

## ABSTRACT OF THE GRADUATION QUALIFICATION PAPER

**Subject of the graduation qualification paper:** Rabulistic attack strategy “Deception” in intercultural communication and ways of its neutralizing

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**Significance of the issues addressed in the research:**

In fact, rabulistic attack strategies play an important role in intercultural communication. This communicative phenomenon has significant functions in the communication between representatives of different cultures.

The relevance of this study is determined by the need of building competencies among future specialists in intercultural communication that will allow using this rabulistic attack strategy at a professional level with representatives of other cultural communities, as well as developing competencies that will neutralize this attack strategy during negotiations.

**Goal of the research:**

To provide theoretical justification for the usage of rabulistic attack strategies in intercultural communication;

To develop the training Correction and development of professional competencies that are necessary for a deeper understanding of the features of verbal and non-verbal signs of a rabulistic attack strategy – deception” and practical recommendations that will improve the quality of the communication process with representatives of the French, Spanish, English and German cultures.

**Tasks:**

- Explore the phenomenon of “rabulistic attack strategy” and determine its place in professional intercultural communication;
- Reveal the role of the rabulistic attack strategy “deception” in the structure of professional intercultural communication;
- Explore the rabulistic attack strategy “deception” as a manipulative communication strategy that ensures the equal status of intercultural dialogue;
- Analyze the experience of using and neutralizing the rabulistic attack strategy “deception” in intercultural communication;
- Develop a training aimed at developing readiness to neutralize the rabulistic attack strategy “deception”.

**Theoretical importance of the research:**

The theoretical significance of the research lies in the fact that it systematizes the ideas and positions of Russian and foreign scientists studying the phenomenon of the rabulistic attack strategy “deception.” The results of the research will serve as an incentive for further development of the research of rabulistic attack strategies and will contribute to the formation, development and correction of communicative competencies, as well as improving the personal qualities of specialists in intercultural communication of a new generation.

**Practical value of the research:**

The practical significance of the research is seen in the fact that the results of this study can be applied to the development of methodological materials on this topic, which will be a useful complement in the study of educational disciplines in the training profile “Theory and Practice of Intercultural Communication”.

**Results of the research:**

Development of the training “ Correction and development of professional competencies that are necessary for a deeper understanding of the features of verbal and non-verbal signs of a rabulistic attack strategy – deception” can be considered as the result of the research. The training aims to create a set of relevant competencies that are necessary for a deeper understanding of the features

of verbal and non-verbal signs of deception in the process of professional intercultural communication with foreign partners.

**Recommendations:**

The materials of the work can be used in teaching intercultural communication and training in intercultural interaction.