

PHILOSOPHY

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Socio-philosophical and evolutionary prerequisites for deception

This article examines the social, anthropological and sociocultural reasons for a person's tendency to be deceived. The social, anthropological and socio-cultural reasons of a person's tendency to be deceived are investigated. On the basis of modern scientific ideas in the field of axiology, anthropology and the corpus of modern behavioral sciences, universal mechanisms of human acceptance of a certain behavioral decision and, accordingly, a person's choice of a certain behavioral trajectory are revealed. The work of cognitive systems regulating the processes of reflection, perception, thinking, decision-making in the context of behavioral and axiological choice is analyzed. The conditions that ensure a person's tendency to be deceived are revealed, the strategies and methods of manipulation are detailed.

Key words: propensity to deceive, self-deception, behavior, choice of behavioral trajectory, System 1, System 2, suggestion, manipulation, cognitive processes, perceptual strategies.

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