

## PROFILING IS A NEW DIRECTION OF PSYCHOLOGY

*Musaev Djmaliddin Kamalovich*  
Docent at the department  
of Special-legal Disciplines  
of the Customs Institute

*Fayzieva Khikmatkhon*  
senior cadet of the customs institute  
of the State Customs Committee  
of Republic of Uzbekistan

**Abstract.** The article considers the technology of profiling as a special expert procedure, widely used in modern conditions to obtain psychological information about the subject of evaluation. A description of the advantages and disadvantages of technology is presented, prospects for theoretical and applied directions in the study of profiling of profiling are outlined.

**Keywords:** profiling, expert evaluation, psychological information, personnel profile.

**Аннотация.** Мақолада баҳолаш ҳақида психологик маълумотларни олиш учун замонавий шароитларда кенг тарқалган махсус эксперт процедураси сифатида профиллаш технологияси кўриб чиқилади. Технологиянинг афзалликлари ва камчиликлари тавсифланади ва бунда профайлингни объективлаштиришни ўрганишни назарий ва амалий йўналишлари истиқболлари кўрсатилган.

**Калит сўзлар.** профайлинг, эксперт баҳолаш, психологик маълумотлар, кадрлар профили.

**Аннотация.** В статье рассматривается технология профайлинга как особой экспертной процедуры, распространенной в современных условиях для получения психологической информации о субъекте оценивания. Представлена характеристика достоинств и недостатков технологии, намечены перспективы теоретико-прикладных направлений в исследовании объективации профайлинга.

**Ключевые слова:** профайлинг, экспертная оценка, психологическая информация, кадровый профиль.

Profiling is a complex of socio-psychological methods for diagnosing personality traits, hidden motives and assessing the information reported, based on assessing the non-verbal, verbal and subverbal behavior of the subject, predicting scenarios for the development of situations and relationships, actions, behavioral patterns and human communication.

This is a complex of methods and techniques for assessing and predicting human behavior based on the analysis of the most informative features, including

characteristics of appearance and behavior. It includes technologies of observation and interrogation of people in order to identify potentially dangerous or lying persons, as well as people with certain talents and values [1].

The history of profiling is associated, first of all, with the work of the special services (KGB, CIA, etc.) of employees of the Ministry of Internal Affairs and Foreign Ministries of different countries. The most famous sources and developments are associated with the activities of the behavioral sciences department of the FBI Academy in the United States, which developed a psychological profiling program in the last quarter of the twentieth century.

The definition of the method was given by R. Ressler, who formulated the essence of profiling as a process of identifying certain psychological characteristics of an individual, based on the analysis of the crimes he has committed [9]. Currently, the method is widely used as a method of ensuring security, prevention and investigation of crimes, terrorist acts, etc.

In parallel with this, P. Ekman's company has developed a number of computer programs that allow reading and predicting changes in emotional states and human behavior [7]. These programs began to be actively used in various structures involved in ensuring the security of people and organizations, states and interstate relations. Like all intelligence technologies, profiling tools work quickly, simply and reliably: everything you need to know about a person is reflected in his demeanor and speech, you just need to understand what to look for.

Profiling allows you to assess the degree of interest and emotional state of the interlocutor, the features of his cognitive processes and ideas about himself and the world, and act on the basis of the compiled picture. In addition, it is possible to assess the reliability of the information reported by a person. In profiling, not only the details are important, but also the way and the order of a person's actions.

The profiler analyzes, compares the facts and compiles a psychological portrait of the subject: character traits, personality traits, behavior of the offender, makes assumptions about his age, race, gender, marital and official status, sexual maturity, names his habits, inclinations, describes the style of activity in everyday life, peculiarities of relationships, etc. Profilers not only describe the character traits, personality traits, behavior of the offender, the style of relationships in everyday life and at work, they predict the next steps and even events [14]. Profilers are usually experienced psychologists who have specialized education at the appropriate level, have extensive experience in practical safety activities, or have been trained in centers for psychophysiological research and expertise.

But even outside of psychological education, training in profiling has a positive effect on both the trainees and their subsequent attitude towards fulfilling their direct official duties. Profiling requires from a specialist a more thoughtful observation and analysis of the environment, human behavior, the search for suspicious signs and the establishment of cause-and-effect relationships, a non-standard approach to solving problems arising in work [11].

An important place here is played by perceptual "blindness", the phenomenon of inattention to directly occurring events. A specialist who verifies lies and / or danger must have a large amount of knowledge and skills in different areas, he also needs empathy - accepting the position of another person. The profiler does not need to evaluate a person or their actions from a bad-good position. He simply observes and makes his conclusions without value judgments.

He identifies and analyzes both strong and "flashy" and weak and imperceptible "inconsistencies" and signals, inconsistency and "unevenness" of the psychological texture of behavior (verbal and non-verbal): not only details are important, but also the method and order of actions. When the classical algorithms of work do not work, an individual approach is required, empathy and intelligence of the profiler himself, his readiness and ability to see the "truth" of a person, life, himself.

This is the skill of the profiler - in each specific case, to understand and anticipate the actions of the unpredictable, "typologize" the unpredictable and make it understandable, demystify it. For this, in particular, in profiling it is necessary to use the methods of psychology in their applied aspect. Profiling includes a number of applied socio-psychological techniques, the purpose of which is to assess the reliability of the reported information on a person's non-verbal behavior, the so-called non-instrumental or integrative detection of lies and / or personality traits.

At the same time, special emphasis is placed here on the processes of interpersonal interaction, on the possibilities of human understanding - "reading" external and internal information, on the formation and development of observation, insight, and sociability. An example of such a technique is the relatively detailed, but giving a lot of information "Dictionary" by I.G. Kokurina, not only revealing the direct meanings of a person's life, the measure of his moral disorientation or personality decay, but also allowing through the existing relationships to determine gender, age, level of education and many other characteristics of the subject (individual and group) [4].

Other methods of "reading thoughts" and "portraying" are also interesting, for example, the "Rule of Three" technique, developed by us for the operational diagnosis of personality traits and its vital activity [1]. In general, in scientific works over the past decades, there has been a growing interest in the problems of forensic psychotechnics, combined in professional slang called criminal or criminal profiling.

Profiling as a process of solving a kind of "puzzle" is based on the concept of "offender homology", which implies, one way or another, the presence of an immanent uniformity among criminals, which, as supporters of traditional science believe [12], makes it possible to make logical, scientifically based, profiling. The profile can be characterized as a set of significant signs indicating the presence or absence of a potential connection of the subject (passenger, visitor, etc.) with the threat under consideration.

Therefore, the purpose of profiling is to assign a person or group to a specific profile, for example, in the process of creating a search portrait. An important part of profiling is personnel profiling, aimed at matching candidates for a proposed position, developing personnel profiles, establishing a candidate for a position (or an active employee) with criminal connections, having debts (outstanding loans), addiction to gambling, alcoholism and drugs.

It also includes identifying career and professionalization prospects, talents and work motives, etc. Researchers are still, although not intensively, looking for evidence of "criminal homology", and are also focused on developing profiles of other subjects with certain characteristics [2]. In the context of these searches, one way or another, various approaches to criminal responsibility and signs of criminal behavior, to the understanding of personal and professional maturity, giftedness, etc. are formed. However, such indications are often questionable.

Another approach relies on the "trait-based" method, which supposedly allows more confident predicting or reconstructing the characteristics of known and unknown criminals, supporting the world-famous myth of the profiler looking for signs or traits of criminal / dangerous behavior ("myth of trait-based profiling") [6]. Against this background, some scholars formulate a series of postulates and disjunctions that they believe link these approaches in an attempt to solve the problem of offender homology and thus improve profiling accuracy.

"T. Brokaw hazard", according to P. Ekman, consists in the fact that some sign of deception or other state may be typical behavior of a given person or group: this or that trait may be a personality trait [7]. In addition to the fact that the theory and approach of traits do not contradict the theory of the whole personality and "homology", this means that the profiler needs to remember that "by themselves" signs of deception and other states as such do not exist: there is not a single gesture, facial expression, words and "reservations", involuntary reactions of the body and individual muscles, which alone and in themselves would mean that a person is lying or is in some other state.

Therefore, profiling is, in fact, rather a probabilistic method: it does not contain 100% guarantees that anything can be determined at all, and it also cannot specifically designate what exactly and for whom it is possible to determine at what moment (what personality parameters, her present, past and future, her relationships, etc.), there are no guarantees (disclaimer) that the specialist did not invent, and the researched did not imitate anything [5].

At the same time, a number of studies have revealed that the activities of experts and the guesses of "ordinary" people have approximately similar results. Some scholars point out that the effectiveness of profiling is nothing more than "the great myth of popular psychology." The use of profiling cannot serve as a basis for excluding other approaches and alternative technologies [15; 16].

To achieve the interests and focus of the investigation, there is a need for more specific and rigorous methods and principles of the profiler's research actions, especially when profiling goes beyond the original goal - criminal

profiling itself as portraying and forecasting - recreating crime scenes, etc. However, profiling is still based on theories and methodologies that are uncertain at best, and there is very little research into the actual accuracy and completeness of the profiles being generated. This lack of validation is due in part to the real difficulties involved in developing appropriate test / validation models for future predictions, reconstructions of the past, and profiler portraits.

Compounding the situation in part is the reluctance of profilers to participate in such a process, relying instead on their well-learned but self-supporting prophecy that the continued demand for profiling advice is in itself reassuring and provides evidence of the validity of the method. Obviously, it is the lack of objective evidence of the validity of profiling that is the number one issue in this area. Researchers analyze the nature and goals of criminal profiling from a theoretical point of view, noting the need to comply with the principles of scientific character, the importance of implementing more modern approaches to profiling [3].

In a specific situation of professional activity, profiling deviates far from the "certainty" and rigor of the scientific model (the one that will be built on the basis of deductive-inductive processes); the basis of profiling is abductive models and processes, in the formation and course of which the preparedness of a specialist and the general level of information about an event or a person play an important role.

The profiler, like other people, is prone to misunderstandings, including the typical heuristics used to process ambiguous information, such as selecting "good ideas," and the inability to distinguish fact from fiction. Therefore, some practitioners and theorists even come to the conclusion that profiling should not be used as an investigation tool, since it lacks scientific support [9]. As an illustration, there are situations where profiling, combined with investigative and prosecutorial enthusiasm, disrupted the course of the investigation and even contributed to serious miscarriages of justice [10].

Other researchers, for example, H. and S. Dern, as well as A. and W. Horn, R. Kozitz, on the contrary, believe that profiling is "a very complex and scientifically sound practice of criminal profiling" [8]. They also argue that opponents of profiling can be "accused of judging the practical approach", rejecting and ignoring the role of the profiler's personal experience, and also note the naivety and ignorance of "pure academics" [8].

Although "the scientific assessment of the actual application (of scientific psychological theories and methods - AM) in the case of the" case analysis "method in practical police work will always be a difficult task" [8], this statement, however, for scientists who speak the language of statistics, and not "case analyzes", sounds like an "alarm signal": an example is changes in psychotherapy and psychological counseling, whose experts tend to avoid quantifying their decisions, because she can devalue them, and also pay attention to the breadth and

depth of their observations, the subtleties of understanding clients and situations, their "clinical wisdom."

They emphasize the role of experimental, experimental, and not experimental knowledge [12]. It is not surprising that the traditional, academic community is inevitably skeptical about such claims [15]. An example is such, in many respects, the basic profiling technology as "cold reading" (psychic reading, cool reading) - a set of techniques used by "psychics" and illusionists, trying to create the appearance that they know much more about a person than they have on really. This technology uses the "T. Barnum effect" [13]. W. Larsen notes that the average person tries on everything that he or she is told [13].

Therefore, at the empirical level, a combined, eclectic approach is used [16], procedural techniques, as well as metacognitive or reflexive procedures, including supervision for profilers. Thus, both scientific-experimental and experimental-experimental knowledge help the profiler to increase his competence and quality of work, since profiling as a practical technology develops at the junction of a number of approaches and requires efforts of both practitioners and theorists for its development.

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