The article analyzes the issues of negotiation linguistic and psychological barriers as a factor for successful professional sailor activities. It was studied the theoretical basis of cultural and psychological barriers. It was distinguished the concept of «psychological» and «cultural and psychological» barriers. We characterized the typical results of the cultural and psychological barrier among sailors. It was listed negative communication factors in the marine sphere. It was analyzed the socio-psychological perceptual error in communication among sailors. It was characterized the conditions (creation of a favorable psychological climate for dialogue; definition of context before any communication; regardless of the results of resolving conflicts desire not to destroy the relationship) and ways (constructive and deconstructive) to overcome linguistic and psychological barriers among the Maritime crew.

**Keywords:** cultural and psychological barriers, factors, socio-psychological perceptual errors, communication.

The contemporary stage of building our society, the changes taking place in the economic, social and political spheres of Ukraine, determine the urgency and social significance of professional success’s problem and competitiveness in the labor market of professionals among all professions, namely sailors.

**The problem.** The professional success of a young sailor, the possibilities of employment and further professional and personal growth are largely conditioned by the quality of his professional training. Therefore, one of the important areas of vocational education for seafarers is to increase the attention to the formation of the ability to overcome the language-psychological barriers in the «mixed» crew, since the psychological barrier is one of the factors that impedes the emergence of psychological readiness for professional activity, complicates the process of practical The application of the received knowledge, promotes the development of passivity in the acquisition of professionally significant qualities and abilities.

**Analysis of recent research and publications.** Depending on the approach to understanding the essence of the phenomenon of «barrier», scientists investigate various aspects of it. There are numerous works devoted to the study of psychological barriers in the general sense (S. Arkhangel’skii, L. Bojovich, A. Leon’tiev, A. Luk, A. Maslov, B. Pargin, A. Shevirev); some researches study the guideline as a barrier (G. Granik, R. Granovsky, S. Rubinstein, A. Samsonova, D. Uznadze); some works consider the barriers’ peculiarities of creativity (I. Burganova, F. Vafin, K. Karamova, Yu. Kryshanskaya A. Safina); barriers of socialization (L. Bozhovich, L. Vygotsky, M. Hinzbur, O. Yelnikova, K. Levin, D. Feldshtein); emotional barriers (V. Bodrov, L. Grimak, R. Lazarus, N. Nayenko, S. Rubinstein, V. Suvorov, L. Filonov); meaningful barriers (L. Bozhovich, M. Neimark, G. Frumov) and other aspects [5, p. 34].

The theoretical and practical relevance of the research topic is due to the lack of systematic studies in the modern psychology of the language and psychological barriers’ characteristics in the professional seafarers’ activities.

The lack of theory development of language and psychological barriers in the professional seafarers’ activities and their significance for practice determined the choice of the topic of the article.

**The purpose of the article** is to study the language and psychological peculiarities of barriers, to determine the factors influencing their occurrence and ways of overcoming them in the process of professional seafarers’ development.

**Presenting main material.** The psychological barrier is understood by scholars [2], [6] as an internal obstacle that arises in activities and causes the emergence of unfavorable mental states that complicate the achievement of the goal. T. I. Verbitskaya [1, c. 23] considers the psychological barrier as a mental state, which manifests itself in the inability to assess what is happening, to control their own emotions, mental processes, and properties.

Work in international crewing companies and among the «mixed» crew leads to a language barrier, which in turn creates a psychological obstacle.

B. Pargin highlights the language and psychological barrier as obstacles that hinder the achievement of mutual understanding between people. They manifest themselves in the inadequate situation of passivity or, conversely, excessive activity of the subject, which impedes the performance of certain tasks [3, p. 22]. The occurrence of language-psychological barriers is associated with such personal characteristics as anxiety, inadequate self-esteem, personal orientation, value orientations that do not correspond to the tasks and content of the activity.

Among the representatives of the maritime sphere, this barrier is one of the most widespread and manifests itself as divergence of interests and communication between crewmembers, etc. The seafarers eliminate the redirection of attention from person to work, optimistic prediction of further activities. The most typical results of the language-psychological barrier among seafarers are the divergence of guidance between the ratings and officers; fear of a new «mixed» crew; narrowing of the functions of communication (informational predominates, socio-perceptual, communicative functions remain out of focus); negative installation for young marine specialists (biased attitude of officers to cadets or newly arrived seamen); fear of professional mistakes (disciplinary violations, performance of professional duties, etc.);
imitation (a young maritime specialist employs the ways of communication and work of another, without taking into account his own personality and responsibilities).

The process of communication can have a negative effect if accompanied by feelings of insult, hostility, alienation. Most often they are caused by the following factors:

1. Differences between verbal and non-verbal types of communication. In the course of communication, nonverbal means are realized beyond the control of consciousness, impulsively. Therefore, the saying is not always identical to that shown by the behavior.

Thus, a mariner can talk about a friendly attitude to a cadet, but to behave in this way nervously, alienated. On this basis, the probable doubts of the latter in his sincerity. During interaction it is necessary to consider the means and manner of communication, to correct errors and differences in a timely manner. A disharmony between words, phrases, facial expressions, body movements often affects its course and outcome in a decisive manner. Observing the differences in the words, the behavior of the interlocutors, it is expedient to emphasize blessing not the differences themselves, but their perception of them.

2. Hidden context of communication. In the process of professional interaction, people are not always aware of their feelings, thoughts, desires. Not expressing their concerns in particular, they rarely receive an adequate response. Among the «mixed» crew, this situation is complicated by the lack of understanding the sailor of what is happening to him, the lack of awareness of their aspirations, desires, fears, responsibilities. Therefore, in other cases, communication will generate insults, irritation, false behavior, complications of the conflict [4, p. 79].

The psyche of the seafarer is also affected by the psychology of the social group in which he works. Positive or negative experience, relationships with other members of the crew form an appropriate system of internal settings of the individual regarding the crew, labor.

An analysis of the notions about the nature of the individual, the socio-psychological inability of a person to live and develop outside the society, in our case, on a vessel in the «mixed» crew, requires the actualization of the main mechanisms and motive forces of objective communication that operates between the sailors. First of all, such an interconnection is accumulated in communication and interaction and through them is realized, reproducing the realities of social life.

Thus, when assessing the possibility of activating the activity of the personality, it is necessary to take into account the most essential, fundamentally important characteristics of the personality’s communicative potential: dynamism (the ability to change), the adequacy of the goals and objectives of the communication process, its need for implementation in all manifestations: from self-consciousness to practical actions through behavior. In the absence of conditions for the implementation the personality’s communicative potential. There is a decrease in potential opportunities, the destruction of status-role updating of the individual in the social group, the loss of an individual’s sense of social reality, depersonalization and isolation of the individual in the formal presence of potential and visibility of well-being for a certain time.

Speaking about the potential communicative possibilities of the personality, we mean his desire to express himself among such people as he is, to self-assert, to optimize the process of socio-psychological reflection, based on their individual, psycho-physiological, socio-psychological properties. It is, therefore, about the content aspect of the communicative potential of the individual.

Psychological errors in communication among seafarers may be caused by such social and perceptual distortions:
- judgment about a person by analogy with oneself (unconscious transfer to other personal qualities, experiences);
- «hail effect» (influence of the general impression on the interlocutor on the perception and evaluation of individual qualities and manifestations of his personality);
- «effect of stereotyping» (imposition on the perception of the individual stereotypes, generalized image of the class, group, nationality);
- «the effect of inertia» (the tendency to save the once created idea of a person);
- «sequence effect» (influence on the perception of the sequence of obtaining information about a person).

It is discovered that with years of service, there are certain changes in the professional self-awareness of sailors. There was a shift in the system of values, a transformation of the indicators of this consciousness from socially oriented to narrowly personal; somehow the desire for professional self-improvement, including the improvement of language skills, has become more intense, the uncertainty in his professional future has become characteristic. The situation highlights the high level of competition in the labor market.

The conditions for overcoming the language-psychological barrier among the marine team are: creating a favorable psychological climate for communication; definition of the context before any communication is established; regardless of the results of resolving the desire’s contradictions not to ruin the relationship.

According to psychological studies [3], sailors overcome their language and psychological barriers in two fundamentally different ways:
- constructive (transformation of semantic structures and transition to a higher level of development);
- destructive (psychological protection, refusal from a productive solution of critical situations, removal of emotional stress, which leads to a person’s regress and difficulties in professional activity).

Conclusion and suggestions. The conducted researches do not exhaust all aspects the problem of overcoming the language-psychological barrier as a precondition for the successful professional seamen’s activity, and the following aspects may become perspective directions of further research: psychological selection of candidates for training in maritime educational institutions and for work under a contract; levels’ indicators of knowledge formation the foreign languages of marine establishments’ entrants.
References:
2. Doroshenko L.I., Zotov V.N. Lavrinenko and others. Psychology and ethics of business communication: Textbook for high schools, ed. Prof. 5. – 324 s.