

## INTERPRETATIVE REPERTOIRES OF PERCEIVING OTHER PEOPLE AS “FRIENDS” AND “ALIENS”: ANALYSIS OF METAPHORS AND NARRATIVES

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**Abstract:** The research is based on cognitive approach to metaphors and narratives and deals with the problem of distinctions in representations of “friend” and “alien” persons in metaphors and narratives. The objective of this research was the comparative analysis of metaphors of “friends” and “aliens” and narratives on interaction with them that reflect various interpretative repertoires of perceiving other people as “friends” and “aliens”. The following methods were used by the author: categorical analysis of metaphors, narrative analysis of situations of interaction with “friends” and “aliens”, and methods of mathematical statistics (cluster analysis, quartiles, nonparametric test). It has been stated that different interpretative repertoires of perceiving “friends” and “aliens” are associated with different expression levels of a person’s adopting discriminatory practices towards others. Four interpretative repertoires have been described in which subjects subdivide the people around them into “friends” and “aliens” while also ascribing certain social and psychological properties to them – both stable ones and ones depending on the social and psychological contexts of interaction with such people. An empirical model of the interpretative repertoires of perceiving “friends” and “aliens” has been developed. The repertoires are expressed in content-related particularities of biographical narratives which are associated with “enemies” and “friends” characteristics, integrated metaphors of “friends” and “aliens”. The results of this research can be of use in studies of conflicts and discrimination.

**Keywords:** Metaphors, friend, alien, ideas, enemy, narrative, interpretative repertoire, “hate speech”, discriminatory practices.

### INTRODUCTION

The binary oppositions and continua “Us-Them”, “Enemy-Friend”, “friend” – “alien” have always attracted the researchers’ attention and keep doing so because they set a cognitive framework of a human’s perceiving social phenomena and processes, they influence the human’s strategies of interaction with others.

One of the psychological models of the “friend-foe” phenomena as understood by an individual and by a group is the stepped integrative model of perceiving the “alien” by B. Schäfer, M. Scarabis and B. Schlöder (2004). In this model, a personality’s perceiving an “alien” social object or subject is determined by three factors: by the knowledge about them, by the experience of interaction with them, and by the association with identity. The authors think that at the first step of perception, the “alien” evokes indifference in a subject because it is unknown to the subject. However, according to V.V. Znakov (2016), one can feel apprehension and antipathy to the unknown, which generates stereotypification of the “alien”.

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At the second step of perception, there is the alien as something one has never experienced. These are objects about which the subject knows but has no experience of interaction with them, so they are estimated in an ambivalent manner. At the third step of perception, there is the alien as “not one’s own”, alien to one. According to the authors, it causes the subject’s negative response as being not up to his main social and psychological properties which the subject believes to be inherent in him. The subject’s identity is based on his values which in their turn make up the foundation of his social self-identification. Thus, the alien as “not one’s own” is perceived by the subject as a “threat to identity”. Once the subject gets knowledge about the “alien”, he interacts with it, the “alien” matches his identity, then the “alien” turns into “one’s own”.

The model of B. Schäfer, M. Scarabis, and B. Schlöder (2004) helps to explain the conflict situations in communication with a partner perceived as an “alien” within the interethnic interaction, situations of migrants, refugees arriving, adaptation to a new place of study or work etc.

Cognitive linguistics and cognitive psychology studies the mechanisms forming the content of “friend”-“alien” constructs. They are reflected in the speech behavior of individuals.

Metaphors and narratives are a part of human speech behavior. Narratives are a sequence of events interconnected in time, i.e. fictitious and actual stories (biographies of individuals, history of a people, tales, legends etc.). Many scholars believe that narration is determined by cultural prototypes, standards and rules, recurring plots, and language structures. Biographic patterns and event scenarios in the narratives are structured by social and cultural matrices.

## LITERATURE REVIEW

For today’s humanitarian knowledge, metaphors and narratives turned into objects of interdisciplinary research and psychotherapy means long ago. This is why it is only several works that are referred to here. I.V. Popova (2015), A.O. Preobrazhenskaya (2007), E.E. Churilova (2015) agree that narratives are a means of representing the personality development for the one who is comprehending one’s life path, phenomena, objects and processes of the social reality. L.G. Stepanova (2015) views narratives as a kind of filter of events and situations corresponding to the personality’s life story and main metaphor. The foreign authors are interested in representation of political, social and economic phenomena in biographical narratives. For instance, narratives about ethnic discrimination of adolescents (Kiang & Bhattacharjee, 2016) and students belonging to the ethnic majority and to the ethnic minority (Pasupathi et. al., 2012) were analyzed.

The priority role of narratives in the subject’s cognition of the social and cultural reality is reflected in the notion of “narrative way of understanding the world” which

originates in the works of J. Bruner. V.V. Znakov (2016) views the narrative way of understanding the world as cognitive and emotional processes, with opinions and meanings becoming the foundations of the narrative understanding. The form of understanding is the hypothesis-understanding, the type of understanding as its result is the interpretation-understanding. Opinions as evaluations, a cognitive and emotional attitude to the content, i.e. its meanings, are constructed in interpersonal and intergroup relationships and are a collective product. They set a framework of perception for the personality and can bring about stereotypification of social objects or subjects, e.g. of members of other groups. The hypothesis-understanding implies forecasting, the idea about causes and effects of an event, making some conclusions and constructing a version of events, particularities of the environment of the subject or object. In V.V. Znakov's concept (2016), understanding of social and cultural reality is based on interpretation which depends on values, meanings, ideas and standards of the subject and the group.

The mechanism of an individual's narrative understanding of social objects and other subjects is explored in the study by T.A. Terekhova and S.K. Malakhaeva (2015). The authors analyze the narratives using the method of Ch. Peirce's semiotic triads singling out the representative (description of an action, practice), the essence of the action, and the interpretation. Interpretation is viewed as "a way of revealing the dependence between the representative and the object" (ibid.), that is, a way to find out significance, meanings, and values of the event or situation for the narrator. The narrative contains semantic code as a "generally important social meaning" (Terekhova & Malakhaeva, 2015, p. 148), a set of life principles and rules.

In linguistics, a metaphor is a literary device, a turn of speech where the name of an object of one class (a word or word combination) is used for denoting an object of another class.

In the contemporary psychology, various trends of studying the metaphors are developed. First of all, metaphors are considered as a tool of social cognition, human thinking (Avanesyan, 2015; Sukhanov, 2016).

Metaphors become a way of learning values and meanings, the motivation sphere of personality (Volkova et. al., 2010; Sorokoumova & Fadeev, 2015). O.V. Vovdenko (2011) has found out the emotional and expressive, meaning forming, spiritual and moral functions of metaphor devices. In metaphors, people comprehend elements of their experience, evaluate them in the emotional aspect; they use metaphors as a means for transforming the semantic sphere of personality.

Metaphors of various kinds embody the subject's mental experience (Kramar, 2015; Trunov, 2011). D.G. Trunov (2011) analyzes the metaphoric oppositions describing the mental experience as follows: "the active – the passive", "the inner – the outer", "the high – the low", "the light – the dark". The author emphasizes

that one represents one's mental experience by means of its objectification which is based on patterns borrowed in social interaction with others.

Metaphors represent interpersonal relationships (Kramar, 2015; Nelson & Thorne, 2012).

Social phenomena and processes are reflected in various kinds of metaphors. So, N.Yu. Borodulina & N.L. Nikulshina (2010) show that metaphors of natural and physical phenomena, anthropocentric ones, vegetative, medical, artifact, mythological, mechanic and construction-related metaphors become the representations of the economic crisis in the country. E.P. Sukhanov (2016) has performed a content analysis of metaphors with teachers and medical workers speaking about their work and has singled out the metaphors of motion, feelings, human, communication, trial and combat, assistance, self-development and creativity, infinity and routine, and values. P.K. Vlasov & A.A. Kiseleva (2014) discuss the metaphors of organization which express the basic attitudes of employees and the organizational culture.

A number of works are devoted to the integrative role of metaphors in autobiographical narratives (Kramar, 2015; Lebedeva & Lepustina, 2013; Preobrazhenskaya, 2007). For instance, E.S. Kramar (2015) mentions that metaphors structure the interpretation of the personality's events, perform re-thinking of the narrative which relies on the personal myth and basic life concepts. According to L.V. Lebedeva and L.V. Lepustina (2013), metaphors perform the expressive and evaluative function, the fascination function (they highlight the "areas" of experience), and the conceptualization function (grasping the thoughts and ideas).

So, psychology treats metaphors and narratives as tools of cognition, syncretic way of understanding, comprehending and interpreting oneself, social objects and subjects which also unites cognitions and emotions. Metaphors and narratives become means of constructing, representing the psychological phenomena, individual experience, life path, a personality's system of attitudes, including the images of "friends" and "aliens", "enemies" and "friends". Metaphors integrate the narrative, express the "life motto" on which it is based.

According to N.A. Kutkovoy (2016), metaphors are a part of so-called interpretative repertoires of social objects that are a way of describing a certain social phenomenon.

The notion of "interpretative repertoire" means that metaphors are used by people as verbal tools for integrating and organizing the experience of interaction with communication partners, for recording the main characteristics of social objects, their own and someone else's groups, other people, and interpersonal relationships.

The interpretative repertoire determines the objects, elements and structure of narration. As the author of this paper believes, different interpretative repertoires can make up various narratives.

The author understands the interpretative repertoires of perceiving the “friends” and “aliens” as properties and evaluations ascribed by the subject to certain communication partners and their interaction that are expressed in content-related particularities of biographical narratives, associated with characteristics of “enemies” and “friends” and integrated by “friend” and “alien” metaphors.

The author supposes that metaphors of various kinds may be included into different interpretative repertoires.

According to them, the studies referred to here do not single out the structural and content-related particularities of metaphors and narratives associated with different interpretative repertoires. Neither have social and psychological empirical models of the interpretative repertoires of perceiving others as “friends” and “aliens” been developed.

## **PROGRAM AND RESEARCH METHODS**

The problem of this study is metaphors and narratives in different interpretative repertoires of perceiving other people as “friends” and “aliens”. The objective of the research is the comparative analysis of “friend” and “alien” metaphors and narratives about interaction with them that reflect various interpretative repertoires of perceiving others as “friends” and “aliens”. The subject of the research is metaphors of “friends” and “aliens”, Enemies and Friends, the expression level of adopting the discriminatory practices towards others, social and psychological characteristics of ideas about Enemies and Friends, and the content-related particularities of narratives about situations of the subject’s interaction with “friends” and “aliens”. The following research hypotheses have been worded: 1. Metaphors of “friends” and “aliens” can differ in various interpretative repertoires of perception of them; 2. Different interpretative repertoires of perceiving “friends” and “aliens” can be distinguished by the content-related particularities of narratives about the situations of the subject’s interaction with “friends” and “aliens; 3. Different interpretative repertoires of perceiving “friends” and “aliens” can differ in the expression level of adopting the discriminatory practices towards others; 4. Different interpretative repertoires of perceiving “friends” and “aliens” can differ in social and psychological characteristics of the personality’s ideas about the Enemies and Friends.

The following methods were used: content analysis of metaphors, the analysis of characteristics of ideas, the narrative analysis of subject’s interaction with “friends” and “aliens” situations, and mathematical statistics methods (quartiles, cluster analysis, and Kruskal-Wallis H-test). In the study, the following techniques were also applied: (1) the author’s technique “Metaphors of “friends” and “aliens” (Alperovich, 2016); (2) modified D.N. Tulinova’s questionnaire form “Identification of Another person as Enemy or Friend” (Tulinova, 2005); (3) the author’s technique “Diagnosing the discriminatory practices adoption in daily interpersonal communication” (Alperovich, 2016).

The empirical object of the research became 157 people (both men and women) at the emerging adulthood stage – aged 20-35 (students of the Southern Federal University in Rostov-on-Don and employees of various companies of Rostov-on-Don). The validity of the results obtained was ensured by using the mathematical statistics methods in the research and the standard software package for statistical processing of data – IBM SPSS Statistics 20.0

The empirical study was conducted from December 2016 until February 2017.

The characteristics and application procedure of the techniques “Metaphors of “friends” and “aliens”, “Diagnosing the discriminatory practices adoption in daily interpersonal communication”, and D.N. Tulinova’s questionnaire form “Identification of Another person as Enemy or Friend” as modified by the author were presented in the earlier work (Alperovich, 2016).

## **RESULTS AND DISCUSSION**

At the first stage of the research, from December 2016 to January 2017, content analysis of metaphors was performed and metaphors classifier was compiled, all groups of metaphors having been discussed in the authors’ earlier paper (Alperovich, 2016).

Using the classifier, the kinds of metaphors named by each respondent were identified.

Next, the following parameters for analyzing the content of narratives about “friends” and “aliens” interaction situations were developed:

- the objects of narration (subjects, “friendly” people, “alien” people);
- the roles of “friends” and “aliens” towards the subject: a positive, a negative, a neutral one (no certain role);
- the roles of “friends” towards “aliens” and those of “aliens” towards “friends”: a positive, a negative, a neutral one (no certain role);
- the interaction of “friends”, “aliens” and the subject: cooperative interaction, no interaction, competitive interaction;
- the social roles of subjects: relatives, close ones, acquaintances, friends, classmates, peer students, co-workers, management, passers-by;
- the sphere of action of the situations: the interpersonal relationships sphere, the business relationships one;
- the content of situations: daily situations, difficult life situations;
- actions of “friends” towards the subject in a situation: positive actions (assistance, joint activity), negative actions (aggression, lack of joint activity, deception, betrayal);

- actions of “aliens” towards the subject in a situation: positive actions (assistance, joint activity), negative actions (aggression, lack of joint activity, deception, betrayal);
- the subject’s role: an active role (the subject’s own actions are emphasized), a passive role (the emphasis is on the external circumstances and other people’s actions);
- the situation being up to/not being up to the subject’s ideas;
- the subject’s adaptation to social environment in daily situations/ individualized perception of a difficult life situation;
- the subject’s emotional evaluation of behavior of the “friends” and “aliens”: positive, negative one;
- the subject’s values and standpoints: the importance of cooperation with other people, the “Us-Them” distinctions, the dependence of another person perception on the social and psychological context, the interactions with it, turning of “friends” into “aliens” and “aliens” into “friends”, and the “friend-alien” case.

The parameters express the particularities of situations of subjects’ interacting with “friends” and “aliens”.

According to the parameters developed, the author has analyzed the content of narratives about each respondent’s situations of interaction with “friends” and “aliens”.

In narratives dedicated to a positive role of “friends”, the subjects describe mutual assistance and support, mutual understanding in communication with “their” people, “friends”, and their loyalty. For instance, the respondents speak about their relatives’ and friends’, co-workers’ daily help and assistance in difficult situations. Meanwhile, in narratives dealing with a negative role of “friends”, the respondents speak about family conflicts when a relative is perceived as a “friend”-“alien”, and about situations when no assistance or support was rendered by relatives, friends and co-workers. In narratives dedicated to a positive role of “aliens”, the respondents speak about an efficient interaction with new co-workers and people performing certain professional roles (e.g. doctors) and about unexpected assistance of strangers. As for the narratives on a negative role of “aliens”, here the respondents speak about the competition and aggression of classmates and peer students, including interethnic conflicts, about conflicts with management and co-workers, ones in public places (at shops, on the transport), and about situations where the carriers of professional roles fail to perform the required actions.

The characteristics of the respondents’ ideas about Enemies and Friends have been revealed using the modified questionnaire form by D.N. Tulinova (2005).

The procedure of calculating the discriminatory practices adoption coefficients for each respondent by using the quartiles, as well as coefficient values for the low, medium and high level of discriminatory practices adoption are detailed in the author's earlier work (Alperovich, 2016). Using this procedure, the sample was subdivided into 4 groups of respondents: ones having a low discriminatory practices adoption level, those having medium levels and a high level.

Next, using Kruskal-Wallis H-test, the comparative analysis of characteristics of Enemies and Friends, "friends" and "aliens" metaphors, and particularities of situations of interaction with "friends" and "aliens" in the respondents that differ in the level of discriminatory practices adoption was performed. The results of the analysis are brought down in Table 1.

**TABLE 1: THE IMAGES OF ENEMIES AND FRIENDS IN METAPHORS AND NARRATIVES OF RESPONDENTS HAVING DIFFERENT LEVELS OF DISCRIMINATORY PRACTICES ADOPTION**

<i>Characteristics of Enemies and Friends, metaphors of "friends" and "aliens", particularities of situations of interaction with "friends" and "aliens"</i>	<i>Group 1, medium rank</i>	<i>Group 2, medium rank</i>	<i>Group 3, medium rank</i>	<i>Group 4, medium rank</i>	<i>Importance level</i>
<i>Characteristics of a Friend</i>					
"A person who excites admiration with you"	77,39	56,49	62,20	57,36	0,01
"A person you have common interests with"	46,92	57,42	67,61	71,43	0,03
<i>Characteristics of an Enemy</i>					
"A person behaving aggressively towards you"	48,68	70,73	65,92	50,07	0,016
"A traitor"	52,89	73,54	61,76	50,43	0,019
<i>Metaphors of "friends"</i>					
Positive anthropomorphic metaphors	58,63	56,09	72,28	52,93	0,036
Neutral and ambivalent attributes-metaphors	59,00	67,31	60,34	59	0,034
Positive metaphors – precedent names	68,71	63,99	59	59	0,028
Positive naturomorphic metaphors	61,42	71,92	54,03	62,5	0,049
<i>Particularities of situations of interaction with "friends" and "aliens"</i>					
Competitive interaction of "friends" and "aliens"	59,42	53,3	74,76	51,71	0,002
The situation mismatching the subject's ideas	59,92	72,08	53,87	63,93	0,045
Individualization	65,89	71,58	52,03	63,43	0,024



Positive and negative properties of communication partners are expressed in positive and negative anthropomorphic, naturomorphic metaphors and in precedent name metaphors.

According to the data obtained that are given in Table 1, as the level of adopting the discriminatory practices towards other people increases, the inclination to admire “friends” is reduced and the importance of having common interests with them increases as well. The images of “friends” get rationalized and become more differentiated.

The lowest level of discriminatory practices adoption is associated with the interpretative repertoire of images of “friends” and “aliens” based on the emotional perception of positive qualities of “friends” that may be exaggerated, on the tolerance to “deviations” of the communication partners’ behavior as compared to the subject’s ideas about “friends” and “aliens”. The medium discriminatory practices adoption levels are associated with the interpretative repertoire of images of “friends” and “aliens” based on their rationalization and differentiation, ascribing both positive and negative properties to “friends” and “aliens”, on perceiving the negative qualities of “enemies” that may be exaggerated, and on delimiting the communication partners into “friends” and “aliens”. “Friends” are relatives and close ones. A high level of discriminatory practices adoption is associated with the interpretative repertoire of images of “friends” and “enemies” that is based on the importance of shared interests with “friends”, on the dependence of other people’s statuses as “friends” and “aliens” on the extent of positive/negative character of their roles in communication with the subject and on their behavior being up to certain rules and standards, on their belonging to certain social groups.

At the second stage of the research, in February 2017, cluster analysis was performed on all respondents proceeding from quantitative indices expressing the particularities of their situations of interaction with “friends” and “aliens”. The results of the analysis have allowed singling out 4 groups of the respondents distinguished by these indices.

Then, using Kruskal-Wallis H-test, the comparative analysis of characteristics of Enemies and Friends, “friends” and “aliens” metaphors, and particularities of situations of interaction with “friends” and “aliens” in the respondents of 4 groups was performed. The results of the use of Kruskal-Wallis H-test have confirmed it that 4 groups of the respondents can be subdivided. They are represented in Table 2.

The data obtained that are given in Table 2 allow singling out four interpretative repertoires of perceiving “friends” and “aliens”.

Within the first interpretative repertoire of perceiving “friends” and “aliens”, it is micro-social environment that is in the attention focus: family, relatives, and close ones are the “friends” and the emphasis is placed on interaction with them. Positive roles in communication and positive actions are ascribed to them, with

**TABLE 2: CHARACTERISTICS AND METAPHORS OF “FRIENDS” AND “ALIENS, FRIENDS AND ENEMIES IN THE RESPONDENTS THAT DIFFER FROM EACH OTHER BY PARTICULARITIES OF “FRIENDS” AND “ALIENS” INTERACTION SITUATIONS**

<i>Characteristics of Enemies and Friends, metaphors of “friends” and “aliens”, particularities of situations of interaction with “friends” and “aliens”</i>	<i>Group 1, medium rank</i>	<i>Group 2, medium rank</i>	<i>Group 3, medium rank</i>	<i>Group 4, medium rank</i>	<i>Importance level</i>
Characteristics of a Friend					
“A person who supports you and on whom you can rely in a difficult moment”	60,95	72,58	76	35	0,011
Characteristics of an Enemy					
“A person who is unpleasant for you”	65,56	40,33	58,1	74,5	0,011
“A person you do not like”	66,67	40,5	52,8	61	0,006
“A person who does not trust you”	63,13	46,92	80,4	74,25	0,037
Metaphors of “friends” and “aliens”					
Ambivalent naturomorphic metaphors of “friends”	61,15	63,92	72,8	60,5	0,045
Metaphors of competitive interaction of “friends” and “aliens”	58,08	81,44	53,1	72,5	0,048
Particularities of situations of interaction with “friends” and “aliens”					
Subject as the character of narration	60,59	57,75	109	57,75	0,001
“Friends” as characters of narration	61,65	69,5	32,6	69,5	0,003
A positive role of “friends” for the subject	64,88	58,92	14,5	65,75	0
A positive role of “aliens” for the subject	58,55	60,58	105	84,5	0,001
A negative role of “aliens” for the subject	64,26	72,83	25	25	0
A positive role of “friends” for other people	56,31	75,5	55	116,5	0
A negative role of “friends” for other people	53,12	105,17	62,8	71	0
A positive role of “aliens” for other people	54,31	73,5	102,2	114,5	0
A negative role of “aliens” for other people	53,77	112	50,5	50,5	0
Lack of interaction between “friends” and “aliens”	70,14	33,5	45,8	33,5	0
Cooperative interaction between “friends” and “aliens”	56,97	67	83,4	108	0
Competitive interaction between “friends” and “aliens”	55,7	101,5	53,2	55,25	0
“Friends” who are managers or peer workers	54,96	94	65,3	73,	0

<i>Characteristics of Enemies and Friends, metaphors of "friends" and "aliens", particularities of situations of interaction with "friends" and "aliens"</i>	<i>Group 1, medium rank</i>	<i>Group 2, medium rank</i>	<i>Group 3, medium rank</i>	<i>Group 4, medium rank</i>	<i>Importance level</i>
"Friends" who are friends	51,12	87	46	76,75	0
"Aliens" who are managers or peer workers	54,39	92,92	85,4	69	0
"Aliens" who are former friends, acquaintances	56,7	83,67	61,8	80,25	0
The sphere of interpersonal communication	58,79	76,17	46,1	83	0,019
The sphere of business communication	54,39	92,92	85,4	69	0
Daily situations	58,29	73,92	54,1	91	0,021
Positive actions of "friends"	57,94	83,17	28,5	90	0
Negative actions of "friends"	57,62	84,08	58,8	67	0,002
Positive actions of "aliens"	53,81	78,17	105,5	105,5	0
Negative actions of "aliens"	58,21	92,08	58,6	34	0
The passive subject	57,55	85,25	34	85,25	0
The active subject	61,05	56,25	107,5	56,25	0,002
The situation being up to the subject's ideas	59,21	79,42	35	76	0,008
The situation not being up to the subject's ideas	60,13	61	102	61	0,022
The subject's adaptation to social environment	56,78	80,92	61,1	87,75	0,003
A positive evaluation of actions of "friends"	63,07	65,25	14	75,5	0
A negative evaluation of actions of "friends"	59,97	76,83	61,8	49,5	0,036
A positive evaluation of actions of "aliens"	56,36	70,75	101,5	91,25	0
A negative evaluation of actions of "aliens"	62,91	74,25	47,6	23	0,002
"Us-Them" actualization	58,4	86,75	60,1	45,75	0,002
The dependence of "friend"- "alien" status of a person on the context of communication	57,62	82,33	55	75,5	0
An "alien" turning into a "friend"	59,62	57	93,9	87,75	0
Conventional communication of "friends" with "aliens"	57,46	76	55,5	96,5	0

the roles of "aliens" in communication and their actions being mainly considered to be negative. "Friends" and "aliens" are delimited. The images of "friends" and "aliens" are perceived as ones corresponding to the subject's ideas.

Within the second interpretative repertoire of perceiving “friends” and “aliens”, it is the “friends” from the subject’s broad environment that are in the attention focus – relatives, friends, acquaintances, peer students and co-workers. The emphasis is on their behavior. The roles in communication and actions of “friends” and “aliens” are perceived in an ambivalent way: subjects ascribe both positive and negative properties to them. The interaction of “friends” and “aliens” are rationalized and differentiated. They are perceived as corresponding to the subject’s ideas. For subjects, it is the situations of interaction with “friends” and “aliens” in the sphere of business and conventional communication that matter. Categorizing the people around them according to “Us-Them” criterion is relevant for them, however, the “friend” and “alien” statuses of their communication partners depend on the social and psychological context of interaction with them.

Within the third interpretative repertoire of perceiving “friends” and “aliens”, it is the very subject that occupies the attention focus. The subject’s own behavior is emphasized. The “aliens” are ascribed positive roles in communication, positive actions, with the roles of “friends” in communication and their actions being mostly evaluated in the negative. For the subjects, it is the “friends” and “aliens” interaction situations in the sphere of business communication that are of importance. These situations are mainly perceived as difficult ones and the images of “friends” and “aliens” participating in them – as ones not being up to the subject’s ideas. The statuses of “friends” and “aliens” are relatively stable and they do not almost depend on the social and psychological context of interaction with them. The author supposes this interpretative repertoire gives evidence about the subjects’ having intrapersonal conflicts and conflicts with relatives.

Within the fourth interpretative repertoire of perceiving “friends” and “aliens”, the attention focus is preoccupied by the “friends”, with the emphasis being on their behavior. The roles in communication and actions of both “friends” and “aliens” are perceived in the positive. The interaction of “friends” and “aliens” is evaluated as a cooperative one. For subjects, it is the daily situations of interpersonal communication that matter, with the images of “friends” and “aliens” perceived as being up to their ideas. The statuses of “friends” and “aliens” vary depending on the social and psychological context of interaction with them. So the “aliens” frequently turn into “friends”.

## CONCLUSION

1. Various interpretative repertoires of perceiving the “friends” and “aliens” are associated with different expression levels of adopting the discriminatory practices towards others.

As the level of people’s adopting discriminatory practices towards others grows, their inclination to admire “friends” is reduced, and the importance

of having shared interests with them increases. The images of “friends” get rationalized and become more differentiated.

Positive and negative properties of communication partners are expressed in positive and negative anthropomorphic and naturomorphic metaphors, as well as in precedent name metaphors.

The low discriminatory practices adoption level is associated with an interpretative repertoire of “friends” and “aliens” images based on the emotional perception of positive qualities of “friends” that may be exaggerated, on the tolerance to the “friend” and “alien” status bearing communication partners’ behavior differences from the subject’s ideas about “friends” and “aliens”.

The medium discriminatory practices adoption levels are associated with the interpretative repertoire of images of “friends” and “aliens” based on their rationalization and differentiation, ascribing both positive and negative properties to “friends” and “aliens”, on perceiving the negative qualities of “enemies” that may be exaggerated, and on delimiting the communication partners into “friends” and “aliens”. “Friends” are relatives and close ones.

A high level of discriminatory practices adoption is associated with the interpretative repertoire of images of “friends” and “enemies” that is based on the importance of shared interests with “friends”, on the dependence of other people’s statuses as “friends” and “aliens” on the extent of positive/negative character of their roles in communication with the subject and on their behavior being up to certain rules and standards, on their belonging to certain social groups.

2. Various interpretative repertoires of perceiving “friends” and “aliens” differ in metaphors of “friends” and “aliens”, content-related particularities of the subject’s interaction with “friends” and “aliens”, and social and psychological characteristics of the personality’s ideas about Enemies and Friends.

The author has singled out the interpretative repertoires where the subjects subdivide the people around them into “friends” and “aliens” and ascribe to them certain social and psychological properties in a stable way, regardless of the context of interaction with them. These interpretative repertoires are based on the binary opposition “Us-Them” being actualized in the personality’s consciousness.

Within the first interpretative repertoire of perceiving “friends” and “aliens”, it is the subject’s interaction with micro-social environment that is in the attention focus: “friends” (family, relatives, and close ones). The subject evaluates their roles in communication and behavior of “friends” in the

positive while evaluating the roles of “aliens” in communication and their behavior in the negative.

Within the second interpretative repertoire of perceiving “friends” and “aliens”, it is the very subject’s behavior that occupies the attention focus. The “aliens” roles in communication and their actions are evaluated in the positive, with the roles of “friends” in communication and their actions being mostly evaluated in the negative. For the subjects, it is the “friends” and “aliens” interaction situations in the sphere of business communication that are of importance. These situations are mainly perceived as difficult ones and the images of “friends” and “aliens” participating in them – as ones not being up to the subject’s ideas. The author believes that in this interpretative repertoire some communication partners are simultaneously “friends” and “aliens” for the subject. This interpretative repertoire reflects the subjects’ having intrapersonal conflicts and interpersonal conflicts with relatives and peer workers.

The interpretative repertoires where properties of “friends” and “aliens” in the subject’s perception vary depending on particularities of their interaction with the subject have also been singled out by the author. In various social and psychological contexts, the communication partners may become both “friends” and “aliens” for the subject.

Within the third interpretative repertoire of perceiving “friends” and “aliens”, it is the behavior of “friends” from the subject’s broad environment that is in the attention focus. The roles in communication and actions of “friends” and “aliens” are evaluated in an ambivalent way. The interaction of “friends” and “aliens” is perceived as a conflict and competitive one. The images of “friends” and “aliens” are rationalized and differentiated. For subjects, it is the situations of interaction with “friends” and “aliens” in the sphere of business and conventional communication that matter.

Within the fourth interpretative repertoire of perceiving “friends” and “aliens”, the attention focus is also preoccupied by the behavior of “friends”, but their roles in communication and actions are perceived in the positive, with the interaction evaluated as a cooperative one. For subjects, it is the daily situations of interpersonal communication that matter. The “aliens” frequently turn into “friends”.

The results obtained confirm the hypotheses put forward by the author.

The results of the research illustrate the concept of metaphors in the Russian psychology and some provisions about the relations of language practices and social practices, e.g. discriminatory ones in daily communication. The results of the research can be of use in social and psychological consulting for diagnosing and correcting a personality’s perception of other people. They can be useful

in psychology of counterterrorism in studying the attitude to other people as to “aliens”, “enemies”, in conflicts resolution in interpersonal communication, and in development of programs for training tolerance to representatives of other ethnic and cultural, religious groups.

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