

Psychology of the Seven Radicals – A Russian Review of Ivanka Trump

Ivanka Trump, despite the success achieved in promoting her own business, as well as the participation in the political struggle of her father Donald Trump, remains a pronounced figure of the second plan. The Ivanka built her whole life and business career against the background of his successful business and political life.

Being constantly surrounded by the care and attention of Donald Trump, his many highly paid lawyers, financiers, and advisers, Ivanka feels confident both during ordinary life and during political and economic turbulence. In the absence of this support, under the pressure of general attention, pressure from the media and society, harsh attacks from opponents, Ivanka develops uncertainty, a tendency to make mistakes and miscalculations.

It is necessary to clearly distinguish whose interests Ivanka represents - his own or other people (father, family, partners).

If these are negotiations in her personal interests, then Ivanka can be considered as an independent figure, while it is necessary to use her weaknesses - the lack of a promising vision, since she will not be able to quickly and clearly model the long-term result, and selfishness, which may interfere with her defend the interests of the common cause. Simultaneously, keep in mind that conservatism also may prevent you from making a bold decision.

Negotiations conducted in the interests of other persons, especially Donald Trump, then Ivanka is not an independent figure. At the same time, it is possible to use its weak parties - the lack of skills and experience, as well as the lack of a long-term vision, to form the right position for Ivanka with the subsequent transfer to the main interested parties.

Ivanka Trump comes across as a friendly, non-aggressive, non-confrontational person at the beginning of negotiations. The statement and arguments of the second party listens carefully, without interruption, if necessary, asks questions and clarifications. However, with an increase in the intensity and tension of negotiations, it ceases to control their course, does not have time to calculate the consequences of making decisions, as well as the possibility of their implementation.

To achieve the goals of the negotiations, it is necessary to force Ivanka to move away from the negotiation process that she or her team had previously planned and calculated by asking questions regarding the consequences of certain decisions taken, responsibility for their acceptance.

With a positive course of negotiations, you should carefully listen to Ivanka, shake your head to the beat, speak in an even voice, imperceptibly leading questions, and remarks to push the conversation in the right direction.

In the event of a negative course of negotiations, given the lack of a vision of the future, as well as Ivanka's certain conservatism, it is necessary to try to force her to go beyond her competencies, knowledge, and experience, provoke her to make quick decisions, and express the idea of her responsibility for the unsuccessful course of negotiations. In extreme cases, it is possible to deliberately delay negotiations in order.

to accumulate fatigue and search for the right moment to make the right decision.

During negotiations, you cannot raise your voice, shorten the distance, especially pat the shoulder, or otherwise touch the interlocutor. It is necessary in some way to emphasize one's confidence in the positive course of the negotiations and the correctness of the decisions discussed and adopted.

Whatever the outcome of the negotiations, it is necessary to be prepared for Ivanka Trump to change the decisions made under the influence of her father, first, and secondly of her family and society.

Strengths, weaknesses of Ivanka Trump:

Strengths:

- **Organization.** Responsibility, focus on practical solutions, actions, and results. Efficiently organizes work processes, willingly follows the rules and instructions.
- **Friendliness.** Creates a friendly and warm atmosphere in the team, paying special attention to relationships, avoids conflicts and prefers a stable, favorable, harmonious working environment.
- **Practicality and realism.** Focused on practical problem solving well assesses the real situation.
- **Reliability.** Strives to complete assigned tasks in a timely manner, is responsible for the result and does not avoid performing routine tasks.

Weaknesses

- **Conservative.** Some conservatism and adherence to the known does not allow applying the latest trends and novelties in the work. The same traits are inherent in her father, Donald Trump.
- **Lack of perspective.** Focusing on current tasks, very attentive to details, but neglects perspective vision.
- **Lack of skills and experience.** Ivanka Trump has a reputation for her famous last name, not for the specific skills and experience in the areas in which she claims to be an authority. Lack of negotiation experience hard style, on counterattacks, raised tones.
- **Selfishness.** She cares more about her own popularity and success than about the welfare or interests of other people. In some cases, this may lead to making decisions for one's own benefit.

Sociocultural status: high

Ivanka Trump was born into the family of Donald Trump, a billionaire with German roots, and a Czechoslovak businesswoman, model, and former athlete, Ivana Marie Trump (nee Zelnichkova).

At the time of Ivanka's birth, her parents had been married for more than four years and had a high family income. We do not consider her a spoiled child. At the age of fifteen, she had to make part of the payment for her studies in a prestigious boarding house on her own. Ivanka, with the help of friends, compiled a portfolio and made her debut as a model.

Despite the brilliant prospects that the agents opened for Ivanka, the modeling career soon ceased to interest her. She turned to her father for support, who first entrusted her with several separate business projects, and then he made her daughter a member of the board of directors of The Trump Organization.

Ivanka later founded her own jewelry manufacturing company, Ivanka Trump Fine Jewelry. Soon the company also began to produce shoes, which Ivanka herself advertised as a fashion model.

Donald Trump's daughter is fond of playing golf, excellent archery, yoga, and skiing. Even though such a rich woman may not deny herself anything, Ivanka uses skin care cosmetics designed for middle-class people.

In 2009, Ivanka Trump wrote the bestseller *The Trump Card: How to Win in Business and in Life*. The main messenger of the book is taking your place in this life. Also in May 2017, she published another book, *Women Who Work*.

Ivanka Trump supports the UN Foundation's initiative to expand career opportunities for young women in developing countries. She also sometimes distributes food to the homeless and the poor with her children.

Before the wedding with Jared Kushner, she adopted the Jewish religion, underwent Orthodox conversion, and took the Jewish name Yael. Since then, Judaism influenced her lifestyle. She actively donates money for the needs of the synagogue and Jewish schools, and in many materials, she notes the importance of family values.

Ivanka willingly writes about her family on social networks and talks in interviews. He says about his wife that he is a wonderful father. "Our family is important to Jared. We work all week, and on weekends we try to give maximum attention to loved ones," says Mrs. Trump.

Relationships with people

Despite the declared tolerance, tolerance, and friendliness, Ivanka Trump clearly shows a different attitude towards people depending on their race and level of wealth. Ivanka Trump, according to critics, expresses a lack of compassion and empathy for people who do not fit into her lifestyle, relegating them since they are part of less privileged sections of society.

Insufficient restraint and lack of internal concentration often leads to negative statements, especially among close and trusted persons, regarding the rights of national minorities, the struggle for freedom of speech, religion and third world independence.

Father Donald Trump ranks first in Ivanka's hierarchy. It was to him when his parents divorced that ten-year-old Ivanka went, despite his betrayal of his mother. It was Donald Trump's view of people, their rights and social status that influenced the formation of Ivanka's personality.

Critics also question Ivanka's integrity and integrity in defending women's rights. There have been repeated allegations in various media that Ivanka Trump sometimes resorts to deceit and distortion of facts to advance his own interests, to create a favorable impression of himself or his father, especially during his election campaign and presidency.

Ivanka also prefers to be friends only with people from her own circle. At the same time, there are several cases of rapid parting with people due to a divergence of political views, the loss of their social position or the emergence of competition. One such example is the friendship and subsequent breakup with Chelsea Clinton. At the same time, if necessary, Ivanka easily makes repeated contact, preferring to pretend that nothing happened.

Communication with the media, communication style

Ivanka Trump willingly communicates with the press, gives interviews, accompanies her father at social events and meetings. During the presidency of Donald Trump, Ivanka often accompanied him on foreign trips and meetings with leaders of various countries.

Ivanka's profile on Instagram (banned in the Russian Federation) actively publishes photos and videos. As of 07/14/2023, the account has more than 7.5 million subscribers, 1645 subscriptions and 3968 publications.

For going out, Ivanka chooses sheath dresses, trouser suits, and calm colors, while she does not strive to dress exclusively in luxury outfits, finding more democratic brands and models in her wardrobe.

In the interview, he behaves in a collected manner, emphatically friendly, the poses are usually tense. Sitting does not allow you to lean back in your chair.

Often gesticulates with his hands, while maintaining a distance from the interlocutor.

Words carefully selects, pronounces correctly, completely. Sometimes a slight accent is heard, inherited, presumably, from the mother.

When answering uncomfortable questions, with excessive pressure from the interlocutor, he turns pale, takes longer pauses between sentences, and begins to speak in standard phrases. In critical cases, he can take a back seat, draw the wrong conclusion or act awkwardly, which indicates a lack of skills in complex negotiations, including being the first person.

The lack of experience in communicating with the first persons of the United States and other states has repeatedly caused ridicule in the press over her and Donald Trump. Several incidents occurred at the G20 Osaka summit. The most revealing was the video, which later went viral, showing Ivanka Trump awkwardly intervening in a conversation between British Prime Minister Theresa May, IMF chief Christine Lagarde and French President Emmanuel Macron.

General information

Identification data

- Full name: Ivanka Marie Trump Date of birth -
- 10/30/1981 Place of birth - Manhattan, New
- York, USA Ivanka Trump (Ivanka Trump) at birth received the name Ivana Marie Trump (Ivana Marie
- Trump) Citizenship - USA,
- Israel Religion - Judaism, Jewish name Yael Personal website: ivankatrump.com

Family ties

Father - Donald Trump (Donald John Trump), born June 14, 1946. in Queens, New York, USA. Entrepreneur, billionaire. President of the United States (2017 - 2021), one of the leaders of the Republican Party.

Mother - Ivana Marie Trump (Ivana Marie Trump, at the birth of Ivana Marie Zelnířková), was born on February 20, 1949. in Czechoslovakia, died on 07/14/2022. in USA. Entrepreneur, model. She was married to Donald Trump from 1977 to 1992.

Brother - Donald John Trump Jr. (Donald John Trump, born in 1977), executive director of the Trump Organization.

Brother - Eric Frederick Trump (Eric Frederick Trump, born in 1984), executive vice president of the Trump Organization.

Sister (from the marriage of her father with Marla Maples (Marla Ann Maples)) - Tiffany Ariana Trump (Tiffany Ariana Trump, born in 1993), model, singer, sociologist.

Brother (from the marriage of her father with Melania Trump) - Barron William Trump (Barron Trump, born in 2006), student, football player.

Husband (married since 2009) - Jared Corey Kushner (Jared Corey Kushner; born in 1981), American businessman, owner of a real estate development company and the New York Observer newspaper.

Daughter - Arabella Rose Kushner (Arabella Rose Kushner, born in 2011).

Son - Joseph Frederick Kushner (Joseph Frederick Kushner, born in 2013).

Son - Theodore James Kushner (Theodore James Kushner, born in 2016).

Education

She graduated from high school (Chapin School) and college (Choate Rosemary Hall). She also studied for two years at Georgetown University.

University of Pennsylvania - with honors and a bachelor's degree in economics (graduated in 2004).