (sometimes both, and the other together);
2. do not see alternatives in solving problems, do not compare different solutions;
3. take unclear, theoretical decisions that are not necessarily implementation-oriented;
4. seek immediate benefits, and solve problems slowly;
5. not initiative, tend to avoid responsibility;
6. do not think about the consequences;
7. do not tend to talk about conflicts openly;

8. firmly insist on their positions, it is difficult to make concessions.

In turn, in the Republic of Belarus the negotiators believe that their foreign partners:

- tend to belittle them, consider their way of thinking and acting preferable;
- do not look at Belarusians as partners, do not give them enough authority and responsibility;
- very mercantile, focused only on the benefit;
- do not think about social goals.

Comparison of the features manifested in intercultural and «internal» negotiations reveals a number of similar features. For example, in enterprises, managers behave more like «foreigners», and the collective puts forward the same claims that are typical for Belarusian negotiators. A number of features turn out to be common for both sides. Indeed, the external political system is an extension of the internal and, apparently, reflects a number of cultural features.

Conclusion. Both our differences and the conflict often lead to impossibility of effective communication in negotiations, inability to understand what others think, feel and believe in, unwillingness to act with respect for the needs, opinions and rights of others. When this happens, people can think that they have no other option than to go to court or even aggressive actions against others. Therefore, in many cases, the help of an open-minded, neutral mediator who is able to look at the situation «from the outside» is helpful.

THE REPARATIONS PROBLEM IN GERMAN SETTLEMENT (1945–1949): BASIC APPROACHES IN ANGLO-AMERICAN HISTORIOGRAPHY

I. Kaviaka

Belarusian State Pedagogical University named after Maxim Tank,
Minsk, Belarus

The problem of German settlement takes a central place in the post-war international studies. The German question became one of the keys to the formation and collapse of bipolar system. In British and American historians' works the reparations problem is regarded as one of the main factors that led to German division after World War II.

The article aim is to define the main approaches in Anglo-American historiography to research of this problem.

Material and methods. Special publications of British and American research workers on the German problem in 1945 – 1949 served as the main sources to this article. The research is based on the principles of historicism,