

Andrii Bulatov – Post-Graduate Student of Juridical Psychology Board of National Academy of Internal Affairs

Criminal Manipulation During Fraud

The aim of this article is the to analyse of the practical and theoretical developments of psychological influence and manipulation during fraud. Fraud means providing false data suppression information about facts or circumstances, report of which was necessary towards the introduction of the victim to mislead or to support the error of a person for the purpose of taking someone else's property, and which led to this position of the victim. Deception can be incorporated into the structure of manipulative influence, and can be an agent of influence.

Criminal manipulation can be used in a number of crimes. Among the acquisitive crimes committed with the use of such effects on the personality, the fraud stands out. Criminal manipulation is performed during communication process with the use of various methods and techniques, including modern psychotechnologies. Manipulation has its temporal, spatial and social patterns. The handling process may be extended in time and provides a multi-stage stepwise procedure of implementing manipulative influence on people.

The implementation mechanism of manipulation can be described in line with the theory of cognitive dissonance, of the laws of perception and some others. One of the most important issues when considering technology manipulative influence is the question of the targets of this

influence. Manipulators exploit such an attraction that needs to operate smoothly: the need for security, food, sense of community etc. The degree of success of manipulation largely depends on how wide is the number of psychological impact measures that are used by a manipulator and how the manipulator is flexible in their use.

The application of modern psychological technologies makes a wide range of people more vulnerable to fraudulent attacks. In addition, it is important to take into account the psychological characteristics that increase vulnerability to criminal manipulation during fraud. Understanding and applying of psychological aspects of the mechanisms of the criminal manipulation by enforcement officers will contribute to the improvement of their professional competence, effective investigation and search activities.

Keywords: deception; manipulation; fraud; fraudulent operation; the manipulation target.