



Study of psychological content parameters of servicemen' motivation

I. Popovych

ORCID: 0000-0002-1663-111X

Kherson State University, Kherson, Ukraine

M. Aleksieieva

ORCID: 0000-0003-4382-8839

Simon Kuznets Kharkiv National University of Economics, Kharkiv, Ukraine

Article info

Received 24.07.2019

Accepted 30.08.2019

Doctor of Psychological Sciences, Associate Professor, Associate Professor of General and Social Psychology Department, Kherson State University, Kherson

Candidate of Pedagogic Sciences, Associate Professor, Associate Professor of Department of Pedagogic, Foreign Philology and Translation, Simon Kuznets Kharkiv National University of Economics, Kharkiv



Popovych, I.S., Aleksieieva, M. I. (2019). Study of psychological content parameters of servicemen' motivation. *Fundamental and applied researches in practice of leading scientific schools*, 34 (4), 26–33.

The article deals with a theoretical analysis of the motivational sphere of servicemen' personality who participated in combat operations, which allowed to outline the understanding of the empirical picture of the research of the structure of the serviceman' motivation. Valid empirical techniques have been applied: the questionnaire "The Level of Personality Claims" ("LPC") (Herbachevskiy, 1990), the Questionnaire "The Level of Social Expectations" ("LSE") (Popovych, 2017), the questionnaire "Purpose in Life Test" ("PIL") (Leontiev, 2006). Several psychological content parameters were clarified and substantiated, psychological structure of motive of a serviceman was constructed. The interrelationships between psychological content parameters of servicemen' motivation with social expectations ($p < 0,05$; $p < 0,01$) and sense-oriented orientations ($p < 0,05$; $p < 0,01$) were examined empirically. The article presents and analyzes an incredibly large list of correlation galaxies of social expectations with sense-oriented orientations. It is noted that the study of psychological content parameters of servicemen' motivation and established interrelations are significant in the context of performing professional-service (combat) activities. The obtained empirical results of the study of the servicemen' motivation showed that the motivational structure is an incredibly complicated complex education. It is stated that the selected set of methods and methods of statistical data processing allowed to qualitatively interpret the parameters of the motivational structure, to separate one parameter from another, to outline the content features.

It is made synthesis that the obtained results of the study of psychological content parameters of servicemen's motivation will help the command-officer structure to operationalize the tasks of professional, official (combat) activity. The results of the study may be interesting to heads of military units, command officers, heads of military educational institutions, educators, as well as researchers in the field of military psychology, psychology of personality motivation. The perspective of the nearest research is determined.

Keywords: motivation; psychological structure of serviceman's motivation; psychology of serviceman motivation, military activity, military psychology.

Introduction

Study of the psychological content parameters of servicemen' motivation who participated in combat

activities, represents a considerable scientific interest and has a social significance. Despite the increased interest and scientific value, the problems of the motivational sphere of the individual have always been the core of the scientific

interests' list of many scientists, both domestic and foreign. Since one of the factors contributing to any activity is understood as one of the reasons for motivation, this problem has an economic basis. The psychological content parameters of the person's motivational sphere are defined by scientists for a long time, but only in recent years researchers have used the term "psychological content parameters" in their scientific research. Several scientists under the psychological content of motivation understands the structural components of motivation. Usually these parameters are considered as a complex multidimensional phenomenon. Such an interpretation is controversial in the system of psychological concepts from the psychology of motivation. Therefore, we must state that, in spite of retrospective analysis, due attention should be paid to the establishment of generic relationships and the semantic analysis of the identified problem. Such an approach will allow systematizing the knowledge gained, seeing gaps, and possibly creating or moving closer to creating a new modern paradigm for studying the psychological content parameters of personality motivation.

Of course, the theoretical and methodological principles of studying the motivation of the individual, which are reflected in the writings of O. Bodalov, G. Kostiuik, O. Leontiev, K. Platonov, S. Rubinstein, H. Hekhauzen and many other well-known scientists, analyzed and considered. Modern scholars are mostly based on the postulates of well-known motivational concepts, mainly in terms of professional activity of the individual (Blynova, 2018; Boryshevskiy, 2012; Kominis, 2007; Lomov, 1984; Lunenburg, 2011a, b).

A retrospective analysis of social expectations in theories of personality motivation (Popovych, 2014b) provides grounds for arguing that foreign psychology in the procedural and content motivational theories of the individual "sees the expected value" partly as a key. Studying the interrelationships between psychological content parameters of motivation and social expectations, it is worth paying special attention to the hopes, fears, and human dangers. These mental processes have little attracted the attention of scientific researchers and at the same time require careful study. The informative features to a large extent overlap with social expectations, since all of them are a kind of "building material", perspective lines of development, the future of the individual. Of particular importance is the articulation of this problem in the context of the study of the servicemen' motivation. We hope that this will help to find answers to topical questions that will help to better understand the essence of the researched psychological phenomenon. The analysis of scientific literature made it possible to summarize the existing knowledge about the researched phenomenon, to approach the construction of an "empirical picture of research" and to establish meaningful empirical facts (Ilin, 2008; Lunov, 2016; Hekhauzen, 2003).

Goals of article

Theoretically, empirically research and substantiate the interrelationships between the levels of psychological content parameters of servicemen's motivation with social expectations and sense-oriented orientations.

Materials and Methods

Participants. The researched sample population was consisted of servicemen of the Armed Forces of Ukraine, who serve on the basis of the military unit A1604, stationed in the village Chernobayevka of the Kherson region, aged from 18 to 43 years. Researchers have a different military rank – from soldier to captain, and occupy various positions – from the driver to the pilot-navigator, the platoon commander. At the time of the empirical report, the participants in our study had a different working experience: from peacekeeping operations in Sierra Leone, Liberia to engage in combat operations in the anti-terrorist operation (ATO) in the East of Ukraine, which was re-formatted on April 30, 2018 in Operation Combined Forces (OCF). Total number of participants – 45 (36 men – 80,00% and 9 women – 20,00%); the average age is 24,72 years.

The research is conducted according to ethical standards of committee on the rights of experiments of Helsinki declaration (*WMA Declaration of Helsinki – Ethical Principles for Medical Research Involving Human Subjects*).

Organization of research. An empirical cut was made during November 2018 and till January 2019. The organizers of the study carefully selected games from the championship and cup games that had a principally tournament value, sometimes it was a derby game. An empirical study has received permission and advice from team leaders.

Theoretical methods. To achieve this goal a set of theoretical research methods was used: theoretical analysis of scientific sources, methods of interpretation and generalization of the results of theoretical, empirical studies of the interactions of the mentioned scientific problem.

Procedures and instruments. Empirical methods were used, which measured the psychological content parameters of the servicemen under study. Questionnaire "The Level of Personality Claims" ("LPC") (Herbachevskiy, 1990) (*Psychological diagnostics...*): internal motif (IM), cognitive motif (CM), avoidance motif (AM), the motif of competition (MC), the motif of change activity (MCA), the motive of self-respect (MS), value of results (SR), task complexity (TC), volitional effort (VE), estimation of the level of achieved results (ELAR), estimation of personal potential (EPP), the projected level of mobilization efforts (PLME), the expected level of results (ELR), regularity of results (RR), initiative (I). The Questionnaire for "The Level of Social Expectations" ("LSE") (Popovych, 2017): the level of social expectations of personality (LSE_p), the level of awareness of expected expectations (LAE_p) the participants of interpersonal interaction (LEA_p), the expected performance level (LEP_p). "Purpose in Life Test" ("PIL") (Leontiev, 2006): Goals in Life (GL), Process (P), Result (R), Locus of Control – Self (LCS), Locus of Control – Life (LCL), general knowledge of life (GKL). Answers were evaluated using a bipolar semantic differential scale, the values of which ranged from -3 (completely disagree) to +3 (absolutely agree). The reliability indices obtained with the α -Cronbach statistics were: $\alpha_{LPC} = 0,711$; $\alpha_{LSE} = 0,819$; $\alpha_{PIL} = 0,857$). As we can see, the reliability of the applied methods and tests of α -Cronbach were within the limits of sufficient (0,7) and high levels (0,9).

Statistical analysis. Statistical processing of empirical data was performed using the statistical program "SPSS"

v. 23.0. Spearman correlation coefficients (r_s) were used to find and establish the relationships between the obtained indicators. Correlation between factors was established. The arithmetic mean of the parameters (M) was calculated, minimum (min), maximum (max) and mean square deviation (SD) were given. Differences between values of variables at $p \leq 0,05$ are considered statistically significant.

Results and discussions

The obtained results of the studied psychological content parameters of psychodiagnostic methods are assessed, based on the scale minimum (min), maximum (max), average arithmetic mean of parameters (M) and mean square deviation (SD) presented in Table. 1

Table 1

Average and RMS deviations of the studied parameters (n = 45)

Scale	Minimum, min	Maximum, max	Arithmetic mean, M	Mean square deviation, SD
1	2	3	4	5
"LPC"				
IM	5,00	19,00	11,73	3,14
CM	7,00	20,00	15,03	2,76
AM	3,00	19,00	11,74	3,54
MC	4,00	18,00	10,79	3,43
MCA	5,00	20,00	10,94	3,54
MS	7,00	21,00	11,38	3,09
SR	3,00	17,00	10,01	2,56
TC	2,00	17,00	5,12	2,45
VE	5,00	18,00	12,07	3,01
ELAR	6,00	13,00	11,20	2,06
EPP	8,00	19,00	13,14	3,04
PLME	8,00	20,00	14,01	2,32
ELR	3,00	13,00	8,69	2,11
RR	4,00	20,00	13,95	2,78
I	7,00	20,00	10,12	2,67
"LSE"				
LSE _p	40,00	89,00	63,75	12,23
LAE _p	9,00	23,00	18,48	3,32
LEA _p	9,00	18,00	13,98	1,76
LEP _p	17,00	48,00	35,69	8,49
"PIL"				
GL	11,00	41,00	32,12	7,09
P	12,00	41,00	30,66	5,36
R	8,00	36,00	25,78	5,06
LCS	8,00	29,00	21,12	4,56
LCL	13,00	41,00	30,09	4,39
GSL	53,00	128,00	102,60	14,12

Note: min – minimum; max – maximum; M – arithmetic mean; SD – mean square deviation.

The complex of 25 content psychological parameters is methodologically grounded and so that it reflects the essence of the researched phenomenon. The names of the scales outline the meaningful features of the servicemen' motivation. In fig.1 the motivational structure of the serviceman, built on the average arithmetic meanings (M) of psychological content parameters of motivation, is given.

It was found that in the researched sample population of servicemen, the internal motive (IM) (M = 11,73; SD = 3,14) is at the highest level for the mean - this means that the motivation of the servicemen has significant internal determinants, accompanied by considerable internal

resources. The cognitive motive (CM) (M = 15,03; SD = 2,76) is lower than the average, i.e. the cognitive activity of the servicemen is not their advantage. The avoidance motive (AM) (M = 11,74; SD = 3,54) is at the average level, so it corresponds to the norm and depends on the individual profile of the subject being studied. The motive of the competition (MC) (M = 10,79; SD = 3,43) is low - obviously professional activity, military operations, is not perceived by servicemen as competitions, and "soberly" assess the danger. The motive of change of activity (MCA) (M = 10,94; SD = 3,54) is at a level lower than the average - apparently prevailing regulations in professional activity are reflected

in the indicators of this motivation. The motive of self-esteem (MS) (M = 11,38; SD = 3,09) corresponds to the average general group norms. The significance of the results

(SR) (M = 10,01; SD = 2,56) is at a level lower than the average – obviously the procedural nature of the activity makes its corrections to the indicators.

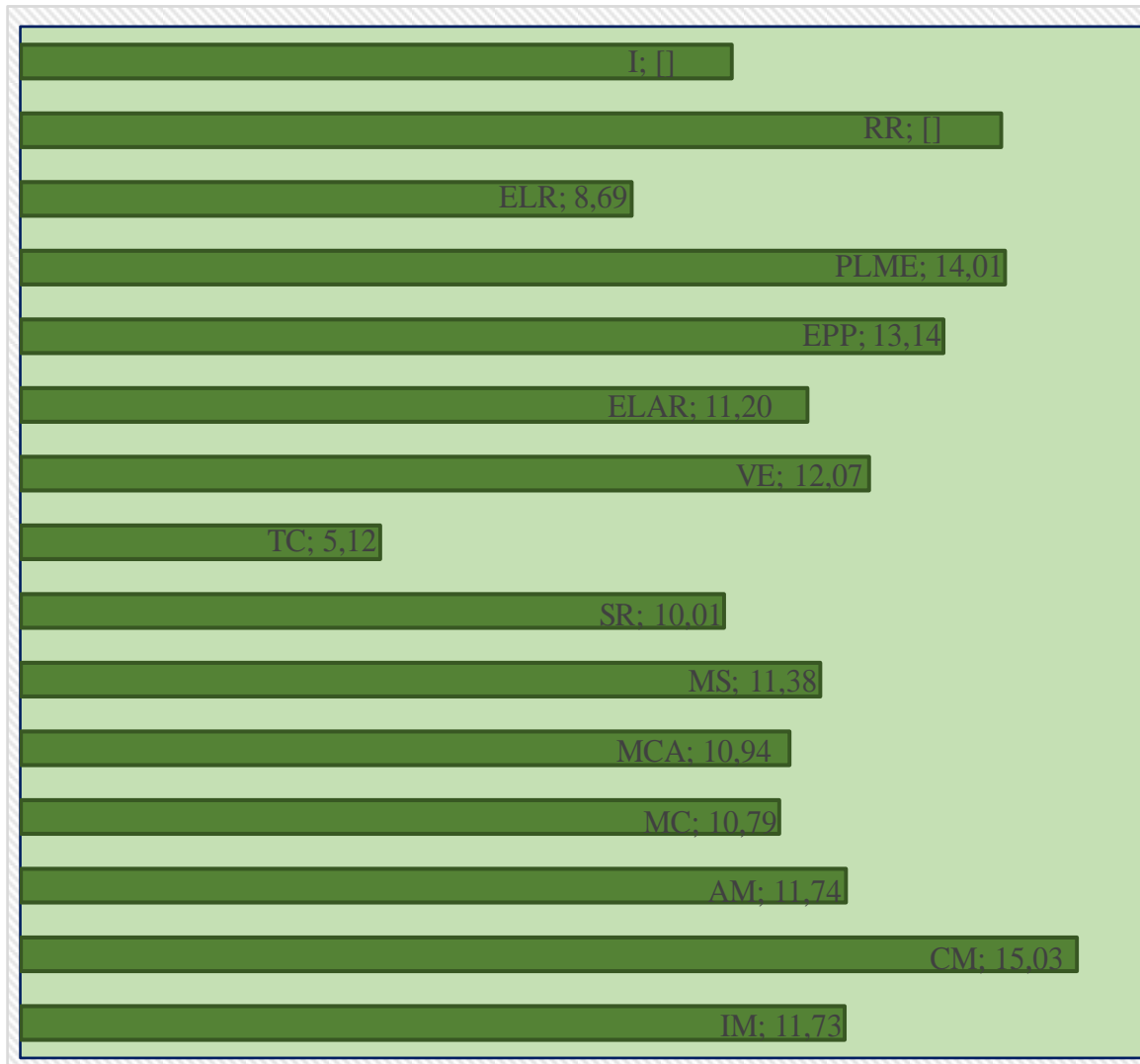


Fig. 1. Motivational structure of a serviceman

The complexity of the task (TC) (M = 5,12; SD = 2,45) has the best values for an average – obviously it is connected with extreme conditions, difficult work tasks with risk for life. Willpower (VE) (M = 12,07; SD = 3,01) almost shows the average rate of this parameter. Assessment of the level of achieved results (ELAR) (M = 11,20; SD = 2,06) is below average – obviously affects the procedural component of activity and low values of the motif of the competition. Assessment of its potential (EPP) (M = 13,14; SD = 3,04) also has a below average level. A planned level of mobilization effort (PLME) (M = of 14.01; SD = 2,32) is above average – obviously, this is associated with a high willingness to act. Expected level of results (ELR) (M = 8,69; SD = 2,11) is below average – obviously cognitive motive and knowledge of the previous course of events, which by the way also has a lower average (LAEp) (M = 18,48; SD = 3,32) have a significant impact on this parameter. The regularity of the

results (RR) (M = 13,95; SD = 2,78) reflects the average values of the standards. Initiative (I) (M = 10,12; SD = 2,67) is below the average level, that is, the servicemen realize that every initiative will entail additional tasks, powers. We understand that the proposed interpretation of the motivational structure of the serviceman does not exhaust all issues and requires further thorough analysis.

Let's analyze the relationship between indicators of psychological meaningful parameters, motivation and social expectations. Correlation analysis includes a sample of servicemen (n=45). The results of correlation analysis are presented in table 2.

On the basis of the obtained statistically significant correlation coefficients, it can be argued that the internal motive of the motivational structure signals enthusiasm for professional activity, the fulfilment of the task, combines those aspects that contribute to the fulfilment of the task of

attractiveness, positively affects the parameters of social expectations: the level of awareness of the previous course of events ($r_s=0,203$; $p<0,01$), the level of the expected attitude towards participants of interpersonal interaction ($r_s=0,289$; $p<0,01$), the level of expected performance ($r_s=0,167$; $p<0,01$) and in general on the level social expectations of the personality ($r_s=0,210$; $p<0,01$). We explain this by the fact that the internal motive has signs of the fulfilment of the future task, prompting the serviceman to achieve the desired result.

The cognitive motive characterizes a serviceman who is interested in the results of his activity. We note that at the statistically significant level the sign of the cognitive motive is interrelated with the indicator of the level of the expected attitude towards the participants of the interpersonal

interaction ($r_s=0,119$; $p<0,01$), the level of expected performance ($r_s=0,109$; $p<0,01$) and with an indicator of the level of social expectations of the individual ($r_s=0,136$; $p<0,01$).

Has a small correlation with the awareness of the previous course of events ($r_s=0,049$). In military, such indicators are evidence that partly a cognitive motif has a vivid retrospective component that seeks to analyse the past, to work out tactical tasks in conjunction with work on mistakes.

Table 2

Correlation relations of indicators of psychological content parameters of motivation with social expectations of servicemen (n = 45)

Scale	LSE _p	LAEP	LEA _p	LEP _p
1	2	3	4	5
IM	,210**	,203**	,289**	,167**
CM	,136**	,049	,119**	,109**
AM	,032	,045	,043	,037
MC	,096*	,043	,061	,056
MCA	-,232**	-,158**	,047	-,239**
MS	,221**	,253**	-,119**	,138**
SR	-,352**	-,167**	-,209**	-,411**
TC	-,047	,068	-,154**	-,069
VE	,109*	,031	,018	,067
ELAR	,232**	,094*	,199**	,211**
EPP	,206**	,159**	,097*	,198**
PLME	,172**	,169**	,019	,153**
ELR	,359**	,212**	,229**	,312**
RR	,409**	,257**	,251**	,389**
I	,115**	,129**	,089*	,051

Note: * – statistical significance of $p \leq 0,05$; ** – statistical significance of $p \leq 0,01$.

The motive of avoidance is evidence of the fear to show the lowest result and, accordingly, of the consequences which follow from this. Note a slight correlation with the level of knowledge about previous events ($r_s=0,045$), the level expected against the participants of the interpersonal interaction ($r_s=0,043$), the level of expected performance ($r_s=0,037$) and the level of social expectations of personality ($r_s=0,032$). The motive of the avoidance from the servicemen does not have a statistically significant relationship, as it has a local manifestation depends on the individual emergency situation and does not reflect the expected result, that is more of a desire to avoid unwanted result. The person is not planning and is not expected to escape, partly it is a reaction and consequence of the instinct of self-preservation.

We can see some similar picture with a relationship of the motive of competition with the level of knowledge about previous events ($r_s=0,043$), the level expected against the participants of the interpersonal interaction ($r_s=0,061$), the level of expected performance ($r_s=0,056$). Only with the level

of social expectations of personality the correlation is statistically significant ($r_s=0,096$; $p<0,05$). We think that is because the motive of the competition reflects the professional activities of servicemen that can be tracked with high results participants relative to others and to have the desire to get the expected result.

The motive of change of activity reveals experienced servicemen trend to the termination of performance of official tasks, which he occupied now. Note that at a statistically significant level motive to a change of current activity negatively correlated with the level of knowledge about previous events ($r_s= - 0,158$; $p<0,01$), and has insignificant positive relationship with the level expected against the participants of the interpersonal interaction ($r_s=0,047$), negatively correlated with the level of expected performance ($r_s= - 0,239$; $p<0,01$) and the level of social expectations of personality ($r_s= - 0,232$; $p<0,01$). We explain this by the fact that the expected statistically significant negative correlation is motivated by the desire not to

communicate the realities with the expected desired result of activity that reflects the highest ($r_s = -0,239$; $p < 0,01$).

The motive of self-esteem reflects the desire of a subject to put a more difficult and meaningful tasks in a professional, service (military) activities before. Note that a statistically significant level, the sign of a motive of self-esteem correlated with the indicator of the level of knowledge about previous events ($r_s = 0,253$; $p < 0,01$), the level of expected performance ($r_s = 0,138$; $p < 0,01$) and increased the level of social expectations of personality ($r_s = 0,221$; $p < 0,01$), has a negative statistically significant relationship with the level expected against the participants of the interpersonal interaction ($r_s = -0,119$; $p < 0,01$). We explain a negative relationship that is typically obtained high indicators of the motive of self-esteem are contradicting objective against the participants of interpersonal interaction, have a negative impact on constructive relations with the brethren. In general, the fact that the studied desire to set more and more difficult goals positively correlated with a number of other psychological parameters of social expectations.

The sign of "the significance of the results" reflects the provision of personal importance of the service objectives and outcomes professional activities. Note that on a statistical level, the motif of the significance of the results negatively correlated with the level of knowledge about previous events ($r_s = -0,167$; $p < 0,01$), the level expected against the participants of the interpersonal interaction ($r_s = -0,209$; $p < 0,01$), the level of expected performance ($r_s = -0,411$; $p < 0,01$) the level of social expectations of personality ($r_s = -0,352$; $p < 0,01$). We explain this by the fact that the expected statistically negative correlation significant activities not connected with semantic parameters of social expectations test.

Note the opposite pattern of relationships of task complexity with the level of knowledge about previous events ($r_s = 0,068$), with the level expected against the participants of the interpersonal interaction ($r_s = -0,154$; $p < 0,01$), with the level of expected performance ($r_s = -0,069$), with the level of social expectations of personality ($r_s = -0,047$). We explain that it is because the complexity of the problem reflects how the servicemen bind the execution of complex tasks with understanding, vision with designed imagination model of the expected future, desired performance.

The level of volitional effort has a statistically significant positive correlation with the indicator of the level of social expectations of personality ($r_s = 0,109$; $p < 0,05$). All other interactions are positive but insignificant. The expected statistically significant positive correlation is a confirmation of the volitional component of self-regulation of purposeful individual's behaviour (Popovych, 2014).

An assessment of the level of achieved results is a reflection of the ratio of servicemen capabilities in a particular type of activity with the desire to achieve this result. We note that statistically significant is the assessment of the level of achieved results with the level of awareness of the previous course of events ($r_s = 0,094$; $p < 0,05$), the level of expected attitude to participants in interpersonal interaction ($r_s = 0,199$; $p < 0,01$), the level of the expected results of the activity ($r_s = 0,206$; $p < 0,01$) and the indicator of the level of social expectations of the individual ($r_s = 0,248$; $p < 0,01$). We

explain this by the fact that the objective assessment of the achieved results actually reproduces the relationship with the level of social expectations and affects the content parameters.

The objective estimation of its potential is the expected statistically significant relationship with the level of awareness of the previous course of events ($r_s = 0,163$; $p < 0,01$), the level of expected attitude to participants in interpersonal interaction ($r_s = 0,096$; $p < 0,05$), the level of expected performance ($r_s = 0,211$; $p < 0,01$) and the level of social expectations of the individual ($r_s = 0,232$; $p < 0,01$), which is decisive when performing tactical tasks.

The planned level of mobilization of efforts in military activity is a prerequisite for achieving the goal. We note that the evaluation of the planned level of mobilization of efforts with the level of awareness of the previous course of events ($r_s = 0,169$; $p < 0,01$), the level of expected performance ($r_s = 0,153$; $p < 0,01$), the level of social expectations personality ($r_s = 0,153$; $p < 0,01$), and an insignificant positive correlation between the level of the expected attitude to participants in interpersonal interaction ($r_s = 0,019$). We explain such correlation of the planned level of mobilization of efforts by the fact that this feature is key in predicting servicemen to perform tactical tasks of professional activity.

Expected level of results is an integral part of the motivational structure of the individual and is like the parameter "level of expected performance" determined by the author's questionnaire "LSE". Statistically significant is the relationship between the sign of the expected level of the results with the level of awareness of the previous course of events ($r_s = 0,212$; $p < 0,01$), the level of expected performance ($r_s = 0,312$; $p < 0,01$), positive significant interconnection the level of the expected attitude towards participants in interpersonal interaction ($r_s = 0,229$; $p < 0,01$) and the level of social expectations of the personality ($r_s = 0,359$; $p < 0,01$). Such a significant correlation is a proof of the validity of the researched variables.

The pattern of results reproduces the understanding of the military's own abilities to achieve goals, is their regulatory capacity. The observed statistically significant relationship signs of regularity of the results with increased awareness of previous events ($r_s = 0,257$; $p < 0,01$), the level of expected attitude to the participants of interpersonal interaction ($r_s = 0,251$; $p < 0,01$), the level of expected performance ($r_s = 0,389$; $p < 0,01$) and increased the level of social expectations of personality ($r_s = 0,409$; $p < 0,01$). The expected statistically significant correlation is a confirmation of the importance of professional activity, responsibility for performance (combat) tasks.

The initiative reflects the level of initiative and ingenuity of the individual for professional activity. The stereotypical military activities, it is inferior in its characteristics to the other types: commercial, official, etc. Note that statistically significant is the relationship the signs initiative with increased awareness of previous events ($r_s = 0,129$; $p < 0,01$), the level of expected attitude to the participants of interpersonal interaction ($r_s = 0,089$; $p < 0,05$), insignificant positive relationship with the level of expected performance ($r_s = 0,051$) and is statistically significant with an indication of the level of social expectations of personality ($r_s = 0,115$; $p < 0,01$). A slight positive correlation explained by the fact that the initiative is a readiness to perform tasks but may not

achieve the expected result.

Let's analyse the relationship between indicators of psychological meaningful parameters of motivation and

sensitive orientations. Correlation analysis includes a sample of servicemen (n=45). The results of correlation analysis are presented in table 3.

Table 3

Correlation binds of indicators of psychological content parameters of motivation with sense-oriented orientations (n = 45)

Scale	GL	P	R	LCS	LCL	LCS
1	2	3	4	5	6	7
IM	,012	,182**	,271**	,225**	,028	,176**
CM	,212**	,010	,146**	,273**	,131**	,233**
AM	,072*	,124**	,101*	,078*	,057	,145**
MC	-,048	-,007	,098*	-,006	-,092*	-,103*
MCA	,021	,100*	,234**	,093*	,024	,065
MS	,251**	,277**	,133**	,376**	,170**	,346**
SR	-,003	,044	-,071	,025	,087*	,009
TC	-,347**	-,050	-,139**	-,213**	-,096*	-,253**
VE	-,241**	-,060	,019	,077*	-,165**	,056
ELAR	,087*	,317**	,182**	,065	,130**	,240**
EPP	,206**	,232**	,213**	,382**	,036	,294**
PLME	-,053	-,085*	,169**	-,022	-,077*	,034
ELR	-,073*	-,095*	,210**	-,012	-,067	,014
RR	,089*	-,105*	,204**	-,005	,091*	,108*
I	-,172*	-,191**	-,083*	-,017	-,075*	-,004

Note: * – statistical significance of $p \leq 0,05$; ** – statistical significance of $p \leq 0,01$.

On the basis of the obtained statistically significant correlation coefficients, it can be argued that the purpose of the servicemen, which gives their lives meaningfulness and outlines the temporary perspective, positively affects the parameters of motivation: cognitive motive ($r_s = 0,212$; $p < 0,01$), motive of self-esteem ($r_s = 0,251$; $p < 0,01$), estimation of its potential ($r_s = 0,206$; $p < 0,01$). We explain this by the fact that the presence of goals for the future has a high level of correlation with the indicators of the motivational structure of the servicemen in the context of determining tomorrow.

Indicator "process of life or interest and emotional saturation of life" reflects the perception of the studied process of his life as an interesting, emotionally saturated and full of meaning. We note that the statistically significant level of the "process" is interrelated with the internal motive ($r_s = 0,182$; $p < 0,01$), the avoidance motive ($r_s = 0,124$; $p < 0,01$), self-esteem motive ($r_s = 0,277$; $p < 0,01$), estimating the level of achieved results ($r_s = 0,317$; $p < 0,01$), estimating their potential ($r_s = 0,232$; $p < 0,01$). The results are explained by the fact that the category "process" refers to the future of the servicemen, influences the content peculiarities of motivation in the future.

The effectiveness of life or satisfaction with self-realization is an assessment of the past stage of life, a feeling of how effectively and meaningfully it is lived. We will state that at the statistically significant level, the result is interrelated with the internal motive ($r_s = 0,271$; $p < 0,01$), cognitive motive ($r_s = 0,146$; $p < 0,01$), motive for change of activity ($r_s = 0,234$; $p < 0,01$), self-esteem motive ($r_s = 0,133$; $p < 0,01$), assessment of the level of achieved results ($r_s = 0,182$; $p < 0,01$), estimation of its potential ($r_s = 0,213$; $p < 0,01$), the planned level of mobilization of efforts

($r_s = 0,169$; $p < 0,01$), the expected level of results ($r_s = 0,210$; $p < 0,01$), the regularity of the results ($r_s = 0,204$; $p < 0,01$). We explain this by the fact that the effectiveness of life, along with the goals in life and process, are important components that have a significant impact on the motivational structure of the serviceman.

The indicator "locus of control – Self" is a reflection of "Self" the owner of life, characterizing a serviceman as a strong person with sufficient freedom of choice to build a state, his future in accordance with his own goals and understanding his meaning. The statistically significant level of the locus of control, I, is interrelated with the internal motive ($r_s = 0,225$; $p < 0,01$), cognitive motive ($r_s = 0,273$; $p < 0,01$), motive for self-esteem ($r_s = 0,376$; $p < 0,01$), estimating its potential ($r_s = 0,382$; $p < 0,01$). We explain this by the fact that the localization of control of his "Self" is also a category that affects the motivational structure of the serviceman. Such a relationship explains a kind of faith in its own ability to exercise influence on itself, on its "Self".

Locus of life control or controllability of life is a reflection of a person's ability to control his life, make decisions and implement them. We state that the statistically significant level of the indicator "locus of control – life" is interrelated with the cognitive motive ($r_s = 0,131$; $p < 0,01$), self-esteem motive ($r_s = 0,170$; $p < 0,01$), assessment of the achieved results' level ($r_s = 0,130$; $p < 0,01$). We explain this by the fact that the localization of control of his "Self" is also a category that is part of the motivational structure of the serviceman and represents a kind of faith in his own ability to manage his life.

General sense of life, based on the obtained statistically significant coefficients, positively correlates with the parameters of servicemen' motivation: the internal motive

($r_s = 0,176$; $p < 0,01$), cognitive motive ($r_s = 0,233$; $p < 0,01$), avoidance motive ($r_s = 0,145$; $p < 0,01$), self-esteem motive ($r_s = 0,346$; $p < 0,01$), assessment of the achieved results' level ($r_s = 0,240$; $p < 0,01$), assessment of their potential ($r_s = 0,294$; $p < 0,01$). We conclude that the meaning of life with its content and effective components is positively correlated with the psychological content parameters of the servicemen' motivation. The well-documented list of correlation motivational relationships with significant parameters of social expectations and sensory-life orientations does not exhaust the complexity of the identified scientific problem, but only affects the important contours of the extremely important problem of the present.

The obtained results find confirmation in studies of the motivational sphere of personality, the regulatory role of psycho-emotional states in the structure of personality motivation and cognitive resources (Popovych, Blynova, 2019; Tsilyenko, 2013; Zavatska, 2012; Zavatskyi, Zavatskyi, Spytka, 2018).

Conclusions

The theoretical analysis of the motivational sphere of the servicemen' personality who participated in combat operations, which allowed to outline the understanding of the empirical picture of the research of the structure of the serviceman' motivation. Valid empirical techniques have been applied: the questionnaire "The Level of Personality Claims" ("LPC") (Gerbachevsky, 1990), the Questionnaire "The Level of Social Expectations" ("LSE") (Popovych, 2017), the questionnaire "Purpose in Life Test" ("PIL") (Leontiev, 2006). Several psychological content parameters were determined and justified, psychological structure of motive of a serviceman was constructed. The relationships between psychological and substantive parameters of servicemen' motivation with social expectations and sense-oriented orientations are empirically researched. The article presents and analyses an incredibly large list of correlation galaxies, in which significant correlations are established with the parameters of social expectations and sense-oriented orientations. Study of psychological content parameters of servicemen' motivation and established interrelationships are important in the context of performing professional-service (combat) activities. The obtained empirical results of the study of the servicemen' motivation showed that the motivational structure is an incredibly complex formation. The selected set of methods and methods of statistical data processing allowed to qualitatively interpret the parameters of the motivational structure, to separate one parameter from another, to outline the content features.

We have reason to assert that the results of the study of the psychological content parameters of servicemen' motivation will help the command officer to operationalize the tasks of professional, service (combat) activity. The results of the study may be interesting to heads of military units, command officers, heads of military educational institutions, educators, as well as researchers in the field of military psychology, psychology of personality motivation. The perspective of the nearest research is determined.

Prospects of subsequent researches

Subsequent research will be aimed at studying the motivational mental states of servicemen.

Acknowledgments

The research was conducted within the framework of the fundamental scientific and practical theme of the Department of General and Social Psychology of Kherson State University and the Department of Pedagogic, Foreign Philology and Translation of Simon Kuznets Kharkiv National University of Economics, the state registration number is 0119U101096.

References

- Blynova, O. Ye. (2018). *Socio-cultural and psychological vectors of personality formation*. Kherson: Vyd-vo FOP Vyshemyrskyi [in Ukrainian].
- Boryshevskiy, M. Y. (2012). Personality in dimensions of consciousness, 608. [in Ukrainian].
- Ilin, E. P. (2008). *Motivation and motives*. SPb.: Piter. [in Russian].
- Kominis, G. (2007). The expectancy-valence theory revisited: developing an extended model of managerial motivation. *Management Accounting Research*, 18(1), 49-75. <http://dx.doi:10.1016/j.mar.2006.10.002> [in English].
- Leontyev, D.A. (2006). *Test of life-meaningful orientations (LMO). Psychodiagnostic series*. Moscow, M: Smysl.
- Lomov, B. F. (1984). *Methodological and theoretical problems of psychology*, 444. [in Russian].
- Lunenburg, F. (2011a). Expectancy theory of motivation: motivating by altering expectations. *International Journal of Management, Business, and Administration*, 1(15), 43-48. Retrieved from <http://www.nationalforum.com/202011.pdf> [in English].
- Lunenburg, F. (2011b). Goal-Setting Theory of Motivation. *International Journal of Management, Business, and Administration*, 1(15), 7-12. Retrieved from <http://www.nationalforum.com/202011.pdf> [in English].
- Lunov, V. E. (2016). *Psychology of cognitive formation of a professional (on the example of the specialists of the system «man-man»)*, 250. [in Ukrainian].
- Psychological diagnostics. Method: level of personality claims*. Retrieved from <https://sites.google.com/site/test300m/16pfa> [in Russian].
- Hekhauzen, H. (2003). *Motivation and activity*. SPb.: Piter. [in Russian].
- Popovych, I. S. & Blynova, O. Ye. (2019). The Structure, Variables and Interdependence of the Factors of Mental States of Expectations in Students' Academic and Professional Activities. *The New Educational Review*, 55(1), 293 - 306. DOI:10.15804/tner.2019.55.1.24 [in English].
- Popovych, I. (2017) Psychology of social expectations of personality. *Extended abstract of Doctor's thesis*. Severodonetsk: Volodymyr Dahl East-Ukrainian National University. Retrieved from <http://ekhsuir.kspu.edu/handle/123456789/6464> [in Ukrainian].
- Popovych, I. S. (2014). Social expectations – a basic component of the system of adjusting of social conduct of a person. *Australian Journal of Scientific Research*, 2(6), 393-398. Retrieved from <http://ekhsuir.kspu.edu/handle/123456789/3281> [in English].
- Popovych, I. (2014b). Social expectations in the theories of motivation of personality. *Philosophy. Psychology. Sociology*, 4(20), 53-63. Retrieved from <http://ekhsuir.kspu.edu/handle/123456789/3278> [in Russian].
- Tsilyenko, I. O. (2013). Analysis of the effectiveness of the program psychocorrection moral value sphere of personality. In: *2nd International Scientific Conference «European Applied Sciences: modern approaches in scientific researches» (Stuttgart, Germany)*. Stuttgart. P. 203-206. [in English].
- WMA Declaration of Helsinki – Ethical Principles for Medical Research Involving Human Subjects. Retrieved from http://www.ub.edu/reerca/Bioetica/doc/Declaracio_Helsinki_2013.pdf [in English].
- Zavatska, N. Ye. (2012). *Socio-cultural and psychological aspects of adaptation of the personality in the modern society*. Luhansk: Vyd-vo imeni V. Dalia. [in Ukrainian].
- Zavatskyi, V. Yu., Zavatskyi, Yu. A. & Spytka, L. V. (2018). The formation of subjective well-being of personality. *Nierówności społeczne a wzrost gospodarczy. Social Inequalities and Economic Growth*, 55(3), 401-409. DOI: 10.15584/nsawg.2018.3.28 [in English].