

GREED AS A PROPERTY OF PERSONALITY:
THE AGE ASPECT

LĂCOMIA CA PROPRIETATE A PERSONALITĂȚII:
ASPECTUL DE VÂRSTĂ



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Summary

The article is devoted to the analysis of the relationship between the concept of “greed” and the individual psychological characteristics of an individual among people who are in periods of early and late maturity. The study examined the various interpretations of the concept of “greed”, as well as the psychological approaches in which it was studied.

The relevance of the study is due to the need for a detailed study of the age aspect of greed as a personality trait, as well as individual psychological characteristics affecting the formation of greed.

Cuvinte cheie: lăcomie; vârstă; extraversiune / introversiune; neuroticism / stabilitate emoțională; indice de satisfacție a vieții; necesități dominante ale individului; nivelul controlului subiectiv.

Rezumat

Articolul este dedicat analizei relației dintre conceptul de „lăcomie” și caracteristicile individuale psihologice ale individului, care se află în perioade de maturitate precoce și târzie. În cadrul studiului au fost examinate diverse interpretări ale conceptului de „lăcomie”, precum și abordările psihologice în cadrul cărora a fost studiat.

Actualitatea studiului este stipulată de necesitatea unei cercetări detaliate al aspectului de vârstă al lăcomiei ca trăsătură a personalității, precum și a caracteristicilor psihologice individuale, care afectează formarea lăcomiei.

In connection with the serious changes that have recently taken place in the spiritual sphere of the inhabitants of modern Ukraine, concepts and in particular the concept of greed attract more and more attention of psychologists.

Chronologically, the Biblical conviction of greed was first detected in the writings of the ancient Jewish prophets, who condemned the passion of people to the accumulation of wealth in these words: "Come now, you, the rich: weep and howl for your miseries that shall come upon you. Your wealth is rotted, and your clothes are eaten by moths. Your gold and silver have corroded, and their poison will be a testimony against you and will eat your flesh like fire: you have collected your treasure for the last days." [5].

Thus, one of the ten commandments (the last ten) dealt with precisely this quality: "Do not desire your neighbor's house. Do not desire the wife of your neighbor, his slave, his bull, his donkey or anything else that belongs to your neighbor." [6].

In the Bible, "greed" as a term is practically not used, but the desire for excessive enrichment, avarice is certainly condemned: "And those who want to enrich themselves fall into temptation and into the network and into many foolish and harmful lusts that plunge people into distress and destruction; as the root of all evil is the love of money, if surrendered it, some have turned away from the faith and have themselves subjected to many sorrows" [17].

In Islam, greed enters the category of "sins of the heart". Muslim scholars notice that when a person refuses to provide for his family - his wife, children, parents who need his help or refuses to help his relatives, having such an opportunity, he commits a sin. In Islam stinginess is worse than greed, because a person is engaged in the accumulation of material benefits not in or-

der to help those in need or use their funds for the development of Islam, but in order to use them in violation of the Shari'ah [9].

In Buddhism, which is less traditional religion in Ukraine, greed, along with envy, malice and false attitudes are referred to the "sins of thought." The so-called «three unwholesome mental root» - lust, anger and ignorance- highlights of all the contaminants. Often they are also called "three inept roots", since they are the sources of the appearance of all the other defilements of the mind. In Majhima Nikaya 7 and 8, there is such a list of "blots of the mind" and the first of them is named avidity and greed (abhijjha-visamalobha) [4].

In literature, greed as a property of character is fairly accurately reflected by A. S. Pushkin in the work "The Miserly Knight", and by N.V. Gogol in "Dead Souls" (Plyushkin), by I.K. Karpenko-Kary in the play "The Master" (Terenty Puzyr), by O. Balzac in the person of Gobsek in the work of the same name, etc. These writers have shown how the passion for wealth from a perfectly understandable desire can turn into an intrusive overvalued idea (mania) and it only harms the person in his life, replacing the mind to blind passion.

A theoretical analysis of domestic and foreign works shows that psychology of greed has quite recently entered the subject field of psychological science. The problem of greed is not simple and unambiguous. This is a generalized concept used to describe and characterize a person, motivation, emotions, experiences, a person's defensive reaction related to his attitude to material values. Since greed, as a property of a person, has been studied in detail only from the second half of the twentieth century, many areas related to the multidimensionality of this property have not yet been adequately explored.

In a broad sense, such foreign researchers as A. Adler, M. Klein, G. Krekels, S.

Long, S. Moscovici, M. Pandelaire, Z. Freud, E. Fromm, K. Horney and others researched the problem of greed. In the post-Soviet area A. Zhuravlev, A. Kupreychenko, V. Mendelevich, V. Myasishchev, N. Semenov, I. Rezvova etc. made researches on the greed.

A great contribution to the study of greed was made by representatives of the psychodynamic trend in psychology.

According to the founder of classical psychoanalysis, Z. Freud the child's personality is basically established as an integral creation by the age of five. In the period of psychosexual development, Z. Freud identified five phases that reflect the peculiarity of psychosexual development.

In accordance with Z. Freud's theory, from birth to the age of one and a half years, the child experiences the oral phase of development. The main task facing the infant during the oral-dependent period is to lay down the basic attitudes: dependence, independence, trust, and reliance on other people.

Two types of characters are described in accordance with the specifics of the oral phase: orally satisfied and orally frustrated. Orally-frustrated people develop a need for addiction, excessive expectation of miracles, greed, talkativeness, insatiability in getting something.

From one and a half to three years old, the child is in the anal phase of development. During this period, the area of the anus becomes decisive - the child masters the act of defecation. The pleasure associated with it, arbitrary delay or act accomplishment become definite moment of personality formation. Parents and adults, as you know, pay special attention to the process of mastering of anus activity by a child. Different levels of disciplining a child by parents and their attitude to its behavior during this period, according to Z. Freud, influence the formation of such

personality traits and problems as thrift, greed, accuracy, stubbornness, etc. The author directly links the refusal to defecate in childhood with financial "constipation" in ontogenesis [3].

E. Fromm sees in greed not the usual meaning, but the human desire for possession, prompted by society. Although this feeling is based on the need for survival and is an egocentric feeling, it is influenced by the "mega machine" society from the "need for confidence", important for every sphere of human life, in the correctness of the assimilation of signals issued by the media, fashion industry (clothing, reading, recreation, cultural consumption), economics, politics, etc. E. Fromm considers the need for confidence as one of the most important characteristics of modern man, in which lies the possibility of destructive behavior. Noticing that a person is not a conglomeration of instincts that automatically regulate its behavior in various fields, he emphasizes that in a situation of choice in solving vital problems a modern person, deprived of centuries of support in religion, doubts his ability to make independent choices; he seeks to ensure correct behavior, discard doubts and a sense of risk, relying on rational thinking, scientific, economic, political and other authorities, on advertising, and also relying most of all on the blind faith in the infallibility of computer solutions. This need is an important factor for understanding human behavior in a technological society, as it also forms many other needs that turn a person into a consumer who is not controlled by himself. And since the purpose of the megamachine, as already mentioned, is the constant desire to produce as much as possible and the ever-increasing consumption growth, targeted advertising creates the human consumer himself with his ever-growing new needs. A person undergoes further changes from homo technologicus to homo consu-

merus, he turns into a total thoughtless consumer, i.e. in the subject, becomes part of the “megamachines”, and this is also one of the foundations of alienation and destructiveness [7].

The concept of A. Adler in general form includes three main categories, or three factors of the structure and personality dynamics: 1) a sense of community; 2) feeling of inferiority or insufficiency and 3) desire for self-worth (or self-worth, as expressed by A. Adler).

These factors that determine the structure of personality are considered in the concept of the researcher in a dialectical unity, as being interconnected and interdependent. In the category of “striving for self-worth,” the scientist distinguishes between aggressive and non-aggressive among specific character traits. The scientist classifies vanity, jealousy, envy, greed, hatred as aggressive traits. Non-aggressive traits include privacy, cowardice, timidity, incontinence intemperance. A. Adler associates greed with low social intelligence and believes that it is an innate trait of a person that can be adjusted by proper upbringing [1].

K. Horney defines greed as a socially determined character trait, which, in essence, is a consequence of the need for love, and a deep consequence of fundamental basal anxiety [23].

According to B.A. Reisberg, greed is an economic motive, determines human behavior, but with it man is influenced by social, moral and ethical, non-economic motives, cultivated by culture, environment, social atmosphere [17].

Terminologically, there are disagreements among researchers on the interpretation of the terms “greed”, “avidity” and “avarice”.

In the Short Psychological and Philological Dictionary greed is interpreted as “...a weakness for wealth, for the exces-

sive acquisition of something. It can be combined with envy, the desire to gain an independent position, to surpass others” [22]. The dictionary of the conflictologist defines greed as an excessive desire to satisfy one’s desire and a negative trait of a person’s character, which contributes to the emergence of conflicts between him and those around him [2]. The philosophical dictionary defines the concept of “greed” (CUPIDITE) as an excessive love of money, especially money that a person does not yet possess [10].

The term “greed”, according to Yu.V.Shcherbatykh, combines the concepts of avidity and avarice. This personality trait includes both the desire to receive more and more new goods and the unwillingness to part with accumulated wealth [24,25]. But both of these aspirations are infantile (represent two types of regression) and especially often affect the elderly. In practice, both greed and avarice often come together, merging into a passion for profit [10].

Yu.V. Shcherbatykh singles out seven basic strategies related to material goods: lust, greed, avidity, breadth of scope, prudence (thrift, frugality), generosity, wastefulness [24]. The author believes that greed is a psychological defensive reaction that protects against waste [25]. A similar point of view is expressed by F.M. Ilyasov, defining greed and avidity as an actualized fear of resource scarcity. In this case, fear, from his point of view, is emotional and behavioral reactions caused by the threat (real or imaginary) of losing or not multiplying resources [8].

According to S. Moscovici, greed, as the desire to possess money or things, is born in everyday life during interpersonal communication. The subject of monetary representations is the social group that constructs them. The individual, respectively, identifies himself with the group [14]. V.D. Mendelevich defines

greed as an excessive desire to satisfy his desire, a passionate desire to possess something, and is equated with the concepts of “greed”, “avarice” and tense and unhealthy “interest” [16].

Considering the essence of greed from the perspective of the theory of relations V.N. Myasishchev, it should be defined as a component of theoretical representations system of the personality, reflecting its subjective-evaluative, consciously selective approach to reality [16].

According to M.Yu. Semenova, greed is a component of an integral system of personal relations, which reflects its individual, subjective-evaluating, selective approach to material goods as an object of reality and represents internalized experience in dealing with benefits and related interactions with other people in a specific sociocultural situation [20]. In greed, the author identifies individual components: the cognitive component (monetary representations), the emotional component (evaluation of money), the regulatory component (monetary values, motives, social attitudes, norms of behavior).

From the position of A. L. Zhuravleva and A.B. Kupreichenko in the psychology of greed there are several components: behavioral, axiological, emotional, motivational components of the relationship of the individual to material goods, social understanding of the role and function of material goods in the life of the individual, the subjective assessment of the life goals of the individual [21]. Khashchenko regards greed as the basic construct (component) of economic consciousness, which expresses a person's personal attitude to his current and future material well-being [23]. I. Rezvova argues that greed is formed as a positive or negative attitude at an unconscious level. Material goods can symbolize evil, deception, illness, death or respect, love, freedom and the like [19].

Thus, “greed” is a destructive, pathological character trait of a person, which is expressed in the constant unhealthy desire to over-satisfy their needs. Greed is closely connected with the emotional sphere and depends on the social conditions of a person's life, the subjective meaning of which is revealed in the ideas of a certain social group.

Modern researchers have found a link between the subjective feeling of poverty, self-esteem and desire for material goods in the pubertal period (K. Muzdybaev) ; dyadic relationships in the early stages of the child's individual development and greed (M. Lawrence and M. Maguir) ; income level and propensity to accumulate material wealth from representatives of various social groups (K. Yamauchi and D. Templer); relationship of greed with anxiety, self-esteem, types of temperament and locus of control (Yu.V.Shcherbatykh) [13, 15, 21, 26].

According to a study conducted in the UK by A. Henley and M. Wilhelm, it was noticed that older people and people with large material incomes are more worried about their future than young people and poor people [13].

V. Lim and T. Theo studied the dynamics of development of greed in people in Southeast Asia on the example of Thailand and Singapore. V. Lim and T. Theo studied the dynamics of development of greed in people in Southeast Asia on the example of Thailand and Singapore. The studies were conducted in two stages: before and after the financial crisis in these countries. The analysis tool was a shortened version of the monetary ethics scale developed by the researchers. The questionnaire made it possible to evaluate the following parameters: the possibility of material goods to give a feeling of a certain achievement, a sense of respect, a habit of saving and the ability to manage your own finances, anxiety about thoughts

on money. The individuals under research from Thailand, who were most affected by the financial crisis, were proud of their financial victories and did not hide it from their loved ones. People who suffered significant financial losses made more efforts to get money and often fantasized about this topic. Analysis of the research results shows that during the financial crisis, people more often save and spend more carefully [25].

T. Tang tried to determine the level of greed among the American population by discovering the relationship between accumulated money and their own achievements, as well as between internal job satisfaction and the notion that material goods are a symbol of freedom and power. [28].

In Ukraine, the process of the formation of greed among people, according to V.Moskalenko, is influenced by various tendencies. The first trend is the traditional economic consciousness associated with the idea of social equality, the perception of wealth as an abstract value, about which they talk reluctantly. The second tenden-

cy is Soviet mentality, which laid the way of money and all the material as a means of exploitation and inequality, from which you want to get rid of. The third trend is the influence of Western economism, which puts material relations in the center of society. And the fourth trend is the crisis nature of the economy. The interaction of these four trends determines a special type of material culture of society [14].

However, despite extensive, but extremely fragmented and contradictory studies, there is no single definition of the concept of greed, as well as comprehensive theory of origin and formation of personality traits. The relevance of the research is due to the need for a detailed study of age-related aspects of greed as the properties of the individual, as well as individual-psychological features, affecting formation of greed.

Objective: to identify the individual psychological characteristics of the person, affecting the formation of greed in different age groups.

Table 1.

Methods used in the study

Indicators	Research methods
Identification of greed (factor C, vector d-)	Methods of portrait elections by L.Sondi
Assessment of the symptom complex of extraversion-introversion and neuroticism (emotional stability)	Personal questionnaire of G. Eysenck
Diagnosis of life satisfaction index	Test “Life Satisfaction Index”, adaptation by N. V. Panina
Studies of the dominant needs of the individual	Test for diagnosing the degree of satisfaction of A. Maslow’s needs
Determining the level of subjective control	RAC questionnaire (the level of subjective control) J. Rotter.
To use the methods of mathematical statistics, the SPSS statistical software package (version 19.0) was used.	

The study was conducted on the basis of Odessa I. I. Mechnykov National University, Faculty of Psychology. The sample consisted of 25 students of 1-4 courses, aged from 17 to 25 years. Also, the base was Secondary Comprehensive School No.2, Educational Complex No. 4 named after Vyacheslav Chernovol, Experimental school No. 3, House of Culture "Druzhba" in Yuzhny. The sample consisted of 25 employees of institutions aged between 50 to 75. The study contains the age periodization of J. Birren. On this basis, the sample is divided into two groups. The first group: persons of the period of early maturity, (hereinafter PPEM) - 17-25 years, and the second group: persons of the period of late maturity (hereinafter referred to as PPLM) - 50-75 years.

Working process. The technique of L. Sondi is based on the proposition that typologically different personality structures can be represented by combinations of 8 basic drives. Each of them, depending on the formalized indicators, reveals with the help of one or another pathology or a problem of the examined person. In support of his test, L. Sondi suggests that the most pronounced strength and psychodiagnostic value are portraits that correspond to the most significant needs of the individual and correspond to his genetically determined and dynamically relevant inclinations.

To identify greed in the individuals, we used the factor C, the vector d-. The hereditary conditionality of the nature of this factor is justified by reference to I. Hermann, who writes about the habit still preserved in primitive peoples to fix the child on the mother's body almost constantly, which provides a complete dual link and the direct communication of two beings - mother and child. This is confirmed by the described Moro reflex of embracing a child, which disappears only in the third month of his life. This also includes the reflex of em-

bracing and clinging to hair as monkeys.

The second criterion - the polarity of aspirations - fully corresponds contact attraction. The third criterion - the tension of the drives - is satisfied by the already described vectorial dynamics of the drives, which are opposite in direction. As for the special energy source of contact attraction, it has not yet been determined. To a certain extent, this trend is colored by libidinal attraction. The attraction to cling comes from the most ancient oral source, and the attraction to anal - from anal. The psychoanalytic concept of these two pregenital drives remains in the system of fate analysis, but they are understood not as genuine-libidinal sources, but as special sources of contact drive energy, prompting higher animals and humans to search for the object of attachment.

Analysis of the research results showed that out of 100% of the surveyed PPEM, almost 50% scored more than 3 points on the d- vector, indicating a negative reaction with high voltage and characterizing the personality as prone to inertia and greed. In 48%, manifestations of greed were revealed, while in 16% the manifestation of greed is extremely high, in 12% - high.

In the PPLM sample, 56% are prone to manifestations of greed, while in 12% the manifestation of greed is extremely high, 20% high.

To diagnose the severity of the properties put forward as essential components of the personality (neuroticism, extroversion, introversion and psychoticism), the personal questionnaire was used by G. Aysenck. Extraversion and introversion are associated with the degree of excitation and inhibition in the central nervous system, they are the result of a balance of excitation and inhibition processes and are due to congenital individual-typological features. The feeling of extraversion and introversion can be defined as a personal psychic

sphere, while for the extrovert the world of sensations is decisive, and for the introvert - the world of perceptions.

Neuroticism (emotional-psychological stability or instability) constitutes a continuum from "normal stability in its marked lability." Neuroticism and psychoticism in the case of the severity of these indicators are understood as "inclinations" to the corresponding types of pathology.

In the PPEM sample there are 8% of extremely pronounced extroverts, 44% express moderate extraversion, 4% express extremely pronounced introversion, 20% express moderate introversion. 76% of representatives of PPEM express the level of neuroticism: pronounced neuroticism is characteristic of 48%, strongly pronounced neuroticism is observed in 16%, and neuroticism is extremely pronounced in 12%.

Persons in late maturity are characterized by: pronounced extraversion - 10%, moderate extraversion - 14%, moderate introversion - 36%, severe introversion - 40%. For 36% of respondents, a rather pronounced neuroticism is characteristic, in 32% a pronounced neuroticism and in 8% an extremely pronounced neuroticism (76%).

The "Life Satisfaction Index" methodology was applied to a differentiated assessment of the peculiarities of a person's lifestyle, needs, motives, and value orientations in order to determine which of them have a positive effect on the development of such traits as greed and others negatively. The technique was developed by a group of American scientists dealing with the socio-psychological problems of gerontopsychology. The technique was translated and adapted by N. V. Panina in 1993. The LSI questionnaire consists of 20 questions, the results of which are reduced to 5 scales characterizing various aspects of the general psychological state of a person and his joy of life.

Only 24% of respondents from the PPEM sample are completely satisfied with life, 40% of respondents have an average level of life satisfaction, and 36% have a low level of satisfaction.

In the sample, PPLM are not satisfied with their own standard of living - 50%, the average level of satisfaction with life among 30% of respondents. Only 20% of the respondents are fully satisfied with life.

The method of diagnosing the degree of satisfaction of A. Maslow's needs allowed to determine which needs are the most important for the respondents at the moment. It is assumed that they are the least satisfied. Need is the physiological and psychological deficiency of something. Needs serve as a motive for action. According to the theory of A. Maslow, human needs evolve from physiological to spiritual, and a person must first meet the needs of the first order in order for higher-level needs to arise.

Maslow's hierarchy of needs includes the following components:

- physiological (hunger, thirst, sleep, etc.);
- need for security (protection from pain, anger, fear, etc.);
- social need (love, family, friends, communication)
- need for self-affirmation (self-esteem, prestige, career, success)
- need for self-actualization (realization of abilities, self-expression, comprehension, etc.).

Corresponding results were identified in the PPEM sample :

- 8% of respondents have a very high level of satisfaction of the need for self-affirmation , 8% of respondents have a high level of satisfaction of the need for self-affirmation , 8% of respondents have a very low level of satisfaction of the need for self-affirmation, 32% - a low level of satisfaction of the need for self-affirmation;

- 20% have a high level of satisfaction of social needs, 32% of respondents have a low level of satisfaction of social needs, 8% have a very low level of satisfaction of social needs;

- 4% of respondents have a high level of need for self-actualization, 32% have a low level of need for self-actualization, 8% have a very low level of need for self-actualization;

- 44% of respondents have low satisfaction with security needs, 16% have very low level of satisfaction with security needs.

The relevant results were identified in the PPLM sample:

- 4% of subjects have a very high level of need for self-affirmation, 32% - a high level of satisfaction of the need for self-affirmation; 4% of the subjects have a very low level of need for self-affirmation, 12% - a low level of satisfaction of the need for self-affirmation;

- 12% of subjects have a high level of satisfaction of social needs, 32% - a low level of satisfaction of social needs, 16% - a very low level of satisfaction of social needs;

- 4% of subjects have a high level of need for self-actualization, 36% - a low level of need for self-actualization, 12% - a very low level of need for self-actualization;

- 4% of subjects have a high level of satisfaction with the need for security, 16% - a high level of satisfaction with the need for security; 20% - low satisfaction of security needs, 4% - very low level of satisfaction of security needs.

The SCL questionnaire (subjective control level) of J. Rotter is used in the study to diagnose the localization of control over significant events (level of personal responsibility). It is based on the distinction between the two loci of control - internal and external and, respectively, the two types of people - internals and externals.

Internal type of person believes that the events that occur with him, depend primarily on his personal qualities (competence, consistency of aim, level of ability, etc.) and are natural consequences of his own activities. External type of person is sure that his successes and failures depend primarily on external factors - environment, other people's actions, fortuity, luck or bad luck, and so on.

On the basis of the obtained results, we observe that the majority of PPEM is peculiar for the internal type of the level of subjective control. 88% of the respondents has a high level of subjective control over any significant situations. They believe that most of the important events in their lives are the result of their own actions that they can control, and thus they feel their own responsibility for these events and how their life as a whole is shaped.

High rates of achievement are characteristic of 76% of the respondents, confident that they themselves have achieved all the good that was and is in their life. It should be noted that along with this, 76% of students have developed a sense of subjective control in relation to negative events and situations, which manifests itself in a tendency to accuse themselves of various troubles and sufferings. At the same time, 72% consider themselves responsible for the events taking place in their family life. A low level on this scale is characteristic of 12% of respondents and indicates that such subjects consider themselves, and their relatives, as the cause of significant situations in the family.

In the field of industrial relations, 76% of the PEM people have a high level, that is, they are responsible for their position in the group team, relations with teachers and in their own progress. Moreover, 16% have a low level of internality in this area. Such students tend to give greater importance to external circumstances - teachers,

classmates, and luck-failure. A high indicator of internality in the field of interpersonal relations is peculiar for 88% of students and indicates that they consider themselves able to control their formal and informal relationships with other people, to cause respect and sympathy. In addition, 88% of students consider themselves responsible for their own health.

The individuals of the second sample, PPLM, are characterized by higher manifestations of internality than the first. So, 96% of the respondents in this age group have high rates of achievement, which corresponds to a high level of subjective control over emotionally positive events and situations. In addition, 92% of the respondents developed a sense of subjective control in relation to negative events and situations, which manifests itself in a tendency to accuse themselves of various troubles and sufferings. A similar number of subjects has a high level of internality in the field of interpersonal relations.

Almost one in ten of those surveyed in this age group (88%) consider themselves responsible for all the events taking place in his family life. At the same time, 84% of the respondents consider themselves responsible for their health: if they are ill, then they blame themselves and believe that recovery depends on their actions. The smallest number (72%) considers their actions an important factor in organizing their own production activities, in developing relationships in a team, in their progress, etc. noticing that a high level of subjective control over any significant situations is inherent in 84% of people in this age group.

The direct correlation between extraversion and the level of greed revealed by the Pearson correlation coefficient is especially visible in the PPEM sample ($r = 0.1403$). This indicates that the more open a person is, the less he is prone to manifestations of greed. The direct correlation

between extraversion and the manifestation of greed is also characteristic of PPEM, but its severity is much less ($r = 0.0034$).

The relationship of neuroticism and manifestations of adherence has a similar situation:

direct correlation is seen, degree of manifestations of which is more characteristic for PPEM. Note that for this age group, the growth of neuroticism leads to an increase in the level of greed ($r = 0.2268$). For persons of the "third age", this tendency has its pronounced manifestation ($r = 0.0339$).

The Pearson correlation coefficient between the life satisfaction index and the level of greed has higher values for PPEM ($r = 0,4676$) and its values are high for PPEM ($r = 0,2346$). This indicates that people whose satisfaction with life is higher are less prone to manifestations of greed, which is especially traced to the period of early maturity.

Analysis of the level of satisfaction of basic needs and manifestations of greed, points to having direct correlation dependence that has some age differences. So, need in security directly correlates with greed during the early maturity ($r = 0.0602$), indicating that the people, in need of safety, are less susceptible to greed. Note that the relationship between this need and the level of greed in people of the late maturity period is almost not found ($r = 0.0002$).

The relationship between satisfaction and need for socialization and the level of manifestations of greed has significant manifestations in the PPEM sample ($r = 0.0417$) and less in the PPLM ($r = 0.0189$). The results testify that the more this need is satisfied, the less people are inclined to greed.

The greatest correlation with the manifestations of greed in the sample is the need for self-affirmation ($r = 0.0965$). Perhaps this is due to the fact that, in trying to

assert their position, the individuals of the PPLM sampling are more inclined to assess their own actions from the position of morality and their own ideal. The individuals in PPLM samples are less susceptible to somebody's influence ($r = 0.0324$).

The need for self-actualization has a strong influence on the manifestations of greed in the individuals of PPLM sample ($r = 0.0876$). The individuals of the PPLM sample have a lower correlation level ($r = 0.0094$), which indicates that people who strive for self-actualization and try to constantly work with full dedication are more generous.

Exploring the relationship of the manifestation of internality and greed, we also note straight correlation: the higher level of subjective control a person has, the less it is prone to the appearance of greed. Thus, the general level of internality has almost identical levels and dependencies for PPEM individuals ($r = 0.0534$) and PPEM ($r = 0.0522$). Thus, the level of internal achievements has a higher correlation dependence for PPEM ($r = 0.0984$) and smaller for PPLM ($r = 0.0088$). This is evidence that young people are less prone to subjective control of own achievements and in some cases, tend to shift the responsibility for their successful achievements to others.

The results of the correlation between the manifestations of greed and internality in the area of failure indicate a slight correlation. So, people who are prone to attributing responsibility for their own failures to others or considered these events result of bad luck, more prone to greed, that is peculiar for PPLM ($r = 0.0134$).

Responsibility for the events in family life almost does not correlate with manifestations of greed. The Pearson correlation coefficient between these indicators for PPEM is $r = 0.0042$, and for PPLM, $r = 0.0003$.

The internality in the field of production relations directly correlates with the

manifestations of greed, which is especially evident in the PPEM sample ($r = 0.2432$). So, the more the subject considers himself responsible for his own production success, the less inclined he is to be greedy. Accordingly, the subject, who is inclined to attach greater importance to external circumstances, is more susceptible to manifestations of greed. Similar trends are also observed among the respondents in the sample of PPLM, however, the degree of their manifestation is much less ($r = 0.1027$).

High level is also found in correlation and internality in the area of interpersonal relations with the level of manifestation of greed. Thus a person, who is able to control their formal and informal relationships with other people in order to cause the respect and sympathy, is less prone to manifestations of greed. For the PPEM, the Pearson correlation level is $r = 0.1394$, and for the PPLM, $r = 0.0599$.

The scale of internality in relation to health and illness practically does not correlate with the manifestations of greed in both PPEM ($r = 0.0058$) and PPLM ($r = 0.0002$).

Thus, the structure of personal greed, as an integral socio-psychological phenomenon, remains an area of little-studied and requires a broad psychological analysis. The analysis of the research results revealed differences in the peculiarities of manifestations of greed in both age groups.

Using the average values of both samples, we notice that in average, PPLM are more prone to greed. LPPZ. In various age groups, there is a direct correlation between extraversion and manifestations of greed, which are especially evident in the sample of PPEM. The interaction of the level of neuroticism and greed was revealed: the higher the level of neuroticism is, the higher is the tendency to display greed. PPEM have a high level of neuroticism and are more prone to manifestations of greed.

However, the degree of its manifestation is much less.

The individuals under research in PPEM sample, whose level of satisfaction with life is higher, is also more prone to manifestations of greed. In ontogenesis, this relationship is reduced, which may be a consequence of the growth of life experience and the adjustment of some life values: PPLM are less susceptible to the dependence between the level of life satisfaction and greed.

In the period of early maturity, the need of a person for safety, self-affirmation and social need significantly affects the manifestations of greed. In the period of late maturity, the need for self-actualization and self-affirmation has a greater influence on the manifestations of greed: the more satisfied these needs are, the less people are inclined to greed.

On the scales of subjective control, the level of internality, internality in the field of industrial relations and internality in the field of interpersonal relations influence the manifestations of greed of PPEM. For PPLM significant for the manifestations of greed is internality in the field of industrial relations and internality in the field of interpersonal relations. In this case, the higher the level of subjective control is observed in humans, the less prone it is to manifestations of greed.

It should be mentioned that at present it is impossible to reliably determine which social, psychological and physiological factors influence the emergence and formation of greed, since the same factors, affecting people with different psychological characteristics, can lead to the formation of both constructive and destructive attitude towards material goods. However, the practical significance of the study is that the individual psychological and age-related differences found in the formation of greed in both age groups can be used by psychol-

ogists and psychotherapists for the timely prevention or correction of negative manifestations of greed in everyday life to improve the quality of life for the same age respondents.

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