

**RESEARCH OF VICTIMS NEEDS
IN CONNECTION WITH
REHABILITATION SERVICES AND
CLARIFYING MOTIVATION FACTORS
THAT HELP TO LEAVE THE
TRAFFICKING ENVIRONMENT.**



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FOREWORD

Estonia is a source country of human trafficking, but also a transit country for trafficking, and to a very small degree the country of destination. The majority of trafficking victims are women who have been trafficked for the purpose of sexual exploitation. The majority of trafficking incidents have taken place in Estonia and in the neighbouring countries.

Vulnerable persons, mostly women, and children, who are recruited for trafficking for sexual exploitation purposes, get significant physical, psychological and social damage. For trafficking victims, it is almost impossible to leave the sexual exploitation environment alone. Human trafficking for sexual exploitation purposes and prostitution are closely linked.

The study of human trafficking victims' needs for rehabilitation services and motivational factors clarification of human trafficking from the environment to facilitate exit.

Roman Krõlov's qualitative study of the Estonian trafficking victims and prostitution workers is a research among others in this sphere done in Estonia that fills in a gap. Estonia has no previous similar qualitative research.

Roman Krõlov as a researcher has pointed out that a number of strategies to leave prostitution that followed trafficking. He has named conditionally: lottery, the guiding star, the internal solutions and forced exit. Some strategies are effective, some are not. The victims of trafficking and prostitution interviewed during the study pointed out the benefits of helping services during trafficking and prostitution, and after exiting the sexual exploitation sphere.

The results of the study suggest clearly that the victims of trafficking in Estonia and women involved in prostitution before do not see prostitution as work or entertainment, and associate it more with violence.

We are grateful to Roman Krõlov who conducted the study and to the research consultant Mrs May-Len Skilbrei, Professor at the Faculty of Law Department of Criminology and Sociology of Law, University of Oslo.

Eda Mölder

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Project Supporting victims of trafficking for sexual exploitation through improving the services provided by the rehabilitation centre Atoll and shelter Vega.

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Introduction

Presented research work have been designed and conducted within the frames of Project „Supporting victims of trafficking for sexual exploitation through improving the services provided by the rehabilitation centre Atoll and shelter Vega“ PA29. All research work activities have been funded by the Norwegian Financial Mechanism 2009-2014 Programme. Non-governmental organization Eluliin is so far the only organisation in Estonia that offers the victims of trafficking constant and complex assisting services through the social and psychological rehabilitation centre Atoll. Smooth businesslike contacts and experience in cooperation with the study group, it means with the women involved in the trafficking and prostitution, ensured the opportunity to form the survey sample, the availability of the sample and collection of quality data for the analysis.

The main aim of the research work was to understand – what rehabilitation services are needed to help victims of trafficking and vulnerable individuals – primarily for those involved in prostitution, to reduce psychological harm received as a result of trafficking and sexual exploitation.

According to design of study to achieve the answer on main research question, was needed to find understanding of several follows processes, as:

A. in details understand the experience of recruitment respondent's into the sphere of trafficking and prostitution: - what exact psychosocial mechanisms are acting during this process? How it works and why it works with a concrete person? Which psychosocial changes bring to an individual experience of involvement in the sphere of trafficking and prostitution?

B. What are the motivational factors to quit sphere trafficking and prostitution?

C. What strategies use person to achieve this? What strategies are successful and which are not? What makes person coming back to sphere trafficking or prostitution?

Prostitution problems are relatively well studied in Estonia (Trummal, 2001; Pettai, I., Proos, I., Kase, H., 2003; Pajumets, 2004; Trummal, A.; Fischer, K.; Raudne, R., 2006; Klein, 2006; Pettai, I., Kase, H., Proos, I., 2006; Lõhmus, L.; Trummal, A., 2008; Lõhmus, L.; Trummal, A., 2012). Studies conducted so far focused on socio-demographic and medical aspects of the respondents' lives of the target group. The need of the representatives of the target group for psycho-social support has been studied only once in Estonia, and even then quite briefly (Pettai, I., Kase, H., Proos, I., 2006). A detailed research of the psychological aspects of the experience of trafficking and involvement in prostitution, motivation factors, prostitution exit strategies, and the need of rehabilitation services, is taking place for the first time in Estonia in the framework of this study. The novelty of the study lies in the implementation of methodological part of the study, which gave the additional opportunities for data analysis.

The practical application of the knowledge gained from the study might prove to be a spacious enough. The study reporting the results can be interesting and useful especially for professionals who work in the victims assistance sphere in the respective countries or governmental structures. The data can also be of use in all kinds of informative materials and textbooks. Of course, they can be directly applied and tested in practical activities in assisting centers and organizations that provide rehabilitation services to the target group of the study and assistance during existing trafficking and prostitution. In conclusion, the main task of the project was to improve the quality of services and assistance to victims of trafficking, and to individuals who are involved in prostitution.

Planning of research, methodology, data collection, preparation and analysis of the results of the work took place in close cooperation with and under the expert support of Professor at the Department of Criminology and Sociology of Law, University of Oslo, Mrs. May-Len Skilbrei – the sociologist, expert and researcher of the problem of prostitution and trafficking.

Survey methodology

Research work has been performed using of two main and two additional methods. Main methods of the study were: a semi structured focus interview and Reprtory Grid Intreview Technique based on G.A.Kelly's theory of Personal Constructs (Kelly, G.A., 1955).

As additional methods of data collection have been used; two structured self-evaluation forms:

- a. Self-evaluation form of the damages and harms, that have been obtained by the respondent during the period of being inthe sphere of sexual exploitation
- b.self-evaluation form of the different sort of assistance services, that must help a person to leave the prostitution

Selected methods gave wide opportunities to collect the variety of qualitative and quantitative kind of data and use different statistical methods for analysis.

Subsequently, about the implemented methodology in details:

A semi structured focus interview

This method was one of the principal modes of the collection of quality data in the process of conducting research. The interview was personal, tete-a-tete form with each respondent individually. Details of the study were fixed in „route sheet” and recorded with the permission of the respondent on a tape recorder, which was then transcribed into text format for analysis.

The idea behind the interview was collection of data, such as:

- the general demographic condition of the respondent during interviewing
- respondent's experience in involvement in prostitution and trafficking: peculiarities in the stages of pre-recruitment and recruitment into this sphere stages; experience in this sphere and its consequences
- identification of the respondents' subjective attitudes and orientations into prostitution and trafficking, as well as changing their attitudes (if this process took place)
- Experience of respondents' attempt to leave the sphere of trafficking and prostitution: analysis of the basic facts and circumstances, which came against the backdrop of spheres; the basic strategies of respondents to quit trafficking and prostitution, motivating factors; „fall back” and the experience of return, as well as identification of the support factors which just as hindered this process.

The reason for choosing the interviewing technique for the study consists in the fact that in spite of the active scientific and social interest, leaving from trafficking and prostitution, as well as problems with assistance and rehabilitation services for those who take this step, are insufficiently investigated up to now. In such cases, the use of qualitative research methods can be informative and effective.

Accordingly, implementing this method we considered: a. To get the widest possible spectrum of qualitative data of the investigation of the problem b. Provide the respondents equal opportunities with investigator to participate in the process: to freely express their thoughts and views that provide a researcher new perspectives and prospects on the problem of the study

c. to get „the view from the top” to the problem or a complete and comprehensive understanding of the whole process and each segment separately from the recruitment into trafficking and prostitution, about involvement in it and leaving process.

Despite the deficiency and difficulties of qualitative research methods in obtaining scientific data, the application of semi-structured focus interview method gave a rich information of different kind of data to analyze this phenomenon, and possibilities to describe it in detail.

Repertory Grid Interview

The repertory grid method is based on the theory of personal constructs, the author of which is the American psychologist G.A. Kelly. He created this theory in the 1950s and since then it is successfully implemented not only in clinical practice but also sociological studies (Tomico, O., Karapanos E. Levy, P., Mizutani, N., Yamanaka, T, 2009); in the sphere of information technology (Hassenzahl & Trautmann, 2001); market studies to assess the attitudes of buyers and the success of new products (Jankowicz & Hisrich, 1987).

In Kelly's opinion „the man looks at the world through the vitreous stencil or templates, which one creates on its own, and trying to match them to realities which the world stands together. This, unfortunately, is not always the best matching. And yet – without these stencils the world is in so many various sameness, so that he is not able to read any sense out of it... . Call them templates, testing of which able to reach the true nature of the test procedure things – constructs. The structures of the interpretation of the world is in constructs. „(Kelly, G.A., 1955).

Stated differently, the personal constructs is an idea or thought that a person uses to explain or predict their own experience. It comprises a rigid way in which a person interprets some aspects of the reality in terms of suitability and contrasts.

Technically, the method of repertory grid consists of several stages:

- a. A design and planning stage of repertory grid
- b. Administration of the repertory grid, or its stage of immediate supplement by respondent
- c. A stage of data processing and analysis (Fransella F., Bannister D, 1977)

The standard nature of repertory grid consists of several parts:

- a. A series of elements
- b. A series of constructs
- c. Evaluative repertory grid

There are a variety of methodological approaches to the formation of a repertory grid or to its planning. Here we rely on those applied directly in this work.

A. Elements of repertory grid

In this work, these were presented to respondents as a priority. Since the author was trying to get information on how respondents interpreted specific situations, so-called situational elements were applied. Such a methodological approach like repertory grid is used, for example, in the investigation of drug users (Neimeyer, R. A. Mahoney, M. J, 1995).

For forming a series of elements, two basic situational elements, which investigation offered the most interest were chosen. These elements were „prostitution” and „quit from prostitution.”

Thereafter, a few elements were added to them, towards which the author had a scientific interest. These were: „the sex-buyer”, „the beginning of a new life”, „male”, „legal job / employment”, „child”, „confidence”, „sex”, „success”, „violence”, „money / financial support ”, „ family ”, „ psychological support ”. The choice of elements was based not just on the research interest for the respondents' attitudes in each of them, but also on the interest for the correlation between the elements presented in the repertory grid.

B. Constructs

In this part of the work, the author followed the classical methodology developed by G.A. Kelly (Fransella, F., Bannister D, 1977). The constructs were not initially given but were determined with each respondent individually. Such an approach was compliance with the study aims in the best way to enable to identify the most important indicators. For identifying the constructs, methods such as „dyads method” and „triads method” were applied. Triads Method is also a „classic” method of the repertory grid, „dyads method” is a somewhat simplified version of it (Kelly, G.A., 1955 That means, the respondent is given a task to solve, looking at the list of the elements of the repertory grid, and must find two, from the respondent's point of view, something compatible with one another, and yet another element that contrasts with this pair.

Respondent also had to determine the criteria or characteristics that overlap in this pair, but also the characteristics of the opposing element.

In this way, the researcher detected the bipolar system of constructs – the so-called elicited and contrast construct that G.A. Kelly described in his methodology (Kelly, G.A., 1955). „Dyads method” was used to identify the constructs and their contrasts if the respondent experienced clear difficulties with using ‘triads’ method. Next, the bipolar systems of constructs were transmitted to the estimate form of the repertory grid (Appendix 2) and the interview continued in the next phase – assessments.

C. Evaluative part of the repertory grid

In this part of the work, the researcher used rating scales. This scale had five intervals:

- 1 – element corresponds fully to the elicited construct
- 2 – element corresponds partly to the elicited construct
- 3 – element does not correspond to any side
- 4 – element corresponds partly to the contrasting construct
- 5 – element corresponds fully to the contrasting construct.

Respondent had to evaluate each element of the repertory grid in accordance with each bipolar system of constructs, based on the intervals in the scale above.

After finishing the evaluative part, the work with filling in the repertory grid was considered as done, and the researcher was able to start the stage of processing and analysing the data. The statistical analysis methodology of repertory grid is described hereinafter - in the „processing procedure and method of the data analysis” part.

Motivation for applying the repertory grid method in this work was:

- a. A wish to find another method for studying the data confrontation and to better understand obtained information (after the interview)
- b. The novelty of using this method with the target group, in order to expand existing data and if possible, to engage the areas not studied before
- c. a way to get the data for statistical analysis by using both qualitative and quantitative methods, such as the search for correlation between the various elements of the repertory grid.

It can be confirmed that, despite some of the risks that are associated with applying the „non-traditional” repertory grid method to investigate victims of trafficking and prostitution. The method justified its use, and it helped to get the solution for the research tasks.

A structured questionnaire for damages and harms caused to persons during the period of trafficking and prostitution

This method represents a structured self-reporting questionnaire. The questionnaire is specifically designed for the collection of data within the framework of the research. The questionnaire was based on a statistical data collection structure of the trafficking victims social and psychological rehabilitation centre Atoll (hereinafter Atoll) of the non-governmental organization Eluliin. It helps to assess the resulting damage to the victim of trafficking and the degree of violent acts committed by the traffickers. Included are points, such as the use of physical force - threats to use physical force -the deprivation of identity documents, etc. The full list is given in Appendix 3.

In terms of instruction, the respondents were provided a list of damages to read and mark those items which they experienced personally and directly during trafficking and prostitution. If necessary, the interviewee gave specifying explanations, after which the respondent completed the questionnaire independently. After its completion, the interviewer received back the form and it was assigned with a code identifying the respondents.

The questionnaire provided the opportunity to receive information according to the respondents’ personal experience during the period of participation in trafficking and prostitution. For statistical processing of the data the percentage for each characteristic of damage were used. The data were calculated as in the entire selection, as well as in each group of respondents separately - both in the group of people who had already quit trafficking and prostitution and in the group who were actively involved.

A structured questionnaire for indispensable assistance and rehabilitation services for those who leave trafficking and prostitution.

This method represents a structured self-reporting questionnaire. The questionnaire is specifically designed for the collection of data within the framework of the research. Compiling this questionnaire was also based on the Atolls' statistical data collection structure, which helps to get data about the services provided by the Atolls during a specific period. In the questionnaires were listed such assisting services as psychological support, social worker's help, a secure life, offer of a shelter or any other offer. Overall, the list was comprised of fifteen services that were given for evaluating. From the 14th respondent the questionnaire was supplemented by one more service - a support group's or a peer consultant's help offer. Only 12 respondents from the whole selected target group completed the questionnaire which contained this upgrade, because this service was not included in the overall analysis or separately described. The questionnaire's complete list of the services of the questionnaire is listed in Appendix 4.

In terms of instruction, the respondents were provided a list of services to read and order them starting from the most indispensable according to the person who has left or is planning to quit from trafficking and prostitution. Level "1" was appointed to the most indispensable service, level "2" to a less necessary, etc. If the respondent considered some services as equally necessary, both could be appointed to the same level. For processing the data, the overall ranking of services was compiled according to the respondents' estimations. The data were summarized as in the entire selection, as well as in each group of respondents separately - both in the group of people who had already quit trafficking and prostitution and in the group who were actively involved.

Sampling and data collection procedure

Human trafficking victims and persons, who are involved in prostitution are traditionally considered difficult to reach in order to carry out researches. To minimize the risks and to ensure the optimal rhythm of the collection of data but also to achieve the study objectives, a simple random sampling, and the combined snowball sampling methodology were used.

A special recruitment team was created and trained, which consisted of Atolls field employees, in order to involve the respondents into the study.

The aim of the team was researching the target group, giving the preliminary information about the survey's targets, goals, methods and conditions, receiving responses to the key questions of the target group representatives, enrolling the respondents for interviews. The team went through the prior methodological instructions, and also worked in close contact with the researcher. The first method, which was applied to sample the study participants was a simple random sampling method. This was achieved statistically on the basis of the Atolls customers. Every client was assigned with an individual number, hereinafter, using the MS Excel RANDBETWEEN statistical package, different numbers of potential respondents were selected from the main list. Next, the members of the recruitment team contact each "chosen" candidate and proposed to participate in the study. By agreeing, the respondent was assigned a time for the first interview, in the case of refusal, the team members continued with the next candidate.

For sampling, an additional methodology, the "snowball method", was applied. By using this, the researcher tried to involve respondents who had not been connected with assisting services of the Atoll, balancing the sample in this way. The methodology was already applied to interviewed respondents, who were asked to provide contact of such friends who fit the selection criteria and would agree to participate in the study. When such contacts were given, the members of the recruitment team contacted the candidate.

The methods applied for sampling promised to achieve the research goals set for data collection analysis.

The generalized data of the respondents selected for the survey are presented in Table 1:

Table 1: *The generalized data of the survey respondents*

The number of interviews	Damages obtained during the period of being in trafficking and prostitution	Filled form of offered assistance and rehabilitation services	The number of respondents	Sex	Age	Language	Respondent status depending on the stage of the trafficking inclusion	The length of the period of involvement in trafficking and prostitution on a moment of interviewing	The period of exit from trafficking and prostitution on a moment of interviewing
50	25	25	25	Females	Average age 37, the youngest 23 years, the oldest 53 years	Russian speaking 22, Estonian speaking 3.	Actively involved in prostitution 16, exited from prostitution 9	From day 1 to 16 years.	From 3 months to 14 years.

The data collection procedure started by introducing the survey objectives, methods, and conditions to respondents.

Especially stressed were the voluntary nature of participation, the anonymity of the respondents' data obtained in the course of collecting information, and indispensable completion of all the methodological steps of the study. If necessary, the interviewer answered the respondent's specifying questions, and if the respondent gave a consent, she was asked to "sign" (or other marks that shows the consent) "the study participation consent" form.

In order to ensure the anonymity, each respondent was assigned with an individual code. The coding principle was as follows: a. the second letter of the first name of the respondent b. The second letter of the respondent's surname c. the last two digits of the respondent's year of birth. The interviewer put two additional letters in front of the code: PK (conditionally "involved in prostitution") - the respondents who were actively involved in trafficking and prostitution at the moment of the interview. And KG (conditionally "control group") - the respondents, who had got out of this sphere by the time of interview. If the numbers and letters of some respondents' codes overlap, an additional third symbol is added to the code - the second letter of the first name of the respondent's mother. But in practice, the implementation of this condition was not needed. As a result, the code was given to all the study forms and sheets completed by the respondent, which allowed preserving the identity of belonging to one or another form. After an informative consent procedure and confirming the code, a direct research interview began.

As already noted above, all the methodological steps of the study were carried out with all the respondents. Because of the magnitude of the methods, the data collection process was conducted in two stages: first, a semi-structured focus interview was carried out, and both of the structured questionnaires were filled in; secondly, the collection of data with the repertory grid method took place.

To support the motivation to participate in this study and to compensate the expenses, each respondent, who had completely passed the data collection procedure, received the symbolic fee for participation. This fee to the respondents was offered in the form of a tea or coffee set, a value of which did not exceed 10 EUR.

The processing procedure and method of the data analysis.

For the data processing and analysis, both qualitative and quantitative analysis methods were applied. First, in the process of the semi-structured interview, the data was recorded on a recorder, and the researcher took notes in the specially prepared notebook. For deeper analysis and to ensure the anonymity of the respondents, the interviews were transcribed.

When analysing the data, the researcher was guided by the inductive logic, implemented a content analysis, and according to the structure of the interview, oriented to the basic goals and tasks of the study.

In the data analysis of the structured questionnaire „damages and harms caused to a person during the period of trafficking and prostitution“ the percentage of each damage was calculated.– To enable the contrast the indicators of the two groups - of those involved in trafficking and prostitution and those who have left from it, and in order to present the results in the same graph, the percentage of the characteristics / damages were calculated, bearing in mind the numerical differences between selections.

In the questionnaire „indispensable assistance and rehabilitation services for those who leave trafficking and prostitution“ the percentage figure was used for each characteristic and services. Additionally, the ranking was applied for the data analysis of this questionnaire. The data are presented in accordance with the percentage of each level. To enable the contrast the data of the two groups - of those involved in prostitution and those who have left from it, and in order to present the results in the same graph, the percentage ratio of the characteristics were calculated, bearing in mind the numerical differences between selections.

For the analysis of the data, which were obtained with the repertory grid method, both qualitative and quantitative statistical analysis were applied. The methodology allows to analyze both the constructs received during the inquiry and to measure the correlation between the elements of the repertory grid (Jankowicz, 2004). The qualitative methods are commonly used for the constructs analysis the used but the numerical analysis is used for the elements' correlation analysis (Caputi, P, Bell, R.C .; Hennessy, D, 2011). In this work, for the qualitative assessment of the constructs selected by the respondents the semantic text analysis method was chosen. The semantic analysis of the text - it is the theory and methodology of culling and presenting the notional meanings of words, applying statistical analysis methods to be used for large-scale texts (Landauer, T.K., Foltz, P.W., Laham, D, 1998). Semantic analysis allow to assess texts, to define a numerical structure of certain words in the text, but also distinguish the phrases and words that form its semantic core. Semantic core - this is the number of words and phrases that are most frequent in the text, it means - the percentage ratio of the word or phrase with the symbols in the text. A semantic analysis of the constructs during the text processing was carried out with the on-line program (ADVEGO, 2015) of the semantic analysis ADVEGO method . Only construct which estimations met the extremes of each element's pole were taken for the analysis

For the correlation analysis of the repertory grid elements the Pearson correlation coefficient was applied. The correlation analysis was performed with the statistical program SPSS 16.0.

Submission of data

According to the purpose of the study, the researchers focused on the elements obtained from the analysis and interpretation of data that are important to the functional rehabilitation of persons who have suffered in human trafficking for sexual exploitation, including prostitution.

The results of data analysis are reported in tables, diagrams, respondents interviews, the author's comments, conclusions, and interpretations. Some of the additional data is also added to this work.

In-depth interviews were used for giving data in the reports. Data are presented in the order of the interviewing main markers but also supplemented with the results obtained in informative grid form.

Research results

A. The current demographic position of respondents

The interview began with the collection of data on the current demographics situation of the respondents. In general, these indicators are presented in Table 1 of this paper, also examined in detail in other, earlier conducted studies in Estonia (Trummal, A.; Fischer, K.; Raudne, R., 2006; Lõhmus, L.; Trummal, A., 2012).

Nonetheless, it is reasonable to provide more comprehensive description of both groups' quality at the current demographic situation. Already here we can find a range of useful information, which allows us to state that both groups are overlapping with those of each other's problems. Though, in the group of those who have withdrawn from the sphere of human trafficking and prostitution the problems are expressed in "softer" levelled forms. For respondents currently involved in prostitution these appear sharper and brighter. The first of the problems which can be highlighted, and which connects the choices, is the complexities of entering into permanent, safe, and close interpersonal relationship with people of the opposite sex. For many respondents, the problem is either loneliness or violence and aggressiveness in the relationship, and/or unwillingness/inability to enter into a permanent, responsible and safe relationship. For example, there was only one of the respondents in the study who, at the time of interview, was in an official permanent relationship with the man, others were single or had a free unofficial permanent relationship with a partner - no obligation. For some a close relationship was possible only occasionally, through the virtual network.

PK75RN: "Marital status - divorced, free "

KG67AO: "I live together with my children and grandchild, husband is dead, and daughter in law is divorced."

PK61JD: "I have several permanent partners - they are regular customers, I don't have a partner, I'm free."

PK075: "I live with a man, sometimes together, sometimes separately - we have such a free relationship. We are as a brother and a sister, though. "

PK69IR: "I have a regular partner. To be legally married? No, not going to try - he cherishes his freedom, I mine. Everyone must have their own territory. To have a family would mean to leave my "job", to leave all behind, to changed all about myself, but so far I'm not ready, I do not know ... "

PK84UA: "There is a steady partner, we have been together for two years, but the relationship is not stable We are not married and do not live together right now. At first we lived together for about a year ... Basically because of this relationship I started to "work" - in order to support him, but then I found out that he meets another. I mean - no obligations. Then he left and now I live alone..., with a dog. "

PKVE72: "it is like that, we are together and not together, visiting marriage, but he insists on living together, but I now do not want to, the current situation satisfies me, fewer responsibilities, I should lie when someone calls me, I have to go away, and then I am nobody to him, we have a friendly relationship."

Relationship with a partner

Apparent from the foregoing, both the respondents' groups have much in common in the nature of a permanent partner, however, among those who have withdrawn from prostitution and human trafficking, they were expressed milder and in a more moderate form - respondents repeated the general trend of the free, unofficial relations, but argued for a somewhat different content - in these relationship we can notice a greater satisfaction, less potential for conflicts and a deeper trust in a partner.

KG79EA: "I live in a cohabitation, the relationship is not registered, but it is permanent."

KG79LU: "I have a permanent relationship. I fell in love. Because he treated me well, right from the beginning there was a respect. It is fundamental that a person is respectful from the beginning- treats you as an equal. You're not yelled at as if you were some „gutter scutter“ who doesn't know anything, doesn't

know how to talk; but are talked to as an equal, your opinion is valued. I think that I have a family the next year as well, and the relationship continues. “

The further analysis of the data shows that the complexity of a construction of a stable relationship between the partners is one “by-products” of a sex mediation and prostitution, which has long “fading effect”.

According to data obtained from some of the respondents, the man’s perception and attitude towards him is underlined as one of the areas that cause the most dramatic transformations in prostitution and sex service mediation. This thesis is discussed in greater detail below, in the section which provides data of changes in the subjective perception of the personality in case of long-term stay in this business. We also supplement them with data obtained with the method that uses exemplary roles. This enables us to see in which combinations the respondents capture such item as a “man”, to compare them with data derived from the other element - which is “buying sex”.

As to the next point on the current demographic situation survey – the existence of dependent children of study participants - we also found no significant differences between the trends of two groups. Most of the survey respondents were mothers at the time of interviews. Many of the women in both groups had dependent children, or already adult children who were able to support themselves. Some of them, in both groups as well, had many children. Noteworthy is, when the age of respondents ‘children and their mothers’ involvement duration in prostitution is contrasted, we can see a certain coincidence. That means - at the beginning of, and during the prostitution many of the respondents were mothers of minor children, who were then and are still dependent. For us, this is a proof of one element of the social-psychological vulnerability of women, especially those who are raising children alone. Accordingly, we can see even more realistically that single motherhood and the necessity to upkeep your children on your own, as well as the lack of social support for such vulnerable groups, is one of the serious factors that affect the feasibility of attracting women to the sphere of human trafficking and prostitution. The truth is that for many of the respondents their family and child were the factors of motivation and energy to struggle out of sexual exploitation.

It is characteristic that for many representatives of both groups it was like a natural inevitability that the main socio-economic and moral responsibility for the child’s upkeep and upbringing falls on them, even in case of a regular partner, and provided that the partner is the child’s / children’s biological father.

Some respondents described their current demographic situation as follows:

PK85AA: *“Well, I have a permanent relationship with this man – father of a family. As before, I am here, and his in XXX (referring to one Estonian city - author), however, he intends to resettle here, and to bring the business over here. Now I haven’t „workded“ for a week, I was at home with children. But I basically realize that the money is running out, the children need clothes ... and of course, now come these taxes in the end of the month, and again, I am forced to go ... Sometimes my father helps us financially, but he does not realize how expensive life is today. He gave 50 EUR per child to go to school - it is enough just for one shoe, but I need to buy stationery, etc., etc., plus clothes. We have constant disagreements over that with him ... “*

Job status

In an overview of the next point in the survey on the current demographic situation of the respondents - a state of a legal labour market and family satisfaction with income – it occurred that most of the respondents were unemployed or looking for a job during the interview. Interestingly, the positive disposition in respect of legal employment was noticed in most of the cases in the two groups - among those involved in prostitution as well as among those who had withdrawn from it at the time of the interview. The majority of respondents from both groups wanted to find or were looking for a formal / legal job, despite the fact that for most the last experience of a legitimate employment dated from 5-8 years ago.

Some of the respondents had never worked legally in their life and some received the first experience with legal work only when they had withdrawn from prostitution and the sex trade.

KG80AA: *“At first, when I left prostitution, I felt very badly. Now, of course, it is no longer so, but just*

to come, to get a contact with some people was very difficult ... And though my regular partner told me to sit at home - I will bring you money, as much as needed, just do not go away - after all, I got a job now. At first, it was hard, but now I've worked for a month. When I just started, I went around and I doubted; it was interesting to me - perhaps I degraded by this time (during prostitution - author), plus alcohol ... But no! I managed! I gave the exam, I was recruited, and nothing is lost! One must do something"

PK77AR: *"I do not want to toil in this business all my life! Excuse me, I also feel sorry for myself, perhaps I love myself, but it turns out that I just haven't yet had such possibility (the possibility to leave this sphere for good - author). It was great during the summer, I worked all the time in a skewers bar as a waitress, and I would have continued to work had there been normally paid jobs. But as we were paid for – you kill yourself with 13 hours, no child, no yourself, you can't see anything; you can feel the air and get a minimum wages, and what will I do with it?! "*

PK77AR: *"I worked for only 1.5 years officially, now I left it to go to another job, but until I haven't found one I have to work a bit in that sphere again. Currently, it is no easy to get a job at all - after all, you do not just come and say welcome, please hire me ... "*

The group of respondents who, by the time of the interview, had abandoned the sphere of prostitution was more active in the labor market - which is perhaps to be expected. Most of the representatives of this group were engaged, some of them were successfully engaged in their own micro-business, planning to become the potential employers once.

Despite the fact that for some respondents, their income declined considerably immediately after withdrawing from prostitution; subjective satisfaction levels differed still more in favor of this group. Contrary to those who continue to be engaged in this high-income sphere, the first ones experienced the deficiency of subsistence and financial uncertainty.

PKA85: *"Money is never enough since I have a lot of dependents other than children I help a sister as much I can, and mother, etc ... We have enough money - I would not say that we buy the clothes from the luxury shops, we eat like all normal people, however, to go to the store with 20-30 euro, having cats and dogs ... But we can cope with satisfactorily – graded "three".*

KG79EA: *"I have an official job, my partner works also, and we have a common family budget. Sure would like to live in more money, but so far it is enough "*

KG79EA: *"Until now (refers to the time after leaving the sphere of human trafficking and prostitution - author) I began to live by the following plan: I put this money aside, this I spend on food, this on clothing, school supplies, medicines. Before that, I lived a dull life – money I earned I spent right away on something and the next day I went back to serve and spend again. I had no confidence, but I learned to live step-by-step; I even did not know that you can cope with by putting something aside ... "*

For many of those interviewed in this study the income received from prostitution made a half to two-thirds of the family income, sometimes even 100%. That is why there are problems with regard to employment, restoration or acquisition of necessary professional and working skills, organizing a satisfactory alternative to the sphere of human trafficking and prostitution - of course, this is a real challenge and one of the most important cornerstones of any of the psychosocial program, for withdrawing this sphere. Hereinafter we look at this issue again in greater detail, and many aspects.

Here, by making a small summary of the work in this section, it is worth noting the following:

A. Data of both, the ones who have withdrawn from prostitution and those still involved, showed overlapping trends of the current demographic situation.

B. The ones who have left the sphere show a somewhat different nature of the various characteristics in the topics of this part of the study such as:

- essentially better and more satisfying interpersonal relationships
- more satisfactory situation in employment, having a solid job
- a higher level of subjective / inner sense of satisfaction with yourself and your family in the current

socio-economic situation.

C. the different age groups surveyed gave the data on the qualitative changes throughout the period in the sphere of human trafficking and prostitution, and the lessons learned.

The experience and attitude gained from the sphere of human trafficking and prostitution

This section attempts to shed light on the respondents' situation, which relates to their direct experience getting into and staying in the sphere of human trafficking and prostitution. In this work, we concentrate on the psychological components of respondents' motivation, their expectations and attitudes toward this sphere, as well as how they changed over time.

For many victims, the experience started long before they were recruited at a particular moment. There are a lot of studies which look at and structure the main reasons why the involved comes into prostitution (to prove: the Swedish study of 3 major reasons). They studied extensively the time necessary for recruitment - so-called before the period in the sphere of human trafficking and prostitution - and emerged the psychological, social, economic, cultural and personal vulnerability factors (Safety Compass). This information is, of course, a benefit to the effective pursuit which relates to the prevention of this kind of the social phenomena. The data acquired for this study does not contradict the previously obtained information - possibly even complement it in some points.

1. Pre-trafficking period and a soliciting stage into the sphere of human trafficking and prostitution

For many of the respondents the formation of psychological vulnerability, as indicated above, began long before they were directly recruited into prostitution. In recent studies on prostitution in Latvia and Estonia, the researchers managed to identify some factors that changed the personality especially vulnerable to the recruitment to prostitution and soliciting process. These factors were of the economic, social, psychological, personal and cultural nature (Bite, D; Zitmane, M; Krolov, R; Priest, S., 2014). In this study, they discovered the significant role of victims' childhood experiences – the parents' family model, problems related to parenting and violence the victims had survived in their childhood and teenage age. In this work, we studied how the solicitation into the sphere of human trafficking and prostitution took place. We focus more on the events that preceded the recruitment directly, to understand the psychological, social and economic background it occurred, and which vulnerability factors were relevant to the interviewees during this period.

The analysis of the respondents' vulnerability factors enabled us to identify:

A. A large number of them were solicited in prostitution for the first time at age 18-23:

Three of the respondents were enticed for the first time in prostitution as minors, aged 13, 15 and 16 years. Another important age group became recruited first at age 26-35. In this study, the highest age among the surveyed, who had the same experience, was 38 years.

The test group data show that women, young girls and female children aged 13-38 years are unable to be adequately protected against the risk of getting solicited into the sphere of human trafficking and prostitution.

B. Each of the respondents studied had at least one vulnerability factor during the recruitment: economic, social, or psychological.

C. Many respondents were characterized by the so-called "comprehensive vulnerability", i.e. - several vulnerability factors were simultaneously activated. For example, economical (debts) and social (being in a foreign country, the lack of a job), or psychological (a close family bereavement, grief, depression).

D. The widespread belief is that the economic factors, such as poverty, are the main reasons for getting into prostitution. Despite that, in the current study, without arguing against this thesis, we discovered no less strong vulnerability factor in the second group, namely, the person's psychological state at the moment of recruitment. The interaction of the above-mentioned factors (economic and psychological) was often acknowledged.

Here we look each of the vulnerability factors and their interaction in detail. Table 2 shows all the vulnerability factors at the moment of recruitment the respondents mentioned and had experienced. These are listed in the form, as submitted by the respondents, only minimally edited by the author.

Some have a complex nature, such as due to family violence, and the vulnerability may occur in several sections.

Table 2: *Types and factors of vulnerability during the recruitment of victims into human trafficking and prostitution.*

Types of personality vulnerability status / situation at the moment of recruitment.	Vulnerability factors
Economic vulnerability	The lack of vital financial resources: the misery, unpaid debts and / or family members' (loss of a husband or regular partner, children's tuition fee, etc.) too high interest rates of the debt, unpaid rent bills
Social vulnerability	Hunger, lack of housing, or the fear of losing it, necessity to raise children alone and take care of them (single mother) - the absence of the social support network for the multi-child family. Husband' or steady partner' drug, alcohol, gambling addiction. Domestic violence or violence in relationship (physical , emotional or economic). Long housewife status, the loss of a job (of herself or the partner), divorce. Disability: a full or partial loss of the capacity for work, relocation to another country or an unfamiliar city
The psychological vulnerability	minor age – normal immaturity, untreated psychological childhood trauma domestic violence, divorce or other forms of separation from regular partner or the loss of any other emotionally significant figure (such as a parent/parents), low self-esteem, unstable emotional state: acute sense of anger, resentment, desire to "get away"/escape from situation, desire of psychological „revenge" to partner (for example, in the case of an episode of domestic violence), the state of emotional depression, suicide attempts diagnosed depression or other mental illness, alcohol abuse on a background of depressed mood or stress , alcohol and/or drug addiction and/or abuse of medicines, cognition, that „you cant ask help - must cope with everything by your own", the reaction of emancipation in partner relations and desire to overcome the dependence on men, "romanticizing" of trafficking and prostitution, search for "extraordinary experience,, and/or "easy money"

We note that the factors are related to each other, as within one type of the vulnerability and between different types of vulnerability. Sometimes it leads to activation of one factor in the activation of other factors - by analogy with the “domino principle”. For example, the status of long-housewife activates the unemployment factor, which in turn, activates debts, loss of housing, poverty and stress factor; and makes the person, in certain circumstances, very likely to be enticed into prostitution and sex business. So is the vulnerability chain formatted.

We made an analysis of the most common vulnerability chains, to find out which were so called the “trigger events”, i.e. - those events which led to the following “links” or to the activation of the vulnerability factors. All we managed to find out, is presented in the following Table 3.

Table 3: *Chains of vulnerability and Trigger Events during the recruitment of the victims into prostitution and sex business.*

Trigger event	Sequential activation of vulnerability chain	Factors contributing to the recruitment process
Domestic violence	escape with child from partner with the aim to stop the violence - single-mother status - no work - lack of housing - financial difficulties - search for a job - recruitment to trafficking/prostitution	personal contact with trafficking/prostitution environment representative (male friend was connected); absence of social assistance alternative
Addiction of partner	domestic violence - unstable emotional state - loss of a job - financial problems, debts - recruitment	personal contact with trafficking/prostitution environment representative (female friend was involved in prostitution); absence of social assistance alternative

	Family's financial problems - the risk of losing housing – job, retraining - a new job: the relocation to a strange city - unknown conditions - financial problems - bad relationship with a partner - an unstable psycho-emotional condition - recruitment	recruitment ad was published in legal, public and social media (sham)
	Man's debts - the forced need for prostitutes	a criminal act
	Family violence - poverty - the lack of housing – acute stress reaction - recruitment	personal contacts (sister)
Divorce or other forms of separation from regular partner	depression - single-mother status - poverty - unsuccessful attempts to start a new relationship - acute stress reaction - recruitment	with trafficking/prostitution environment representative (female friend was involved in prostitution);
	Acute stress reaction - recruitment	
	Unemployment - a deep state of stress - alcohol abuse, depressed mood and / or stress - recruitment	personal contacts (with a sister or a female friend was a prostitut)
	Problems with finding a job - the lack of funds necessary for life - recruitment	Two children personal contacts (female friend)
	Man's death – the return to the previous partner - the partner's addiction (alcoholism) - domestic violence - poverty - depression - lack of housing - the lack of money - a deep stress condition - recruitment	personal contacts (female friend was a prostitut)
	partner's infidelity – a deep distress - depression - money problems (debts) – searches of a social assistance - refusal - reduced self-esteem - recruitment	personal contacts / acquaintances, persuasion, enticement through the sex buyers
Loss of emotionally significant figure of care (such as a parent/parents)	psycho-emotional uncertainty - alcohol or drug addiction - recruitment	minor age personal contact with trafficking/prostitution environment representative (female friend was involved in prostitution)
	adoption into the family of a relative - conflicts with foster parents - frequent escapes from home - recruitment	personal contacts (female friends)
Minor age	recruitment	Recruitment through buyers of sex
"romanticizing" of trafficking and prostitution, search for "extraordinary experience,, and/or "easy money"	Acute stress reaction – recruitment	personal contact with trafficking/prostitution environment representative (female friend was involved in prostitution)
Acute stress reaction	recruitment	personal contact (female friend), persuasion, enticement through the sex buyers
Moving to foreign country	poor language abilities, inconsistency with professional requirements – loss of housing; loss of finance for living – debds – unstable emotional state – searching for a job – recruitment	recruitment ad was published in legal, public media
Loss of job (respondent of themselves or the partner of respondent)	Financial difficulties - lack of food and housing - the violence in the parents' family, a severe stress condition - recruitment	Personal contact with recruiters
	financial problems - domestic violence - search for a job - recruitment	recruitment ad was published in legal, public media (sham)
	The lack of funds necessary for life - searches for social protection - refusal - "informed choice" - recruitment	recruitment ad was published in legal, public media (sham)

Loss of housing	acute stress reaction – recruitment	recruitment ad was published in legal, public media (sham)
Invalidity, a full or partial loss of the capacity for work	acute stress reaction – recruitment	recruitment ad was published in legal, public media (sham)

The data in Table 3 show that the effective trigger events for “launch” of the vulnerability mechanism and recruitment to the sphere of human trafficking and prostitution are events, which are primarily related to:

- A The quality, stability and safety of the family and partner relationship
- B. The overall psychological health, social competence and personal maturity.
- C. Stability, sense of personal safety and protection in labor market.

It was somewhat surprising for the researchers to note the fact how important role the family or partner relationship safety factor played in the early stage of getting into prostitution or the sex business. According to the data of the respondents, nearly half of the incidents that led to the recruitment were connected to violations of their loved ones, partner or family relationships. These include, in particular: any kind of family or partner relationship violence – partners’ whatever addiction (drug or alcohol addiction, gambling) - a situation which is caused by the partner’s infidelity, divorce or a loss of a partner in some other way, such as, in connection with his sudden death.

Table 3 shows that as a rule, these events led to an interviewee’s abnormalities in their psycho-emotional state of stability, influenced their employment, lowered self-esteem and the level of income, caused financial problems, debts, increased the risk of losing a housing. Thus, ultimately lowered considerably the standard of living of the respondents and made them vulnerable to recruitment.

Some respondents described their situation as follows:

KGAA 80: *“For a very long time, I lived with a man who abused drugs for eight years. He was spooky when using just drugs, alcohol made him totally crazy, he raised his hands constantly – I am all sewn up, from anywhere: the face, the legs, everything ... Finally, I couldn’t stand it anymore, I wrote a statement to the police, I left him. And I ended up in this situation: I have an apartment debt, but I’m unable to do anything, being in such stress. He beat me hard, I was immersed in scars and stitches, I just didn’t know what to do ... and once I met my old friend. I knew that she was in this business. I called her and told: help me ... I need money, I have the bank loan to pay, but I can not work officially - I am stressed, the face is sewn together ... Some time passed and she sent me the adver... My husband repeated me all the time: you’re a prostitute! Then I thought: if I have already been battered because of it for eight years, I go and try ... but it is very difficult, it’s not for me. Before I thought that all of this is so simple - easy money, but for me it was very difficult.”*

PKR N75: *“I had a man for along, I was under his protection. I had the man who solved all the everyday life problems, and he carried the heavy load of the household. I was a good mother and wife. But then my man fell in love with the other woman and began all this mess. After all, he fell in love with my friend and for me, all of this was rather difficult to endure. I was afraid that I can’t bear this whole tragedy. for two years it was awfully painful, such a dull heartache – it was unbearably hard ... One fine day, a female acquaintance came to visit me and said simply: “Enough of shedding tears, get yourself together - let’s celebrate!” Being alone was like a complete nothingness, I was very lonely. I had my children, but I was used to be together with the man, I needed the support. Before that, I was looking for a man for myself. Failed once, then again. I registered to the dating services, then at some point, this acquaintance said: “It is enough of looking for someone vague! And why for free? She suggested I meet foreign men who want to spend their evenings, nights and pay for it ... Not only have sex, but to celebrate, dine, socialize ... Handsome and successful men ...” She told me that I do not necessarily need to sleep with them, but just to communicate, and for that they give you money. Whether you want to sleep with them or not - it is already your choice. “*

PKIR 69: *“My man died and the problems started - I became a homeless mother. A female friend worked as prostitutes, it means that everything started from the house XXX (refers to the house in one of the Estonian*

city - author). *I was in a predicament then: either to stay on the street with a child, or simply to find a way to make money. The financial situation was horrible, psychologically awful. The child was a schoolboy, I had to feed both him and me - the misery became the driving force. My officially earned money was not enough. Risked, and went for three days. I shut down from everything, but then I ran out of money – so I became attracted ...* “

The second group of factors which, according to the respondents who pointed to the significant impact on the recruitment into the sphere of human trafficking and prostitution, include the vulnerability of personality, which relates to the overall level of psychological health, social competence, and personal maturity. This acted in accordance with the following trigger events:

- parent / parents' death (a special activating impact on the victim in case of minority)
- resettlement to another country
- person's particularly tense psychological state
- “romantic” aureole of prostitution and the sex industry, “unusual experience” and “easy money” temptation.

It must be acknowledged that in the factors of this combination the “distance” between the trigger events and the recruitment was the shortest. It means – in case the minor lost her parents she could become recruited almost immediately into prostitution or the sex business, whether romanticising this business and looking for an unconventional experience or the easy money. Equally, the activation of other vulnerability factors could have been avoided if they had been visible to her family - a person fell into the recruiters trap immediately without the resistance. The latency and speed of the recruitment into prostitution and sex business, based on the data, can be taken into account in planning the preventive activities which are targeted in particular for groups, such as young people and minors, migrants, and people with mental health problems.

The following are some examples directly from the respondents.

KGOE80: *“Dad died, me and my sister went to earn money. I just returned 18; my sister was a year older. Firstly, my year older sister plunged into this. She told that she spends time there like with children. She drove off, and I enticed her to take me along ... At that time, we had a female acquaintance who had acted in this sphere for many years. It was her conception of life because she was already burnt out – she began with this life already at age 14. She took me along; we went ... What I wanted? I wanted to live with the money, allow myself anything I want ...* “

KGLD85: *“I was 15 years old, I danced well since childhood, and basically I wanted to develop as a dancer. I was taken there where they proposed me to dance. When I arrived there, I had no idea what kind of company it was. One of my acquaintances took me there - we used to dance together. Just proposed it and we went together. There, a respectable man met and spoken to us. There were really chic dresses and they promised us performances in Finland. We even tried on some costumes, but apparently it was all a sham. Later, the man offered to get together in the evening. The place where we were taken to in the evening, turned out to be a brothel. Since I used to run away from home very often when I was a child, my parents no longer bothered to look for me, so we were trapped there. They showed us very clearly that we had no escape - we showed what we can do, and after two days we were just prostitutes. Those who are young even understand how it works. I wanted to be known, I wanted to have a good life ...* “

From our point of view, yet another group of the same combination proved to be minors who were extremely vulnerable for the recruitment either psychologically or emotionally, were as well in a high social vulnerability condition - such as the status of migrant. Here are some examples of this group except for the respondents.

KGA076: *“I arrived in the country completely unknown to me, to be with the man I love; and my plans about the future turned out to be just dreams, as it appeared the man was married. I was just in a shock because at home I had debts, which I had to pay for. The man said that he is not going to pay them, so I had no way out, I was forced to look for a job. Of course, it was very difficult in a foreign country and in*

another language, but I found an advertisement which appeared entirely innocent: looking for a partner for a massage, will ensure the training ... Do not know if I was so stupid, or in such a shock that I did not understand where I ended up because at that time, I didn't realize it meant a direct sexual service. A female manager told me that I can just do a massage. The first male customer didn't demand anything because he managed it without any direct contact. But the other asked, "and then what ...?" Then it hit me, and I became addicted to this work. My man's reaction was a complete shock to me when I talked openly about what I was really doing there, because, suddenly, he became very caring. Was attentive, carried me in his arms, I everything for me. I lived like in a paradise, I thought about how to repay for this ... But at that time it just was like that, after all, I worked as a "masseur" ... "

PKRE67: "I am disabled, moreover, turned out to be so-called "forced tenant ". Once at the Soviet regime, we were given an apartment; and suddenly, at the time of perestroika, it appeared that about a hundred years ago this habitat belonged to someone else. Well, in general, such a mess ... So I was on the street, but this business basically helped me. Just because I cried heartbreakingly, and was in hysteria when I was evicted. I wondered in the market and cried all the time, did not know what to do, I was in a state of killing myself. And suddenly, I met a woman ... she took me by the hand and asked, "Did your husband left you, or what happened?" I said that I am left without a home, and she reply: "Oh my, I can not help you with anything right now but, how about work?" She worked (here it refers to the recruitment of prostitution - author), hence explained that she has a little idea: she rents an apartment - we fix it up and begin to work there ... "

PKJD61: "The thing is, I was under hypnosis for a long time - sensed it but did not know how to resist it. When I called to ask where I should turn to because I am afraid to stay alone in my apartment at nights, I was advised to seek medical advice. I did so, and I was told that the state of hypnotism can be escaped only with the support of the tablets, but they are expensive. And then I met a female acquaintance in XXX (respondent mentions one Estonian city - author) who proposed: if you want, let's go to my apartment, get together and we show you everything. Thus I drove to Tallinn, to my first destination ... "

Getting into the sex business and prostitution is sometimes caused by the respondents' own gullibility during the initial period. Financial and adequate social competence deficiency can lead to deterioration of vulnerability as illustrated by the following confessions.

KGIR91: "The reason? Only debts! I am 100 percent disabled. When I got my apartment, I had trouble paying the rent. I paid a little bit and then just stopped it - I was frivolous, did not pay. First, the letters came to my grandmother's address, then my exhusband's address. I did not bother to go to my ex in order to bring the letters, I just gave up. The bill itself was 195, however, they tuned it to 3000. I was aware of this sphere, my female friend is in this business - she started at age 19. She has a small child, and she began with it to spend more time with the child. She advised me to do the same, but the ads we did together. Now I pay a little at a time, hoping to get the debt eliminated."

The last two examples show the situation of two women who had partly or completely lost the ability to work. This group of respondents showed a particular vulnerability in the next, the last section - the stability, security and the protection of a person in the labor market. For many respondents, who preserved the ability to work, the production interruption, loss of a job, the dismissal became a powerful initiator to increase the levels of vulnerability and influence the recruitment into the sphere of human trafficking and prostitution. Here are some examples:

PKAA65: "Yes, I did all this knowingly. I was 35 when I started. At that moment I could not find a job, in my hometown, there weren't any. The casino, where I worked normally (the formal, legal employment - author), was closed, they closed the casino in Tallinn too, and after that, there was no work anymore. I couldn't find a place even for the cleaner, nothing at all. I went to the social services, but they were perplexed, saying, 'How can we help you - with nothing!' My son helped me almost for a month, fed me, and then, by chance, I found a newspaper advertisement which invited girls to work in this way. I called there to Germany and went there. But the work was not easy, I was penniless for a whole month."

This example is fairly typical of other cases in this group. A loss of a job of the surveyed respondent or her permanent partner, as a rule, provoked such factors like the lack of the necessary financial resources, habitat, food, deep stress, violence within the family (when having a permanent partner).

The emergence of such situations led to a feverish search of the new jobs or the additional service options. It often took place without paying particular attention to the quality of jobs and respondent was enticed into prostitution or the sex business; sometimes not recognising the occurred facts - the support of the deception, misled, manipulation.

Analyzing these part of the results of the interviews, it was difficult not to pay attention to the fact that despite the respondents' extreme psycho-socio-economic situation at the moment of the recruitment it is quite possible that the recruitment into the sphere of human trafficking and prostitution would not have occurred if some factors associated with the recruitment had not played a role in it. In our opinion, these factors confirmed the respondents' unambiguous decisions in favor of the recruitment.

It was possible to vividly highlight the following associated factors:

A. A personal contact / acquaintance with someone who was already involved in the sphere of human trafficking and prostitution at the time of recruitment. In this study, practically each interviewed person had somebody at the time of enticement who was actively involved in the sphere of human trafficking and prostitution. Based on the above examples, we can say that in most cases it was a female acquaintance, a close friend or a family member (such as a sister). This means we could add here one more psychological vulnerability factor – trust in the recruiter.

B. The recruiters opportunity to use the mass media for the recruitment advertisements. The interviewed pointed to this as the second “most popular” of factors that played a key role in their recruitment - a chance to find publicly printed recruitment advertisements in printed or on-line publications. At other times, the respondents talked about the fact that it was an accidentally noticed advertisement.

C. Demand for “services” and the sex buyers

Unfortunately, the frames of this work did not allow us adequately to investigate this cause associated with the recruitment. We managed to identify clearly the demotivating role of the “service” and demand problem – the role of buyers and buying sex during the respondents' attempts to leave the sphere of human trafficking and prostitution, however, there are not enough data on the role of sex buyers in recruiting and attracting stage. However, the examples brought out by some respondents are fairly typical.

KGLD85: *“Everyone knew how old we are ... and wondered, however, some liked it - they came again and again and were already regular customers. But our age was not a mystery to anyone; if the client came himself - there's a door, rings the bell, he has made a phone call first. He comes and is being told: this is young and a new one ... They know perfectly well your age, they know everything - customers are respectable, well-known Estonian people.”*

KGOE80: *“Everything is arranged very nicely. At the beginning, there are fines: a customer complains that she does not allow to do what he wants, and he claims the money back because he was not satisfied. The girl was charged for it and the money was returned to the client. For example, I spent an hour with him, but he was not satisfied ... I don't remember anymore whether I got the whole bill, or they doubled that amount. At the beginning, they “squeezed” out fines fully, and later, when the girls got involved, in order not to be fined, did whatever, and endured everything, as long as the customer remains... One wanted to buy me out first. He offered 2,000 kroons for me. The hostess came and told me that someone offers money for you, wants to buy you for himself. I said that well, let him buy, but the hostess said no - too little money.”*

PKAO75: *“Basically from everywhere where I've worked, I like it here the most. Here are white people, there are no black ones like in Norway. I worked in the Netherlands, it is frightening to go out on the streets in the evenings there - only black Africans. I suffered several times in Norway. Once in the evening at 7, I put the shopping bag down, I needed to transfer money for using the phone. After two seconds I was jumped by a black person who grabbed my bag and ran away. My underwear was stolen in the laundry, then once a black even attacked me with the gun. I jumped out of the window. I was lying in the hospital for two weeks*

with a foot fracture, and for a month here; after that I did not want to fly to Norway, even though the prices are higher there than here. But there I had to pay more for the residence and nervous tension was higher. This work is prohibited there, the police went after the clients, mostly they suffered, but still ... we also suffered. The police reported the inn or apartment hosts where we lived, and the end of the story - we were chased out."

PKJD61: *"I try it at home, but it was very dangerous – I was deceived, not given the money or could have been even beaten. But when I came to Tallinn, I saw that everything here is so honest - man hands you the money just as a matter of course. Very nice!"*

The last two examples illustrate vividly both the demand for the services and buying; as well how sex buyers formulate the problem of recruitment and enticement into prostitution in specific countries, in the specific region. Of course, in addition to the indicated factors that contribute to the recruitment of respondents into the sphere of human trafficking and prostitution, we have to add a lack of the timely, adequate social support in the crisis situation. Based on respondents' data, it should be noted that many of the respondents were actively attempting to find help and adequately solve the problem immediately after the "trigger event" had occurred. Only a lack of opportunity to get adequate, professional assistance activated the following links of the „Vulnerability Chain"; the process acquired a particular psycho-socio-economic inertia, which was impossible to resist for the respondents.

Completing the presentation of this part of the study, we assume that the knowledge gained can be extraordinarily useful for the effective, "exact" preventive work.

Based on the survey results, we assume that this work should be focused particularly on such spheres as:

- Development of various psychosocial, consultative services in the society, which are oriented to specific social groups of the study
- targeted solving of such problems as: domestic violence, gender equality, equal opportunities in the labour market, prevention of an addictive behaviour (alcohol, drugs-gambling) and various forms of therapy, increasing general financial awareness, raising the awareness of the society and the groups who are more sensitive to recruitment about the sphere of human trafficking and prostitution, fighting criminality in this area.

Inclusion stage: psychosocial personality changes

Taking into account the indicators of the preceding chapter, we see that respondents let themselves to be attracted into the sphere of human trafficking and prostitution to find a way out of the various vital crisis situations. Further analysis shows that as a result, for many prostitution and related phenomena became problems in itself, and escape from the sphere of human trafficking and prostitution as equivalent to the crisis, which required major actions and a complex approach to address it.

Only a few respondents mentioned that the experience of prostitution did not change their personality, also their attitudes towards the sphere of human trafficking and prostitution did not change. Most of the interviewed told, however, that this experience changed dramatically their inner world and attitudes towards many values of the life.

PKAR77: *"It was like a breakthrough, whereby a harsh upheaval. Everything turned totally white and black around me - other people, different views, interests ... "*

For some, these changes were modest, latent nature, which lasted for years.

Based on the data of respondents, we managed to find out some sequentiality and regularity in the change of personality, which took place after the involvement in the sphere of human trafficking and prostitution. We managed to divide these regularities into stages, give them a name and find out the chronological periods, according to their peculiarity. Using the terminology of the respondents, their own descrip-

tions of their hardships and experiences, we tried to define the characteristic features of each of them as accurately as possible in the report. The results of this work are summarised in Table 4.

Table 4: *Stages of involvement and psychosocial changes during the process of trafficking/prostitution involvement*

Stage	Approximate duration	Main characteristics	Examples of the respondents' descriptions
Shock and fear	from first day of involvement to few weeks (sometimes several months)	Stress, fear and shock. Intence to isolation from everyone, wish to be alone. Feel of shame and hate directed on the self, feeling self, as "dirty", cry. Can occur also an opposite reaction - lack of emotion, feeling of inner emptyness. Good stage for quit traffiking/prostitution, but lack of chance to be identified and helped, because of tendency of isolation and feeling shame. No any influence on pre-trafficking crisis situation	KGAA80 KG: "When the ads were already up, I winced from every phone ring." PKRE67: "In fact, from the very beginning, when I had started to work, I just hated myself; sometimes it was disgusting to watch myself even in the mirror." PKRE84: "There was an incomprehensible emptiness, probably a defensive reaction. Only after the first time I was just lying in the bath for about 2 hours, but in general it was neither disgusting, nauseating, not fun, not terrible, nothing at all. The complete emptiness."
Double life	after several weeks or months until 1 (one) year of involvement	Shock and fear of first stage are overcome, but still strong inner ambivalence. Feeling shame and paranoic state, that "everyone knows". Lie and secrecy, that is causes strong inner emotional preasure or tention. Inner preasure can be expressed in strong anger reactions, if anyone try to offer help or just ask about something. In case of lack of strongly pronounced negative events on previous stage, person continue involvement in trafficking/prostitution.	PKIR69: "For a year I fought with myself, whether to go back to work or ... I connected them – I had this work and the other. On weekends, I drove there, but otherwise I worked officially."
Games	from 1 year up to 2,5 (3) years of involvement	Inner conflict of the previous stage is suppressed with theextremely huge ammount of new experience or stimulation. In emotional sphere dominating sences of self-confidence, euphoric, comfort. Not visible health problems. Can be significant increase of financial income, correspondently with pre-trafficking situation. Crisis situation of pre-trafficking period can be overcome. Person tend to see only positive traits of actual state and ignore risks. Criticism reduced. Everything that not support positive view on actual situation can be suppressed or ignored, that leads to begining of changing of pre-trafficking social environment or social network. Motivation to legal employment is low, starting to lose professional skills. Can be started drug or alcohol abuse.	KGAO67: "There was an affluence and euphoria, sexual health. A lot of new, for example, I did not know that I am beautiful, but how many compliments I received here! ... My man never did, on the contrary ... But here, I got them - I realized that I am a beautiful woman, I can go to restaurants. ... I had never had it before, did not know anything about them, but now I got everything ..."

Stage	Approximate duration	Main characteristics	Examples of the respondents' descriptions
Sobering	Short period of time around 3 years of involvement	Short period from few weeks up to couple of months. Typically provoked by strongly negative event (subjectively strong), as can be sexual abuse, physical violence, act of humiliation, problem with health, criminal punishment, debts. In some cases it can be caused by the unsuccessful attempt to quit trafficking/prostitution. In emotional background is dominating: fear and confusion. Good stage for quit prostitution, if "catch" this short period of sobering and offer adequate psychosocial assistance	
A vital needs (Giving up, acceptance)	from 3 up to 5(7) years of involvement	Involvement in sphere of trafficking/prostitution becomes an everyday activity, routine. Senses are blunted, in many cases respondents describe, that acting like "robots". Pre-trafficking stage social network is strongly changed and lost much of the previous contacts. Strongly lost of professional skills and qualifications. Typically unsuccessful attempts of employments or quit from trafficking/prostitution, what is more decrease motivation. Emotional background is unstable and fluctuating from the sense of self-confidence to sense of flagellation and despair (yo-yo effect). Level of incomes is strongly decrease.	KGAO76: "It ceased to be a game, ceased to have an effect. Now I just earned the money so that my children needn't starve." KGLD85: "When drugs came to my life, but they came also from the brothel, it was an opportunity for making money from drug, than I came across with long distance drivers in terminals." PKRE67: "This is like a swinging bog where you get terribly tired. It is like when you go and assure yourself that that's it, I do not drink alcohol anymore, but I drink anyway."
burning out, glut	7(8) – 14 (15) years of involvement	Possible serious somatic and/or psychological, psychical disorders. Seriously lost previous psychosocial and professional skills and habits. Can be developed different kinds of addictive behaviour: alcohol abuse, drug addiction. Level of incomes is low or extremely low. Person can show strong traits of psychosocial disability and need social assistance. Person can be open and aware necessity for assistance, but in emotional background dominating indifference, lack of faith in the possibility of change, lack of motivation. Need complex rehabilitation programme.	PKIR69: 'With the psyche, it is, of course, not ok. The last two years I have visited a psychiatrist, a psychologist is no longer able to help.' PKIU71: "I'll try to wait for the „only one“, but to take more money ... My health does not let. It is very difficult, both morally and physically. Once, I had to be on a drip - everything ached so badly ..."

We assume that the knowledge of the personality changes in the stages of prostitution and during the recruitment into the sex business may have significant practical importance.

For example, the received knowledge is helpful to compile programs for exiting this sphere of business. Since each stage has its own distinctive peculiarity, because of their characteristics, specific technical and strategic features in offered services to the client can be foreseen. Knowledge about the involvement phase of the client gives the personnel of the service provide the best ways for rehabilitation services and activities, but also for predicting the outcome, and the dynamics of changes.

For example, for a person who is in the "fear and shock stage" would be useful an attentive and empathetic approach; offering an active psycho-social alternative as well as assistance in resolving a crisis situation prior prostitution.

In the "double life" stage: an attentive and empathetic approach should be used, and to offer the client a common consideration of one or another decision-making, taking into account the pros and cons of each of them, as well as offering an active psycho-social alternative and help in resolving the pre-involvement

crisis situation.

From our point of view, in the “Game” stage it is important to talk with the client of the risks, which the sphere of human trafficking and prostitution hold (violence, exploitation, health problems, loss of major psycho-social habits, etc.), also how to avoid them, about the health importance and making plans for leaving the prostitution. If necessary, offering an active psycho-social alternative and assistance in resolving a crisis situation prior prostitution.

In the “Surrender” stage a person’s psychological support is very important, encouraging and stimulating the attempts to exit the prostitution and sex business, rehabilitation of lost personality and professional habits, assistance in employment. Coping with daily crises.

Taking into account the characteristics of the “burn out” stage, it can be assumed that a person may need the special assistance of the personnel and, broad spectrum services for psychosocial rehabilitation. Former psychosocial and professional habits may be irretrievably lost, which is acquired during the involvement in the sex business is desadaptive, because of this a person may need a shaping of a new personal structure and experience. It is expected that restoration needs a lot of effort and time from both the person herself and helping personnel.

Psychosocial consequences of involvement.

Here we look at the consequences of involvement in prostitution and sex business. During the in-depth interviews of the research, the respondents were asked to name one to three things or events that came into their lives when they were involved in prostitution and sex business, or during it. Next, we analyzed the respondents’ answers, and we divided them into various groups. We noticed that the primary changes, to which respondents indicated, concern mainly the areas such as:

- A. Changes in attitudes towards oneself, self-esteem
- B. Changes in social fellowship and reciprocal relationship
- C. Changes in behavior and in interaction with other people.
- D. Changes in the health’s psychological / mental state
- E. Harmful habits, addictions
- F. Changes in relations with men
- G. Changes in material security, in income levels
- H. Other

Next, we divided these occurrences, mentioned by the respondents, conditionally as positive, negative and neutral. With the distribution, we took into account the respondents’ judgement about one or the other occurrence. For example, a consequence such as the “loss of fear” can primarily be positive, but in one particular case, the respondent described it as a negative phenomenon, and therefore was placed into a suitable group. So we removed from the lists the events that coincide totally or duplicate each other. In case they coincide notionally, but could have a slightly different semantic nuances or emotional accents, the occurrences were placed into a suitable box. This way we followed the goal to provide information to the fullest extent and to distinguish which areas have the highest number of positive, negative or neutral effects. Detailed data are presented in Table 5.

Table 5: *Psychosocial consequences of prostitution and trafficking*

kind of consequences	Described as POSITIVE	Described as NEGATIVE	Described as NEUTRAL
changes in relation to itself, self-esteem	<ul style="list-style-type: none"> • self-confidence appeared • everyone say compliments • did not feel myself more than a beggar 	appeared feeling of humiliation (when meet with the former “customers”)	

kind of consequences	Described as POSITIVE	Described as NEGATIVE	Described as NEUTRAL
change of everyday social network	<ul style="list-style-type: none"> • large networks of friends (many acquaintances was) • left old friends, and I am very pleased 	<ul style="list-style-type: none"> • lost contact with the child • former social network gone (I'm ashamed) • my environment changed completely • gone previous girlfriend • lost my previous social contacts • lost my family • changed my daily communication - to the people of this sphere only • i became a "loner" prefer to be alone now 	
changes in behavioral patterns	<ul style="list-style-type: none"> • freedom, no problems with bosses, no business conflicts, independence from everyone • became more brave in communication: learned how with a joke get off difficult situation • i understand people psychologically better • lost the fear of strangers and difficult situations 	<ul style="list-style-type: none"> • became cruel • appeared self-destruction • became more aggressive • appeared permissiveness • became necessary to lie • became impudent • lost of trust to people • lost normal habits: in this environment no one is nothing waiting from you, nobody demands • sense of fear is gone, and it's bad appeared "uncontrolled" "flirting, difficulties maintaining interpersonal boundaries • inability to get out of "roles" imposed on prostitution • now have no financial discipline, cant schedule my expenses 	
changes in health status; changes of psychological and psychic state		<ul style="list-style-type: none"> • stress • significantly worsened mental state • became very nervous • feel depression • have problems with concentration-nervous breakdowns • constant feeling of anxiety • became HIV positive • several times had STD • mode of day have been changed 	
Harmful habits and addictions		<ul style="list-style-type: none"> • begin to use drugs • begin to use alcohol 	
Relation to males		<ul style="list-style-type: none"> • consumer attitude to men (probably in response to them) • look at the man as the purse • disgust men - sex-buyers, especially married • changed treatment to men - became worse , all men for me as "it" 	
Changes in material well-being, income	<ul style="list-style-type: none"> • money independence • apartment is renovated • can travel • financial situation became better: now i got food and clothing • buy an apartment 		

kind of consequences	Described as POSITIVE	Described as NEGATIVE	Described as NEUTRAL
Other	<ul style="list-style-type: none"> • can much better sort out the people • get knowledge about sex • got a sense, that I have a “working place” • began percept that world in a more realistic way • freedom - no problems with the bosses or managers at job place 	<ul style="list-style-type: none"> • lost my teeth • have an addiction to sex • feel tired of “world of sex” • matured faster • i became more “lazy” 	<ul style="list-style-type: none"> • that chanhed me absolutely, • i have been changed • my light- mindedness is gone

As we see, for some spheres the positive as well as negative changes are typical, some are characterized by a polar separation - only positive or only negative. During this interview with the respondents involved in the sphere of human trafficking and prostitution, it occurred that negative changes and the consequences received exceeded the total number of positive ones.

The greatest number of positive ‘outcomes’ from involvement in this sphere are concentrated in such spheres as a “changes in attitudes towards oneself, self-esteem” and “changes in material welfare, in the income level”. Negative changes are concentrated in such spheres as “changes in psychological / mental state,” “ acquisition of harmful habits, addictions”, “changes in attitudes towards men.”

A significant number of changes were detected in relation to “change in the social circle” and “behavior and interaction with other people,” but in these cases the respondents pointed to both positive and negative changes. It is also worth noting that positive changes of the involvement were generally temporary, fluctuating in nature, while the negative ones were found to be much more persistent in time, durable and remained as topical issues even after the respondents had left the sphere of human trafficking and prostitution.

The overall characterization of changes that result from the involvement in prostitution could be expressed with the words ‘ the temporary increase in self-esteem and improvement of material condition at the expense of personal relationships, psychological health, family, and social adaptation ‘.

Let have a look at all the respondents’ spheres of changes in detail.

Changes in attitudes towards oneself, self-esteem

One of the spheres of changes, related to the respondents’ involvement in the sphere of human trafficking and prostitution, related to changes in attitudes towards oneself and self-assessment. When respondents talked about the changes in this sphere, they brought out mainly only positive examples, which are associated with considerable rise in confidence, somewhat due to the growth of financial freedom. Rise in self-esteem was associated with an increase in positive responses which respondents received from sex buyers. Paradoxically, however, some respondents felt more support to their self-esteem and self-importance in prostitution than for example, at parents’ home or in their own family or relationship.

PKAO75: “This ensured financial independence for me, I started to feel more confident even in the psychological sense. My mother caused me a inferiority complex, hammering into me that I’m a freak ... But customers confirmed how beautiful and smart I am, how well I speak English ... “

It is necessary to note that the examples of this kind of change were given by the respondents who at the time of interview were actively involved in prostitution, and not by those who had already left this sphere. Moreover, they were not even the carriers of the main trend in this group . It is also typical that the respondents talked about the rise in self-esteem and self-assessment only for a while, in a certain period during the involvement in the sphere of human trafficking and prostitution. For the most part it was typical to the “games” period described above in this study. Instability and fragility of this feeling, which became downright contradictory in time, were also mentioned.

PKRE67: “This feeling of self-confidence is temporary doping ... Later it turns to a self-whipping, you

see yourself as some kind of litter, or some ... Do you understand, this is not a constant mood - it varies ...”

It can be concluded that the data do not provide grounds to believe that the sphere of human trafficking and prostitution would give us a really solid and functional knowledge of the personality assertiveness and would encourage its successful adaptation in the future. It can be assumed that it is difficult to rely on it even during the rehabilitation events.

It is appropriate to provide some additional results obtained from the data given by the respondents. For example, the correlative analysis of the element of self-confidence showed the following results:

Table 6: Element „self-confidence“ – the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Confidence	Pearson correlation	,736**	-,352**	,764**	,552**	,416**	-,319**	,782**	,540**	,773**	,709**	-,744**	,859**	,692**	,380**	1
	Value (two tailed)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

The correlation analysis shows a close relationship between the “confidence” element of the surveyed respondents and primarily the elements such as “success” ($r = ,859$ ‘), “pleasure” ($r = ,782$ ‘) and family ($r = ,773$ ‘). Between the elements such as the “confidence” and “violence”; “confidence” and “sex buyer”; “confidence” and “prostitution”, occurs a statistically significant, but negative interconnection (accordingly: $r = -,744$ ‘; $r = -,352$; $r = -,318$ ‘). This means that the growth of surveyed respondents’ one element is in corresponding relation to the contraction of the second.

This tendency occurs most vividly in the group of respondents who have left the sphere of human trafficking and prostitution. In this group the negative interconnection is statistically significant only between the elements of “confidence” and “violence” ($r = -,721$ ‘). No statistically significant relationship between the elements of “confidence” and “prostitution”, “confidence” and “sex buyer” has been detected (accordingly: $r = -,130$; $r = -,114$). Another significant observations reveals that in the group of those who have left prostitution there is a significantly greater positive relationship between the elements of “confidence” and “exiting prostitution”, “confidence” and “a new beginning of life” compared to the group of those who are involved in prostitution (accordingly: $r = ,762$ ‘; $r = ,815$ ‘). The last one shows a relationship between the “confidence” and “exiting prostitution”, but this relationship is much weaker ($r = ,382$ ‘). In this group, there is a distinctive relationship between the elements of “confidence” and “psychological support” ($r = ,781$ ‘), which may speak of the emotional “demand” of this group.

According to the respondents, the “social circle change and the mutual interaction” is one of the spheres in involvement in prostitution and human trafficking which leads to the most dramatic changes. These changes activate in the earlier stages of involvement, are often profound and leave a deep mark, which has a long time consequence.

Sometimes the changes in the social circle are irreversible for respondents. It means – for respondents this natural, socially supportive circle, which they had in the stages of recruitment into prostitution and in

the preceding stages, can be completely lost, or ‘substituted’ during the involvement with people who belong exclusively to this sphere: the sex buyers, “partner” prostitutes, pimps, etc. This fact must be taken into consideration when planning to leave the sphere of human trafficking and prostitution, and while offering rehabilitation services.

In some cases, the respondents described the lose of the existing close contacts or its expansion to representatives of prostitution and the sex businis as something positive, but most of the changes, however, were characterized as negative.

One motive factor that deepens the gap between the supportive social environment, is the negative labeling of those people who are involved in prostitution by the society, and the stigma attached to them by respondents themselves. Such manifestations were especially typical to stages like “double life” or “surrender”.

PK77AR: “I realized that when I start to communicate with them, giving myself out, and they immediately take a back seat. At present, we occasionally call and they do not know (talks about the involved in prostitution - author) ... Let’s just say that it is a completely different world, that is - when returning, this world must be crossed out exactly as currently this ‘bright’ one is. Let’s say that for me this is the gloomy side, however, the current one is bright. “

PKN178: “No teeth – I feel a shame ...”

Another factor, associated with separation from the former social communication circle, is lack of natural conversation topics, which could be safely discussed during the previous communication time. It is typical for the “game” stage. Preferring loneliness in the later stages of involvement is a concequence of lack of the necessary psycho-emotional resources for communication, and lack of motivation. It is typical for the “surrender” and “burnout” stage.

The change in a daily communication circle and lack of jointly actions concerned not only friends and acquaintances. For some of the respondents the involvement in the sphere of human trafficking and prostitution resulted in a real cut off from the contacts with close ones - families and children.

PKJD61: “I lost my family, brother; his wife and daughter - they are all renounced me, because they felt contempt ... What came into my life? The money, I had never had so much money. “

Changes in communication with family and children are especially dramatic. The constructs’ semantic analysis and the correlative analysis of the “family” and “child” element show clearly how important these elements are in the respondents’ lives. As a result, we received the following main characteristics or the semantic “core” from the elements “child” and “family”.

Table 7: Element „child“ – a semantic core

The position of the construct in a semantic core	Construction	The presence of times in the text	Frequency, %
1	confidence	14	0,0288
2	satisfaction	10	0,026
3	pleasure	8	0,0165
4	love	7	0,0144
5	joy	6	0,0123

Table 8: Element „family“- a semantic core

The position of the construct in a semantic core	Construction	The presence of times in the text	Frequency, %
1	confidence	18	0,04%
2	pleasure	8	0,0156
3	joy	8	0,0156
4	satisfaction	8	0,0156
5	love	7	0,01%

These tables show that the respondents perceive self-confidence, joy, fulfillment, and love in the elements of “family” and “child”. Similar relations were found in the correlative analysis of these elements. This analysis points to strong connections between the elements “child” and “family” ($r = ,725$ ‘); “child” and “the beginning of a new life” ($r = ,695$ ‘); “child” and “success” ($r = ,694$ ‘). The elemental “family” is positively related to elements such as “pleasure” ($r = ,676$ ‘), “success” ($r = ,753$ ‘), “a new beginning of life” ($r = ,750$ ‘). Thereby, as in the previous element (“confidence”), a statistically significant negative relationship between the observable elements and the elements of “violence”, “sex buyer” and “prostitution” remains.

Table 9: Element “child” - the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Child	Pearson correlation	,626**	-,365**	,695**	,490**	,348**	-,312**	,603**	,518**	,725**	,486**	-,618**	,694**	1	,325**	,692**
	Value (two tailed)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

Table 10: Element “family” - the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Family	Pearson correlation	,673**	-,446**	,750**	,569**	,433**	-,337**	,676**	,591**	1	,612**	-,706**	,753**	,725**	,359**	,773**
	Value (two tailed)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

The given data points to the utmost importance that the respondents give to the relationship with family and their children. These attitudes are related to their own success and to the sense of self-assurance. It can be assumed that relations separation from children and family only intensifies the negative trends in self-esteem, which in turn forces deeper involvement in the sphere of human trafficking and prostitution, thus forming a “vicious circle”, further exacerbating the problem.

At the same time, these same elements are some of the most influential factors of motivation to exit from prostitution and strong support factor to prevent breakdown and to prevent a return to this sphere. Another serious consequence for the respondents, regarding the changes in the social circle, will be certain

characteristic behavior and templates acquired during functioning and adaptation in the sphere of human trafficking and prostitution. Predominantly, these behavior patterns are not adaptable to any other walk of life and become one of the reasons that prevent from exiting prostitution. Changes in the behavior caused by involvement are discussed in more detail in the next section.

Changes in behavior, dealing with other people, changes in health and psychological/mental state

Next, let us look at data received from the respondents themselves concerning behavior and interaction with other people, as well as the consequences in psychological / mental state caused by the involvement in prostitution and the sex business. While the respondents pointed to both positive and negative impact in changes in behavior, related to inclusion, then changes in psychological / mental state had exclusively negative character.

More relaxed openness, getting free of any kinds of social obligations, the expansion of behavioral repertoire in risk-related situations belonged foremost to the stage of positive changes in behavior.

PKVE72: "In the past I was somehow ashamed of men – there was one, well, okay. But now, at once - interest ... How can other girls interact peacefully, normally, without a fear ... And after some time I was interested to get to know myself - whether I can do it. Yes, in fact, now I communicate calmly and normally, I lost all of fears and shyness. "

Some respondents referred to changes that, however, were not considered as positive, but were interpreted as negative.

KGLD85: "At school was a very excluded child. I didn't communicate with anyone, I was a very humble girl. I lost my modesty when I got into this, and this is very bad ... " In addition, the respondents gave examples that such freedom had its "price".

PKNA85: "To specific problems it was similar to a freedom. It seemed to me that I decide for myself, live for myself, just the way I like it. Until some people explained me that there is somebody above it, and I do not decide anything, everything is not as it looks like all all. Those girls, who were there, were simply pushed into a corner – with debts, paying fines, they were constantly in debt. I was explained that if I do not leave right away, I probably will stay there for long. Then I understood that this is some kind of a deadlock, and it scared me a lot. "

It is difficult to define the narrow boundary and notice when the behavior of freedom, the natural sense of openness becomes amoral, aggressive and conflictive. It is possible that the boundary was permanently abandoned for many of the respondents by the illusory or real feeling of indulgent. Another significant but negative consequences in behavior caused by the involvement, which were mentioned by many, may be considered:

- an increase in aggression and cruelty, towards other, as well as oneself; provocation and conflict.
- a deepening of manipulation and cunning in connection with the loss of trust in others
- a certain decrease in self-control over their reactions and difficulties in staying within the interpersonal boundaries.

Some respondents noted that the changes in communication, mentioned above, are a specific adaptive response to those environmental conditions of the sphere of human trafficking and prostitution, where the study participants had got into. We can verify the validity of this argument when examining the structured questionnaire "Damage and injuries received during the involvement in the sphere of human trafficking and prostitution" shown below. The adaptation and finding the survival chances in this sphere, however, is likely to have a devastating effect on the psyche. The connection between the involvement in prostitution and mental disorders has been identified in many studies that have been carried out by using different methodologies and in different parts of the world (Church S, M Henderson M. Barnard, G. Hart, 2001; H. Farley M. Barkan, 1998; Roxburgh A Degenhardt L, J. Copeland, 2006; Rössler W, Koch U, C, Lauber, AK Hass, Altwegg M, Ajdacic V-Gross, K. Landolt 2010). In these works a sufficient number of respondents' evidence of extremely negative consequences of involvement in the sphere of human trafficking and

prostitution for psychological and mental well-being were discovered. According to the examples given by the respondents, the most common consequences are psycho-emotional stress, nervousness, anxiety, depression, sleep disorders and concentration difficulties. The condition of some respondents can be regarded as unambiguously psychotic.

PKJD61: *“I started with prostitution when my mother died. My son said to me: ‘Mom, you can go to the disco, just come home.’ But I did not go away and stay away from home for three days - I went and came back by taxi in the morning. At the same time, I felt being constantly monitored, like someone was leading me. I could not get rid off the feeling, as if I was under hypnosis, I was bearing such a wight, as being crushed ... I started to feel better when I started to take the pills. “*

Unfortunately, the involvement in the sphere of human trafficking and prostitution often leaves the respondent without the opportunity to obtain timely qualified assistance and support, which in turn complicates the situation even further. In addition to the above-described effects to the behavior and psychology, the respondents pointed to the negative effects to somatic health. Many respondents also mentioned sexually transmitted diseases, among of them the chronic ones such as HIV, hepatitis and oncology disorders and other difficulties in relation to “women’s health”.

KGOE80: *“I have HIV +, I have hepatitis C. This is of course not only because of prostitution, it was the cause of the drugs but all in all, I “deserved” it all there. “*

None of the respondents noticed that the involvement in the sphere of human trafficking and prostitution would have helped to get rid of the consumption, or at least reduced it. While for some of those interviewed the increase in the consumption became a serious alarm and urged to end this sphere.

KGAA80: *“It was disgusting. I could not do like this, I was becoming a drunkard, I feared of alcohol addiction ... “*

As a rule, consumption was aggravated by:

a. Respondents’ attempts to compensate negative emotions - such as fear, stress, shame - that accompanied the involvement in the sphere of human trafficking and prostitution.

b. Attempts to overcome the feeling of fatigue due to the demands of pimps to avoid sanctions and “fines”.

KGLD85: *“Then there was this scum - drug. The girls did everything and suffered everything so that a customer would be satisfied just because the fines were squeezed out totally by the „racket“. Orders came at night, we were all tired already, but amphetamine - drugs, served the purpose very well: you do not want to sleep, you have plenty of energy. Although later they “fined” also, emphasizing that you represent the company, you dishonor our company - we give you a chance to make money without using drugs. Although it is they who woke the excitement for drugs in us. “*

c. Subject to pressure of social surrounding typical to prostitution and sex sphere typical ambient pressure.

PKVE72: *“ At age of 10-15 I used little by little ... the time simply increased the dose – the number of friends grew. With some I meet rarely, but once asks one, then the other: let’s sit a little ... So sometimes it turns out that I dink for two weeks in a row. If you are ordered for the whole night, how do you look at drunk people - you sit as well and tipple gradually. Some of the girls I saw 10 years later had stared using cologne, but I have not gone so far within those long years. “*

For some of the respondents the substance abuse becomes an issue of its own, takes an addictive form and later requires its own special approach during rehabilitation..

Changes in attitude towards men

One of the areas, in which respondents in particular pointed out the changes, was a change in attitude towards men. Data analysis failed to detect improvement in the attitude towards men among the surveyed during the sphere of human trafficking and prostitution. On the contrary - the respondents gave a lot of examples showing that the negative attitude towards men deepened, became depreciative, like consumerist.

PKRN75: “A lot of really sick people come (we are talking about the sex buyers - aut.) - sick in sexual sense, with freak problems. They just come to talk about what they are hiding out there, they can't say it to their friends and wife. At first, I didn't know about this horrible side of men's lives and it was very scary for me. Now I know a lot about what is going on with the men, so I feel sorry for them. “

However, it should be noted that this kind of attitude is likely to be related, in particular, with the men who buy sex rather than men in general. From the results of the data analysis of personal constructions we notice a sufficient amount of divergences between the two images, or element. So, the semantic core of the element ‘man’ contains primarily constructs such as “self-confidence”, “pleasure”, “love”, “pleasantness”, “joy”.

Table 11: Element „male“ - a semantic core

The position of the construct in a semantic core	Construction	Number of times	Frequency, %
1	Reassurance	10	3,48
2	Pleasure	7	2,44
3	Love	6	2,09
4	Pleasant	6	2,09
5	Joy	6	2,09

The semantic core of the element “sex buyer” consists of such constructs as “money”, “income”, “fear”, “uncertainty”, “disappointing.”

Table 12: Element „sex buyer“ - a semantic core

The position of the construct in a semantic core	Construction	Number of times	Frequency, %
1	Money	7	1,96
2	Income	7	1,96
3	Fear	6	1,68
4	Uncertainty	4	1,12
5	Disappointment	4	1,12

Even more noticeable is the divergence between the elements in correlative analysis. If the element “man” is characterized by a strong positive bond with elements such as “Family” ($r = .591^{**}$), “money” ($r = .581^{**}$), “sex” ($r = .571^{**}$), and a strong negative relationship with element “violence” ($r = -.541^{**}$), than the element “sex buyer”, conversely, appears to have a strong positive relationship with the elements “prostitution” ($r = .662^{**}$) and “violence” ($r = .335^{**}$), but strong or moderate negative relationship with almost every other element of the personal construction, including elements such as “Family” ($r = -.446^{**}$), and “money” ($r = -.142^{**}$). The correlation between the elements “sex buyer” and “sex” has not been noticed ($r = 0.09^{**}$). An overview of the differences between the elements “man” and “sex buyer” is complemented by the bilateral negative relationship ($r = -.138^{**}$).

Table 13: Element „male“ – the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Male	Pearson correlation	,470**	-,138*	,477**	,297**	,198**	,044	,493**	1	,591**	,581**	-,541**	,534**	,518**	,571**	,540**
	Value (two tailed)	0	0,01	0	0	0	0,44	0		0	0	0	0	0	0	0
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

Table 14: Element „sex-buyer“ - the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Sex-buyer	Pearson correlation	-,234**	1	-,481**	-,593**	-,497**	,662**	-,207**	-,138*	-,446**	-,142*	,355**	-,290**	-,365**	,087	-,352**
	Value (two tailed)	0		0	0	0	0	0	0,01	0	0,01	0	0	0	0,13	0
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

This kind of distribution of figures “man” and “sex buyer” may have an important functional role in the respondents’ lives. One of the possible interpretations of this phenomenon may be a feeling of hope shown by respondents. Hope that not all men are sex buyers leaves a psychological opportunity for respondents to create a family, which is important for confidence and success. On the other hand, it can be assumed that the distribution of these figures is not complete. Otherwise, the negative correlation between the elements would have been stronger, ie the figures in perceptions of respondents intersect hypothetically. Such “mixing” of the elements “men” and “sex buyers” may partly be explained by the difficulties that occur in interaction with men, which are experienced by some representatives of both group. But at the same time, the psychological “price” of this kind of divergence remains unclear for the respondents themselves.

Material well-being, changes in the level of income

The respondents indicated to the changes in this sphere largely as to something positive. Greater autonomy in financial matters, improvement in living conditions, awesome opportunities for recreation - these are some examples of changes pointed out by respondents. For many of them, however, the growth of income only meant opportunities to meet basic needs - ensuring food and clothing for oneself and one’s family.

PKA465: “I started to have just a little bit more money, that is - I could allow myself a bit more, while shopping I didn’t have to count how much money I have in my purse; what I can and can not buy. I went

to the store, I saw something and bought it for myself. Or, for example, today I wanted to eat a red fish - I bought it. That means – I no longer thought about tomorrow and that I do not have money to buy food. “

The results of data analysis of personal constructions bring to light the significant psycho-emotional function, which for the respondents is caused by money. Thus, the semantic core of the element “money / financial support” contains constructs such as “confidence”, “pleasure”, “money”, “income”, “pleasant”.

Table 15: Element “money / financial support for” semantic core

The position of the construct in a semantic core	Construction	Number of times	Frequency, %
1	Reassurance	17	4,35
2	Pleasure	9	2,30
3	Money	8	2,09
4	Income	7	1,79
5	Pleasant	7	1,79

The correlation analysis of the element “money / financial support” also shows a strong positive relationship foremost with the elements such as “confidence” ($r = 709 **$), ‘success’ ($r = 690 **$), “Family” ($r = 612 **$), as well as with some other elements..

Table 16: Element “money / financial support” - the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Money	Pearson correlation	,531**	-,142*	,567**	,332**	,332**	,104	,585**	,581**	,612**	1	-,569**	,690**	,486**	,390**	,709**
	Value (two tailed)	0	0,01	0	0	0	0,07	0	0	0	0	0	0	0	0	0
	Z	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

It is noteworthy that the respondents surveyed have no statistically meaningful correlation between the elements “money / financial support” and “prostitution” ($r = -0.1$). There appears to be a strong negative relationship with the element “violence” ($r = -, 569 **$). A negative relationship, although weaker, appears to be with the element “sex buyer” ($r = -, 142 **$). The latter provides an additional basis for supposing that the psychological factors of the vulnerability are dominating in inclusion process. It can be assumed that providing the respondents with the alternative opportunities to prostitution for obtaining money will also create positive conditions for increasing confidence and success, and guarantee giving up the sphere of human trafficking and prostitution.

In parallel with the positive changes the respondents also noted they acquired negative habits in the financial affairs as one of the consequences of inclusion in prostitution. The lack of financial planning and living “one day at a time” are examples of the failed strategies to guarantee the financial stability and constant development. Unfortunately, such strategies in financial behavior, often in parallel with the loss of control over expenditure, are typical to respondents who are involved in the sphere of human trafficking and prostitution.

PKJD61: *“For all of those ten years, I returned to Tallinn satisfied, I worked with pleasure (talks about the sphere of human trafficking and prostitution - author) because I got money every day. I was wealthy every day, I shopped around in Tallinn, I could buy anything I wanted. “*

Unfortunately, these negative changes have often more stable and durable character than the increase of income in the sphere of human trafficking and prostitution. As a rule, they “remain” with the respondents even after leaving this sphere, and create conditions for getting into the “predicament”, into personal or family financial crisis. They become one of the much more serious barriers to exit the sphere of human trafficking and prostitution.

It is interesting that some of the respondents, regardless the growth in income, were aware of the vulnerability of their financial behavior and wanted to return to the situation when they had more opportunities to control their costs and benefits, and structure it.

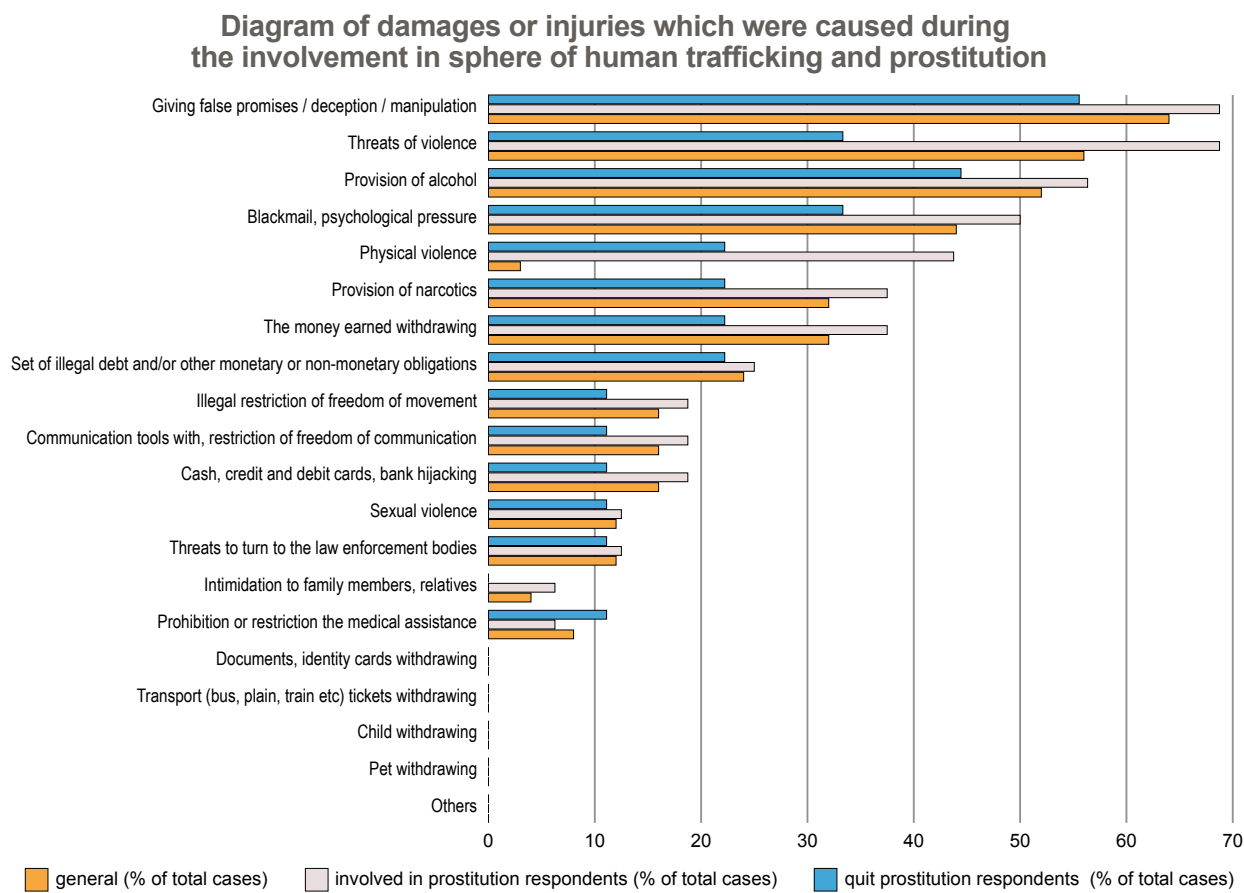
PKRN75: *“Now, I already have solved all of my financial problems. I no longer have such high and great need of money. Look, now I would like to learn to live with 500 euros, not by 1000, re-learn to save up like before. “*

KGLU79: *“I think that my returns (to prostitution and sex work - author) were mainly related to finances. All the time I came back just because I did not have anything to feed the children – simply, I did not have enough money. Now I plan - I know how much money I have, write down what I need the money for and how much. I even regulate my orders (hereby already lawful orders in the workplace – author). Now, I understand, for example, how much free time I will have to communicate with my child”.*

The results of the data analysis of the structured questionnaire on damage and loss received during the involvement in the sphere of human trafficking and prostitution.

A structured semantic questionnaire, which respondents could fill in themselves, became an additional resource for acquiring data on losses and damage received during the involvement in the sphere of human trafficking and prostitution. The questionnaire was expected to get clear data on how often the respondents experienced one or the other kind of damage or injuries. Results of the analysis are given in percentages about each feature in the Diagram 1. Data can be opposed and are available both in general and specific about each respondent group.

Diagram 1: Data of self-completed questionnaire – list of damages or injuries which were caused during the involvement in sphere of human trafficking and prostitution.



Based on Diagram 1, the data shows that more than half (52-64%) of the respondents interviewed were exposed primarily to negative phenomena such as:

1. False promises / deception / manipulation: 64% of total range
2. Threat of violence: 56% of total range
3. Regale with alcohol: 52% of the total range.

The figure of these damages is higher of those involved in the sphere of human trafficking and prostitution. Nearly 70% (68.75) of the respondents of the selection experienced during their involvement that they were being manipulated, deceived or frightened. More than 50% (56.25) of the respondents in this group were forced to consume alcohol.

The second group includes a group of damage that were faced by 20-50% of surveyed respondents. This group includes:

1. Blackmail, psychological pressure: 44% of total range
2. Physical violence: 36% of total range
3. Distribution of narcotic substances: 36% of total range
4. Not getting the earned money or removal of it: 32% of total range
5. Appointed illegal debt and / or other monetary or non-monetary obligations: 24% of the total range.

Here we can notice that the group of respondents, who were involved in prostitution, were subjected to these damages: 43% were subjected to physical violence, 37% were left without the money earned, 25% were appointed illegal debts and “fines”, more than one -third (37.5%) were forced to use drugs. This kind of damage and losses are characteristics of victims of the pimp and bordellos organized by criminal gangs.

The last group of damage and injuries includes those that correspond to the features of human trafficking for sexual exploitation. Despite the fact that from the entire range of the respondents no one was offi-

cially recognized as a victim of trafficking (only formally involved in prostitution), 20% of the respondents interviewed were subjected to extremely negative and destructive influences. The last group of damages includes the following:

1. Illegal restriction on freedom of movement: 16% of total range
2. Removal of the means of communication, restriction of freedom of communication: 16% of total range
3. Dispossession of cash, credit, and debit cards: 16% of total range
4. Sexual violence: 12% of total range
5. Threats to turn to the bodies of the 12% of the total range
6. The prohibition or limitation of the medical assistance: 8% of the total range
7. Threatening the close ones or relatives : 4% of the total range.

In this group the respondents involved in prostitution repeat the trends of damages of the previous groups. It is not difficult to notice that the respondents involved in the sphere of human trafficking and prostitution show higher results practically in all indicators related to losses and damage experienced during the involvement period than those who have already left this sphere. If we associate these data with the time of leaving the sphere of human trafficking and prostitution, it can be concluded that this sphere is left by the respondents who had the good fortune to suffer damages or injuries to a lesser extent. Therefore, they will maintain greater psycho-emotional and social resources, which makes their attempts more successful.

To develop this hypothesis further, we can assume that the respondents stay involved in the sphere of human trafficking and prostitution not because of their “free choice” or because they “love it”, but rather, depending on the higher level of trauma, hence because of the limited resources that could be used to exit this sphere. Damage received during the the sphere of human trafficking and prostitution, must certainly be taken into account when planning the rehabilitation plan, or other assistance.

Next, we take a look at the respondents’ strategies to exit the sphere of human trafficking and prostitution.

The results of analysis of the experience of the respondents to exit the sphere of human trafficking and prostitution: an exit strategy, motivating factors and barriers

In this part of the work, we present an analysis of the respondents’ attempts to exit the sphere of human trafficking and prostitution. We are trying to understand the motivating factors that were important, we analyze the strategies implemented by respondents and make attempts to find the most successful of them. From our point of, the “breakage” of respondents or return to the sphere of human trafficking and prostitution are not less important. Knowledge about the “breakage” models provides the opportunity to understand the challenges that people encounter when exiting the sphere of human trafficking and prostitution. Also, to draw conclusions on the much-needed support services that should be provided.

We take a look at the other elements the respondents themselves associate the elements “exiting prostitution” and “prostitution” with, we bring out the semantic core of each element constructs. The latter gives the respondents an opportunity to reflect on the psycho-emotional meaning of both phenomenon, which is reflected in their speech and way of thinking.

Motivating factors and strategies to exit the sphere of human trafficking and prostitution

It is worth noting that most of the respondents, questioned in the interest of the work, characterized the attempts to exit the sphere of human trafficking and prostitution, and that their attitude towards exiting was positive.

KGLU79: *“I just wanted to change my life, to become somebody else, I wanted to become normal. I probably yearned to be charmed by myself, to realize that I can do something - not just sit and do nothing in the apartment, but eventually, get out of here and accomplish something. “*

The statistics of the study also confirms the positive tone for exiting prostitution - 21 respondents out of twenty-five actually tried leaving. During the interview, three respondents of those four who did not make

such an attempt, planned to give up the sphere of human trafficking and prostitution.

PKRN75: *“I want to finish - I am tired of being afraid, to lie and hide. I am young, I want to live for myself. Currently, I make plans what to do afterwards - work, finding it, etc ... “*

There is a positively reflected in respondents’ attitudes on exiting prostitution in personal constructs, which are specific to the element of personal constructions.

The semantic core of the element “exiting prostitution” contains constructs such as “confidence”, “new”, “opportunity”, “pleasure”, “joy”.

Table 17: *Element “quit from prostitution” - a semantic core*

The position of the construct in a semantic core	Construction	Number of times	Frequency, %
1	Confidence	11	2,79
2	New	7	1,78
3	Opportunity	6	1,52
4	Pleasure	6	1,52
5	Joy	5	1,27

At the same time, the element of “prostitution” is represented in the semantic core with the constructs like it is presented in Table 18.

Table 18: *Element “prostitution” - a semantic core*

The position of the construct in a semantic core	Construction	Number of times	Frequency, %
1	Money	9	2,11
2	Income	7	1,64
3	Disappointment	6	1,41
4	Pain	5	1,17
5	Fear	5	1,1

Even more colorfully is the respondents’ attitudes towards prostitution presented in the correlation analysis of the element “prostitution” (Table 19). We see that for the respondents, who participated in the survey, the element ‘prostitution’ has a strong positive relationship with the elements of “sex buyer” ($r = 662 **$) and “violence” ($r = 251 **$).

At the same time, the same element has of a strong negative correlation with practically all the elements of personal constructions, particularly with the elements “exiting prostitution” ($r = -, 503 **$) “legal job” ($r = -, 416 **$), “a new start in life “($r = -394 **$). The element “prostitution” also occurs to have a strong negative correlation with the elements of “family” ($r = -, 337 **$) “assurance” ($r = -, 319 **$) “child” ($r = -, 312 **$), “success” ($r = -, 226 **$), “pleasure” ($r = -, 201 **$), and others. Interestingly, the correlation analysis revealed that the element “prostitution” has no connection between the elements “man” and “money”, where the latter goes against the data of semantic analysis. It is possible that, with this example, we may notice the difference between the respondents’ conscious and unconscious positions about the same element of the study.

Table 19: Element “prostitution” - the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
prostitution	Pearson correlation	-.208**	.662**	-.394**	-.503**	-.416**	1	-.201**	.044	-.337**	.101	.251**	-.226**	-.312**	.133*	-.319**
	Value (two tailed)	0	0	0	0	0		0	0	0	0	0	0	0	0	0
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

In this work, together 31 (thirty-one) respondents’ attempt to exit from prostitution are analyzed. Completed analysis allowed to draw conclusions and make generalizations, to find certain regularities. In other authors’ previous work, a way out of prostitution was characterized not by a single attempt, but as a process that includes many events, and factors that influence them (Ma* nsson, Hedin U-C., 1999). In this work, the authors presented a structured scheme for exiting prostitution, and they noted some of the motivating factors that act in the interests of the woman to leave this sphere. The authors highlighted the following indicators:

- a. Structural: which consisted of a woman’s self-created social conditions or those in which she had got into, regardless of herself, but which had its influence on the process of exiting.
- b. Communication factors: the woman’s closest communication environment, the impact of her social surrounding during the changing process.
- c. Individual: a woman’s inner and personal encouraging forces and her own possibilities (Ma* nsson, Hedin U-C., 1999)

Based on the results, we can confirm the thesis that exiting the sphere of human trafficking and prostitution is a process, not a one-off phenomenon. The motivating factors are included in the below-presented analysis of strategies for exiting prostitution. The purpose of it is to understand which of them are strongest and have an effective influence, and which are less effective.

As a result of this work, it is possible to highlight some of the respondents’ main strategies or thinking patterns and actions to exit from the sphere of human trafficking and prostitution. The author identifies the strategies with a purpose to provide each of the described characteristics with maximum accuracy. Results of the analysis are presented in Table 20 as well as in a future text.

Table 20: *The strategies for exiting prostitution and human trafficking, and motivational factors applied by the respondents*

Name of the quit strategy	Type of motivation	Motivating factors of the given strategy	Description of the strategy
Lottery (waiting for the „prince on a white horse“)	Internal	Relations	<p>The basic mindset: “Quitting is possible only when I am” saved “ by the ideal partner who is willing to take all the responsibility for all my life.”</p> <p>PKIU71: “In this sphere, I was waiting the whole time for a person with whom I will start to live a different life.”</p> <p>A strategy is characterized by the expectation of a relationship in which a “perfect partner” plays a role of a “savior” and protector, taking the whole responsibility for the future life of the respondent, whereas the latter itself has a passive role. As a rule, she has no clear understanding of the causes and consequences of the exit, about plans and necessary resources for it.</p> <p>There is no information about the aid possibilities, or this kind of information is ignored. Expectations have increased both to others and situations. The result of this can lead to serious conflicts, breakage, and the return to the past. In many cases, an active contact with the sphere of human trafficking and prostitution, but without the provision of “services” to sex buyers.</p> <p>This strategy is characterized by short, from 1-2 weeks to 4-6 months long departures, which can be interpreted by the so-called yo-yo effect (frequent departures and back). In some cases, the respondents’ leaving palan that relies on a ‘lottery’ holds an inclusion in the new round of exploitation.</p>
The guiding star	External	Relations	<p>The basic mindset: “These relationships showed me the way out - thanks to them I finished with the sphere of human trafficking and prostitution.”</p> <p>KG79LU “He treated me as an equal, I noticed from the beginning that he honored me. After this finding, I could not ‘work’ anymore. “</p> <p>In this strategy, the relations factor also proves to be the major motivating factor. The relationship plays the trigger role that motivates the respondent decisively, stimulates and inspires both her own attempts to exit as well the consequences . It supports the motivation to remain outside of the sphere of human trafficking and prostitution. The relationship can be romantic, but here it is not even necessary.</p> <p>In some cases, it proved to be a relationship with someone from the helping organizations – such as, a support person, or the “guiding star” was a female with her own experience and who had independently and successfully said goodbye to the sphere of human trafficking and prostitution. In this strategy, the respondent’s strong internal motivation to change is stimulated strongly by the external support. Which makes it highly probable that the respondent will be very motivated to work, to find new, legal sources of income, to spend actively the leisure time; will be in an active position in solving stress conditions. Feeling the personal responsibility for the changes in your life, for minimizing the difficulties and psychological readiness to go against them – in a good contact with the helping organizations.</p>

Name of the quit strategy	Type of motivation	Motivating factors of the given strategy	Description of the strategy
Inner decision	Internal	Personal	<p>The basic mindset: “Ready for everything, just no longer to be here ...”</p> <p>KGAO76: “My soul simply refused to”work “- to exist in it in the future. The inner situation was such that this is it – can’t stand it anymore! Then I switched the phone off and did not open the door anymore ... “</p> <p>This strategy is characterized by an exceptionally strong respondents’ motivation to exit from the sphere of human trafficking and prostitution. Active psycho-social position, searching a new job or a legal income sources, thoughtful approach to spending free time, active position in resolving stressful situations and orientation to activate inner reserves, the sense of reality in the exit expectations.</p> <p>The respondents, who follow this strategy, do not necessarily have an initial action plan after exiting this sphere, but many of the solutions are born spontaneously or “intuitively”.</p> <p>As a rule, this strategy is applied by the respondents who have had several previous attempts to leave. Therefore, it is reasonable to assume that the experience that accumulated in the previous attempts to leave become relevant in the new strategy. Respondents who adopted this strategy were generally well-informed about the help possibilities and ready to use them, on condition that the personal psychological and informative boundaries are respected.</p>
Forced exit	External	Structural	<p>The basic mindset: “Based on the inability for other options I was forced to leave and start a new life.”</p> <p>KGAO67:”After that incident with “the client “ my health went thoroughly out of hand. To recover, I simply left, and that’s it! “</p> <p>In the case of this strategy, the respondents found themselves in situations because of the social principle and for objective reasons they could no longer continue in the sphere of human trafficking and prostitution. The critical change in health - a diagnosis, police intervention (for the fight against pimping and the sex business), conflicts with the representatives of this business, the inability to earn money or use the money already earned in prostitution. These are the few examples of such structural changes. Forced to exit from this sphere resulted in the need for the inner change in respondent, to activate the adaptation mechanisms, and to adapt to new psychosocial conditions outside of the sphere of human trafficking and prostitution. As a result, the respondent began to seek help to find a job, a solution to social problems, etc. The terms to get much-needed help may have been the main foundation in the long-term process for the respondent to exit from the sphere of human trafficking and prostitution.</p> <p>The above-mentioned strategies had different degrees of efficiency in terms of exiting the sphere of human trafficking and prostitution. We can highlight two of them, which were essentially in the highest or lowest degree compared to the others. These are the strategy “internal decision”, which proved itself as the most effective, and “lottery” which turned out to be the least effective.</p> <p>It has been indicated that the implementation of these strategies is typical to the different groups of respondents. Thus, those who exited from the sphere of human trafficking and prostitution predominantly accepted the “internal decision” strategy; it was used by five of the nine respondent. For those who were involved in the sphere of human trafficking and prostitution during the interviews was more typical the strategy of “lottery”; it was preferred by ten of the twelve respondent who had attempted to exit from the sex business.</p> <p>Another interesting observation of the exiting strategies of two respondents groups showed that those who had left this sphere by the time of interviews were more persuasive and confident about the leaving in principle, compared to the group of respondents yet involved in this. On average, in the first group 2.5 people attempted to leave, at the same time 1.5 representatives from the second group.</p> <p>The strengths and the weaknesses of the strategies have already been given accordingly in Table 14, but a few more details can be added to the explanations.</p>

The strengths of the “inner solutions” strategy appeared to be such as the *respondents’ high intrinsic motivation level, the conscious decision to exit from prostitution and the irreversibility of the decision made*. This combination indicated that the decision to leave had a high intrinsic value and meaningfulness to the respondent, she regarded herself responsible for the success of the experiment. The decision was not naive, and it gave somekind of a ‘durability’ for encountering imperative complexities, helped to overcome the adaptation crisis. The weakness of the strategy lies in the fact that its practical implementation by the respondents is more likely to occur only in the later stages of involvement in prostitution. As a rule, it is the phase of “surrender / vital necessity” or “burnout”, which corresponds to a third or more years of involvement in the sphere of human trafficking and prostitution.

The principle of the exit strategy “lottery” is based on the several respondents’ conclusions that make this strategy both possible and ineffective. These ideas are as follows:

- a. The woman can not be active, successful and free without a strong male / protector who would take all the difficulties upon himself.
- b. In real life there are such “ideal men” and “the ideal relationship.”
- c. The sphere of human trafficking and prostitution provides contacts and mutual interaction with these partners.

Such or similar conclusions often “stimulate” respondents who applied this strategy for exiting, chaotic mutual relations, which in many cases were short, low in nature and not motivating. Thus, the “lottery” strategy can be characterized in principle as a random, *passive and unprepared or immature*. Such an approach will become harmful for the following reasons:

- a. Respondents who used this strategy, as a rule, had no real idea of what is going to happen after exiting prostitution. What will their daily lives be? How are they planning to cope with everyday routine activities? How will they solve the crisis? What will happen when their initial plans and expectations are not justified? Typically, the respondents did not ask such questions from themselves, or they did not have answers to them.

The second important accompanying factor was :

- b. With this strategy respondents usually preserved the contact with the sphere of human trafficking and prostitution.

The combination of these factors led to a situation where in the appearance of the first crisis of adaptation, or in case of a conflict with a new partner, caused a stormy return or re-recruitment into prostitution. As a positive side of this strategy may be noted that this will help the respondents to gain some experience from the attempts and mistakes that can be exploited in future more successful attempts to exit. Moreover, this strategy is generally typical to the first or earlier attempts to exit, such as the stage of “double life”, “games”, less often “surrender / vital necessity”, which corresponds to the period up to three years of involvement.

The remaining concepts include strategies “guiding stars” and “forced exit” which had equal effect in terms of efficacy in exiting the sphere of human trafficking and prostitution. In some cases, they were effective strategies, sometimes not. The best results were in the approaches in connection to the “inner decision” strategy - in this case, the success of leaving prostitution was more likely. The weakest side of these strategies was that in both cases the respondents acted based on the internal factors of motivation. Thus, in case of the “guiding star” strategy the encouraging factors were relations between people, in the case of “forced exit” these were structural changes in the social environment of the respondent.

In either case, the risk was that whatever the changes in the surroundings of the respondent were they had a significant impact on intrinsic motivation, which could lead to breakage and return to the sphere of human trafficking and prostitution. The specific challenges of each strategy were: overcoming the crisis “idealization / underestimation “, maintaining motivation in the ‘guiding star “strategy, and overcoming the financial crisis, or relapse into the crisis of pre-involvement in the case of” forced exit “.

Barriers and obstacles to exiting prostitution and human trafficking

In most cases exiting prostitution gave a positive psychological effect, and this was accompanied by a series of positive changes in respondents’ lives. We managed to find out some of the typical positive changes that the respondents pointed out. The data are presented in Table 21.

Table 21: *The main positive changes accompanying the exit from prostitution and human trafficking*

The area of changes	Description	Respondents' explanations
Emotional feelin	Positive changes in emotions, feeling the harmony, peace, freedom relaxation	<p>KGAA80: „Freedom, peace, feeling the lack of force , harmony, the feel of freedom...“</p> <p>KG0E80: „The „brain“ thawed. There are people all</p> <p>KGAO67: „More income, time, and attention to family, taking part in bringing up a child and a grandchild. Spiritual harmony.”</p> <p>PKIU71: „Peace, care, I can be more at home.A feeling of family...”</p> <p>KGIR91: „The increase in self-esteem”</p> <p>PKIR69: „The increase in self-esteem, I became self-confident, a good fortune to feel as a human again.”</p>
Self-esteem	the growth of self-esteem dignity and sence of responsibility – to be the autor of my life	
Social surrounding	positive changes in social surrounding	
Family relations	improvement in the quality of family relationships	
Legal income	having a legal job and	

Concurrently with the positive changes the respondents also meet a number of challenges. These challenges are partly caused by the consequences and damage that the person received during the the sphere of human trafficking and prostitution, and have been described above. To some extent, they are part of the respondents' personal structure, and appeared already during the stage of inclusion in prostitution. Partly, they are independent phenomena and occur specifically in the stage of exiting the sphere of human trafficking and prostitution.

In any case, the success of exiting prostitution often depends on the success of overcoming these barriers. The knowledge of these barriers can be seen as the knowledge of the tasks, and it is necessary to take them into account while planning the leaving programme and assessing the risks of breakage.

All in all, as a result of the work we discovered the following barriers to exiting prostitution and human trafficking:

a. The challenges related to the respondents' social surroundings

Above all, it refers to the typical social isolation of the respondents recruited into prostitution, and they are uninformed about the opportunities to receive support and help. In the later stages of inclusion, a lack of habit to look for information and to process it on their own may develop.

KGLU79: *“If we sit in the apartments, we have no communication - you do not know where to go, how to properly communicate, what people think of you ...”*

Another indicator of the rise of this barrier is a period of social loneliness in the initial stage of exiting the sphere of human trafficking and prostitution. As indicated above - the respondents' social surroundings will change dramatically. When the inclusion progresses, former social contacts disappear and new ones are acquired, as a rule, exclusively relate to the sphere of sexual exploitation. Leaving this sphere also requires the interruption of these social contacts. During the first stages of exiting, the latter shapes a sort of “social vacuum” - until the new social ties have not yet been settled. To overcome this barrier, it seems to be extremely important to have an opportunity to organize work to get information about the possibilities to receive.

To overcome the “social vacuum”, the psychologically supportive consultation is suitable in the first stage of exiting, as well as the possibility to work with support groups or self-help for those exiting the sphere of human trafficking and prostitution.

b. Unproductive behavior patterns

Into this barrier we may place the following:

- The boredom, the lack of opportunities for leisure;

- addictions: alcohol, drugs, abuse of medicaments;
- post-traumatic stress abnormalities and dissociative states:
- the feel of pressure and depression in the early stages of exit .

It is essential to take into account the different aspects of this barrier when planning rehabilitation events. In some cases, such as alcoholism and drug addiction, overcoming it requires integration of two types of rehabilitation programs: one, which is involved with overcoming the addictive behavior, and the second, which is oriented to exiting the sphere of human trafficking and prostitution. In other cases, such as post-traumatic stress disorder or the appearance of dissociative symptoms, specific models of psychotherapeutic help must be included in the rehabilitation program. For organizing free time, developing events, or if it is necessary to overcome the feeling of pressure, a help of a social worker, psychologist or “equivalent consultant” is effective.

c. “Bad Habits,” which affect the financial behavior

Generally, the barrier is also discussed above in detail – in the part of the consequences of the inclusion. According to the description of the social workers of Atoll Centre, one of the most effective means to overcome it may be the organized control over income and expenses, budget planning (for weeks, months). Using a variety of on-line programs, for establishing the household budget or household accounts, give an effective support.

d. The de-motivating role of sex buyers

Often the people who participate in the process of attracting and exploiting the victims stay in the “shadow”, and their role, as a rule, is not discussed.

In this work, we found a significant contribution of sex buyers in the process of recruiting victims into the sphere of human trafficking and prostitution. In the correlation analysis of the elements of personal constructions appears statistically significant and a strong link between the element of “prostitution” and “sex buyer” ($r = -, 662 **$). The de-motivating role of sex buyers can be also seen in the respondents’ attempts to leave the sphere of human trafficking and prostitution. Acting in support of labeling - labeling, active and often obtrusive proposals for the purchase of sex, continuing communication in the “client-prostitute” system, the sex buyers do not support the exiting from prostitution but cause the “breakages” and return to the exploitation.

KGIR91: “I had the ads with my picture. Later, I was recognized in the bus. After all, I saw their glances, but once someone said (I heard): “Oh, look - a prostitute ...” “

KGLU79: “Perhaps I it has been a too short time since I left, because I still feel everything of it... When I accidentally meet some of my former “clients”, who stands and stares mockingly, smiling ... All that is loathsome, scary, I would like to run immediately, because it seems like everone is staring at you, not only the one person. You are trying to create a new life for yourself, but they do not admit it ... “

To effectively overcome the most serious barrier to exiting prostitution are clearly important changes in social attitudes, in the values of the whole society, and legislation. At individual level, in some cases, small changes in the external characteristics (hair color, hairstyle or clothing style) proved to be effective.

Indispensable support and rehabilitation services provided for those who leave prostitution and human trafficking.

PKIU71 (involved in it for 15 years): “I can not see your future, I have lost the interest. I do not dream, do not set targets. I live one day at a time. If make plans, I begin to feel spooky...”

As was seen in the earlier analysis, the process of exiting the sphere of human trafficking and prostitution is a difficult and complex phenomenon. Being involved in the sexual exploitation sphere, a person may temporarily experience a serious psychosocial damages, the consequences of which make it difficult to escape from this sphere. Often to exit from the sphere of human trafficking and prostitution on your own

is impossible, a person needs a whole range of the much needed helping services to take the step, and rehabilitation and recovering services to return to a “normal” life in society. One of the aims of the study was to identify the needs and expectations of the surveyed respondents. This task was successfully solved in during this work. One of the sources, which gives us a clear understanding of with what exactly the surveyed respondents associate the phenomenon of exiting prostitution, is the correlation analysis of the element “exit from prostitution” in the context of peronal constructions data analysis. The data of the analysis are presented in Table 22

Table 22: Element „Quit from prostitution” - the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Quit from prostitution	Pearson correlation	,389**	-,593**	,640**	1	,683**	-,503**	,420**	,297**	-,569**	,332**	-,459**	,515**	,490**	,052	,552**
	Value (two tailed)	0	0	0		0	0	0	0	0	0	0	0	0	0	0
	Z	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

As we see, for the surveyed respondents the element “quit from prostitution” is primarily linked to other elements, such as” legal job “(r = ,683 **),” a new beginning of life “(r = 640 **), and “family “(r = ,569 **). A strong connection between the elements of “sense of security” (r = 552 **), ‘success’ (r = ,515 **) and the “child” (r = 490 **) was discovered.

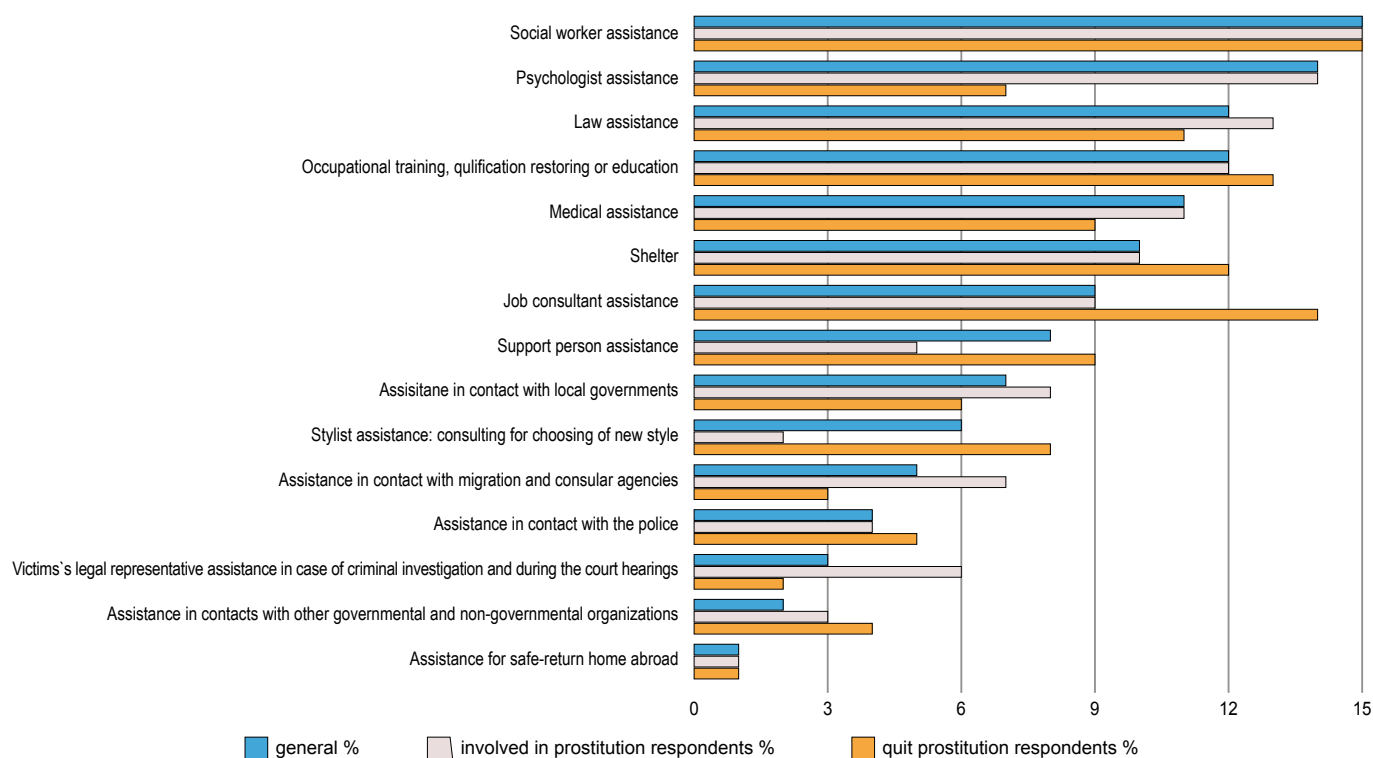
The data can be interpreted in such a way that the respondents are positive about the fact of exiting the sphere of human trafficking and prostitution, they see in it the significant and profound changes in their daily lives, but as the main “attributes” for their new life and being successful, they would like to see the recovery of opportunities for a legal job and function with the family and children. It is interesting that for the interviewed respondents the element ‘quit from prostitution” is highly connected with the element “money” (r =,332 **) and with the element “pleasure “ (r = ,420) than they are wiht the element “prostitution” itself. In the latter case, the link was not detected, or there was a strong negative correlation. In order to exit from the sphere of human trafficking and prostitution successfully, first and foremost, an effective exit strategy is needed, some of which are described in the above report. However, the respondents also see a significant benefit in help services. The majority, 24 respondents out of 25, found that such services are indispensable. Diagram 2 shows the results of the data analysis of a structured questionnaire “Essential helping and rehabilitation services to those who leave the sphere of human trafficking and prostitution”. Here we can see the necessity of helping services offered to the respondents and relationship with other services.

The higher the degree of significance of one or the other service, the greater the value, and importance for the respondents.

The maximum value of one or another service is in diagram 2-15 (fifteen).

Diagram 2: *The data of structured self-report questionnaire: assisting services, which are necessary to exit from prostitution and human trafficking.*

Diagram of assistance services, necessary for the quit from the sphere of human trafficking and prostitution (diagramm maximum point = 15)



As can be see in Diagram 2, the top-5 of the indispensable assisting services needed by the surveyed respondents to quit from trafficking and prostitution consists of the following:

1. the assistance of a social workers
2. the assistance of a psychologist
3. legal help
4. help for retraining, learning an occupation, raising the qualification.

Results are not contrary to the results obtained from this work by using other research methods. It is interesting to note that the respondents who have already quit from prostitution and trafficking by the time of the interviews, and those who are still involved in this, have somewhat different views on the values of necessary assisting services for quitting.

The greatest value to those who have left this sphere present employment (in the top-5: 2nd and 3rd place) and safe opportunities to acquire a living place / shelter (in the top-5: 4th and 5th place). For the respondents involved in trafficking and prostitution it is a psychological help (2nd place in the top-5 and for the other group it was the 9th), and they give a much lower value to indispensable support for employment. Therefore, it can be concluded that to the respondents the various services are topical to varying degrees at specific phases of leaving trafficking and prostitution. At the beginning, a psychological help and support is indispensable; later a help to re-socialize, re-adapt and for employment is needed.

Other services which necessity the respondents valued visibly differently were:

- a. a personal assistant - support person's service.

This service provides the greatest value to respondents who have left trafficking and prostitution. We can assume that for those still involved in it, the inner psychological failure that "you have to manage with everything on your own" continues to "function".

b. a stylist service to change the look - a new style choice.

In this service, the respondents who have left trafficking and prostitution see also a greater value than those still involved in it.

Based on the above analysis, we can agree in the indispensable need of this service for those quitting from trafficking and prostitution

Changing the appearance helped the respondents to begin to feel differently in the life outside prostitution and trafficking, as well as to prevent the risks involved with quitting, such as sex-buyers intrusive attention.

Services which the respondents involved in this sphere value greater, in contrast to those who have left it, are “help to contact the Office for Migration and consul services” and “legal representative in criminal investigations and hearings process.”

The service which indispensability both groups of respondents estimated equally low, was “to ensure a safe return from abroad”, which is probably related to the domestic character of prostitution and trafficking in Estonia.

Another service that was included in the list of services a little bit later (when the data collection process was already in full swing) and is therefore not involved in the overall analysis, the service is “a help from a support group or a peer consultants“. 9 respondents out of the 12 evaluated the indispensability of this service with the maximum. It is interesting that an analogous position was mainly characterized by the respondents involved in prostitution. The latter may indicate the need and importance of this group’s representatives to get to know about the experiences of the attempts to quit from trafficking and prostitution, to see the positive examples directly in the form of living people who have taken this step successfully, and are able to motivate others and provide them with more relevant knowledge and skills.

In terms of available assistance services, the respondents evaluated quite highly the work of specialized rehabilitation centre. In Estonia, this kind of work with the target group conducts a non-governmental organization Elullin with the support of the social and psychological rehabilitation centre Atoll and the Estonian Ministry of Social Affairs by offering rehabilitation services for victims of trafficking and providing assistance program for persons involved in prostitution.

KGA076: „*Atoll in this respect is very strong. I am astonished by the attitude into us, we are not seen like some bad, scary, the lowest of people, but just as everyone else - absolutely equally. It is a great help that in spite of everything, you are treated absolutely equal - no one will look at you crookedly, does not judge, does not imply. This is very important, very motivating.* “

PKIU71: “*It is good that such a centre exists. You can feel a little safer, and that you are needed, because as I’ve learned, the most horrible thing to feel is no one needs you.* “

PKAA85: “*I got all the information regarding Municipal Housing from the centre Atoll.*”

Without a doubt, the result of quitting from trafficking and prostitution can be a maximum when applying effective strategies that are based on the internal decision, in accordance with complex and thoughtful decisions of assistive and rehabilitation services.

Conclusions and Recommendations

Based on the results of the analysis of the research, a series of recommendations can be provide for social structures to prevent the spread of trafficking and assist its victims. As well as the recommendations that have been developed based on the results of this work and can be useful for those who are planning to leave trafficking and prostitution.

Recommendations for social structures and to institutions engaged in preventing the spread of trafficking and assisting victims.

Is somewhat paradoxical that the results of this work suggest that to warn about the spread of trafficking and prostitution, it is essential to deal with social problems, which at first sight are not related to the phenomenon itself. Based on the results of the analysis, I believe that the following measures and actions are more efficient:

- a. The fight against domestic violence
- b. Ensuring gender equality in public life at various levels, primarily in the area of legal job market.
- c. Offering functional programs for prevention and treatment of various addictive behavior (especially drug, alcohol and gambling addiction).
- d. Launching social programs that are oriented to deepening the financial competence of the population.
- e. Raising the level of awareness of human trafficking, exploitation and recruitment problems among the entire population, but also among professionals and the most vulnerable groups for recruitment.
- f. Fight on different levels – both on the social and legal level – with pimps, inclusion into trafficking and prostitution, on occurrence of buying sex.
- g. Look at a variety of ways to offer specialized programs that targeted quitting from prostitution and trafficking and psychosocial assistance of the victims. In these programs a comprehensive assistance is recommended, which includes services such as field work - medical assistance - social, psychologist, legal aid - aid to relearn, for getting an additional education and in employment - safe living place / shelter - ‘peers’ consultation - the opportunity to receive support in self-help groups.

Recommendations for women who leave prostitution and the sphere of human trafficking

The main aim of this work was to improve the aid possibilities to those who have suffered because of being involvement in trafficking or prostitution. Developed recommendations are part of the set goals. They are safe and applicable for anyone who has decided to change their life and to break out of human trafficking and prostitution.

A. Try to draw up a plan to exit it: Imagine and plan your life changes in as much detail as possible: the social circle, the habits, the changes of specific vital activities and the emphasis on them, who can help you in this.

B. Definitely, think your plans through, and use competent and reliable sources! Best of all, if they are completely independent experts or professionals. For example - if you need legal information, contact the legal aid; if you plan to go to work , turn to the state employment office. Also, it is beneficial to discuss your plans with a representative from assisting organizations or social worker. As the old saying tells: the two heads are always better than one!

C. Prepare a survival plan for the next few months. Best of all, if you could hoard some kind of emergency money, which would be sufficient for the next six months at least. Usually, this is the period during which a person is able to find some kind of a new job.

D. Change your appearance. Devote special attention to the things about your looks that remind your recent experience. Change it, whatever the extent possible.

E. Find the helping organization in your place of residence and seek advice. One that would have an effective program to exit the sphere of human trafficking and prostitution, a help of such an organization is also useful when planning on quit. As a rule, people who work in these organizations are very competent

in problem-specific, and they have more experience and resources to help. If there is no such an organization in your city, you can contact the centers which help victims of violence, the Church, and various religious programs, or organizations offering public assistance.

F. Be morally ready for trouble! Accept that genuine goodness is not easy to do. Try to praise the progress and reward yourself for achievements. It is difficult to change, why to still allow yourself to think that you do not do it well enough ...

G. Be tenacious and patient! ... Or even somewhat stubborn with your wish to do the final settlement with your past. Some changes are not visible immediately, and the result is seen only after some time. This is not an excuse not to take any steps at all. Sometimes, nothing comes out the way you need the first time – this also happens. Give yourself the opportunity to always repeat the attempt!

Nurture your motivation every day! Believe in yourself, your own decisions, and power. Visit support groups (if there are any in your city), jot down the pros and cons of each day which occur outside prostitution and the sphere of human trafficking. Share your experiences and knowledge with those who are just at the beginning of the road and need support.

There are no specific recommendations assigned to professionals who work in the sphere of victim assistance. It was a conscious decision of the researcher, because the whole work is entirely devoted to it in particular, and everyone can choose what is the most useful to him/her and to his/her professional activity.

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APPENDIX 1: *A semi structured focus interview plan*

Part 1: General Data

Sex:

Age:

Marital status (permanent long-term relationship):

Children:

The current labor market status:

The current socio-economic situation of the family:

The personal satisfaction rate with income:

Part 2: Involvement in Prostitution: experience and attitude towards it

- What is your current status in the sphere of prostitution?
- In which locations and conditions you have had to stay during a period of prostitution?
- Where did you look for customers, how was your activity organized? Describe briefly.
- If possible, give a summary how your recruitment into this sphere took place (complement: how old were you when you received money for the sex for the first time?)

Mark for the interviewer:

1 - the first contact (friend, female friend, etc.)

2 - Employment Bureau

3 - Travel Agency

4 - Modeling Agency

5 - ads on the Internet

6 - newspaper ads

7 - Radio advertising

8 - TV advertising

9 - Internet social media (facebook, mailroom, Orkut, rate)

10 - Other

Mark for the interviewer:

Vulnerability: economic, social, psychological

Recruitment: the implementation violence or coercion, specifics of a recruiter

- Name 1-3 (one to three) facts or phenomenon that occurred in your daily life in the beginning of prostitution.

Additional Question: Identify 1-3 (one to three) facts or phenomenon, which DISAPPEARED in your daily life since involvement in prostitution.

- I use the term ‘involvement in prostitution ‘, but how do or would you call it?
- Do you have, or had some kind of definition you used personally about yourself?
- What is the genesis of your term? How it arose and when exactly?
- Has your attitude towards it changed over time? How exactly?
- How do you feel about this sphere now (complement. adverb, adjective)?
- How do you consider yourself in this sphere (complement. adverb, adjective) – By now, how long is the time you were involved in prostitution?

Part 3: Attempts and experience of quitting prostitution

- How many times have you tried to quit prostitution by now?

a. When and under what circumstances, was first thought of the possibility / desire / need to leave prostitution? (Complement. What it really was: Wish? Necessity? Possibility?)

Here and in the future! Indicate the impact of factors - personality, structure, communication.

- Whether it was a mere expression of thought or action in any way - Did you tried to do something about it?

Test 1: Analysis

When was the first real attempt to leave the sphere of prostitution made? Describe it.

- In your point of view, what factors influenced it more than the rest.
- What kind of impact on you, on your everyday life the interruption of prostitution had.
- What specific changes would you like to highlight? Which of them were positive, which negative?

Here and in the future! Indicate changes in the following spheres: biological (the overall physical health status), economic / financial, psychological / emotional, social (relations).

Forward - the analysis of each attempt:

- Did you turn to any organizations for getting help for leaving from prostitution?

Mark for the interviewer:

1 – the official service to assist victims

2 – social worker

3 – the support person

4 – NGO

5 – an international organization

6 – legal authorities

7 – Migration Bureau

8 – embassy

9 – victim support and helpline

10 – women's shelters

11 – security staff

12 – the assisting person turned to me personally,

13 – family

14 – friend, female friend

15 – sex-buyer ("Customer")

16 – other

- Which organizations did you contact?
- What kind of help did you get?
- How did you find the contact with this / these organization(s)?

Part 4: Consequences of inclusion, and future plans.

Structured questionnaires.

- How do you generally feel - did the experience of prostitution affect you and your life?
- What are the consequences you feel at the moment and associate them with the experience of prostitution? (Biological sphere (health), economic, social sphere (communication, circle, interests), psychological and spiritual sphere?)
- From your perspective, what services are essential for the people who have decided to quit from prostitution?
- How do you envision your future in a year?

A. A proposal to fill in a structured questionnaire

B. A proposal to fill in a structured questionnaire about essential assistance and rehabilitation services, appointed for those who are leaving human trafficking and prostitution.

APPENDIX 2: Repertory Grid Chart

construct (elicited)	A list of elements														construct (contrast)	
	psychological support	sex-buyer	beginning of a new life	quit from prostitution	legal job	prostitution	pleasure	male	family	financial support/money	violence	success	child	sex		confidence
1																
2																
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30																

Date of execution **Code of the respondent**

Signature of the respondent **Signature of the interviewer**

APPENDIX 3: *A structured questionnaire of harm and damages caused during involvement in trafficking and prostitution*

We ask you to note the harms and damages that you personally had to endure during the involvement in prostitution.

- 1 – physical violence
- 2 – the threat of violence
- 3 – blackmail, psychological pressure
- 4 – sexual violence
- 5 – the threats to turn to law enforcement authorities
- 6 – threatening kin, relatives
- 7 – giving false promises / fraud / manipulation
- 8 – illegal restriction of freedom of movement
- 9 – deprivation of telecommunications, communication is restricted
- 10 – provision of drugs
- 11 – provision of alcohol
- 12 – prohibition or restrictions on obtaining medical help
- 13 – prohibition or limiting food / water
- 14 – taking away or withdrawal of earned money
- 15 – withdrawal of identity documents
- 16 – withdrawal of tickets (plane, bus)
- 17 – withdrawal of personal money, credit and debit cards
- 18 – appointing illegal debt, fixing other financial / non-monetary obligations
- 19 – child deprivation
- 20 – withdrawal of a pet
- 21 – other.....

APPENDIX 4: *A structured questionnaire of indispensable assistance and rehabilitation services to those leaving trafficking and prostitution*

Evaluate the following services to their indispensability for people who have quit from the sphere of prostitution or plan to quit it. 1 point means it is most needed service, 2 points means it is less necessary and so on.

There can not be “right” or “wrong” answers in this task because your personal judgment and experience are important.

For further questions, please turn to your interviewer.

1. The list of services:
2. Rating:
3. Social worker’s assistance
4. Employment consultant’s assistance
5. Assistance from a psychologist
6. Legal aid
7. Enabling a secure lodging / shelter
8. Medical assistance
9. Support person’s assistance
10. Assistance in contact with the local government bodies
11. Assistance in contact with the police
12. Assistance in contact with the immigration authorities, the Consul service
13. Assistance for the safe return from abroad
14. Assistance in contact with other governmental and non-governmental organizations
15. Assistance for re-learning, occupational training, courses, and upgrading qualification
16. Victim’s legal representative’s assistance in case of the criminal investigation and during the court hearings
17. Stylist services to change the appearance, to select a new style
18. Help from the support group or “equally” consultant
19. Other

APPENDIX 5: Tables of correlation analysis

APPENDIX 5.1: Element “prostitution” – the correlation analysis

prostitution	Repertory Grid elements	Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
	Pearson correlation	-,208**	,662**	-,394**	-,503**	-,416**	1	-,201**	,044	-,337**	,101	,251**	-,226**	-,312**	,133*	-,319**
	Value (two tailed)	0	0	0	0	0		0	0	0	0	0	0	0	0	0
Z	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Seose tähtsuse tase 0,05 (kahepoolne)

** Seose tähtsuse tase 0,01 (kahepoolne)

APPENDIX 5.2: Element „Quit from prostitution” – the correlation analysis

Quit from prostitution	Repertory Grid elements	Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
	Pearson correlation	,389**	-,593**	,640**	1	,683**	-,503**	,420**	-,297**	-,569**	,332**	-,459**	,515**	,490**	,052	,552**
	Value (two tailed)	0	0	0		0	0	0	0	0	0	0	0	0	0	0
Z	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.3: Element “sex-buyer” – the correlation analysis

Sex-buyer	Repertory Grid elements	Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
	Pearson correlation	-,234**	1	-,481**	-,593**	-,497**	,662**	-,207**	-,138*	-,446**	-,142*	,355**	-,290**	-,365**	,087	-,352**
	Value (two tailed)	0		0	0	0	0	0	0,01	0	0,01	0	0	0	0,13	0
Z	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.4: Element „Beginning of a new life“ – the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Beginning of a new life	Pearson correlation	,616**	-.481**	1	,640**	,548**	-.394**	,622**	,477**	,750**	,567**	-.639**	,700**	,695**	,286**	,764**
	Value (two tailed)	0	0		0	0	0	0	0	0	0	0	0	0	0	0
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).
 ** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.5: Element „male“ – the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Male	Pearson correlation	,470**	-.138*	,477**	,297**	,198**	,044	,493**	1	,591**	,581**	-.541**	,534**	,518**	,571**	,540**
	Value (two tailed)	0	0,01	0	0	0	0,44	0		0	0	0	0	0	0	0
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).
 ** Correlation is significant at the 0,01 level (two-tailed).

LISA 5.6: Element „legal job“ – the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Legal job	Pearson correlation	,311**	-.497**	,548**	,683**	1	-.416**	,237**	,198**	,433**	,332**	-.351**	,388**	,348**	-.063	,416**
	Value (two tailed)	0	0	0	0		0	0	0	0	0	0	0	0	0,27	0
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).
 ** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.7: Element “child” – the correlation analysis

Child	Repertory Grid elements	Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
	Pearson correlation	,626**	-,365**	,695**	,490**	,348**	-,312**	,603**	,518**	,725**	,486**	-,618**	,694**	1	,325**	,692**
	Value (two tailed)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).
 ** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.8: Element “self-confidence” – the correlation analysis

Confidence	Repertory Grid elements	Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
	Pearson correlation	,736**	-,352**	,764**	,552**	,416**	-,319**	,782**	,540**	,773**	,709**	-,744**	,859**	,692**	,380**	1
	Value (two tailed)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).
 ** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.9: Element „sex“ – the correlation analysis

Sex	Repertory Grid elements	Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
	Pearson correlation	,327**	,087	,286**	,052	,062	,133*	,497**	,571**	,359**	,390**	-,387**	,409**	,325**	1	,380**
	Value (two tailed)	0	0,13	0	0,36	0,27	0,02	0	0	0	0	0	0	0	0	0
N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).
 ** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.10: Element „success“ – a correlation analysis

Repertory Grid elements	Success																	
	Pearson correlation	Value (two tailed)	N	Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
	,704**	0	312												1	,694**	,409**	,859**
		0	312												0	0	0	0
			312												0	0	0	0

* Correlation is significant at the 0,05 (two-tailed).
 ** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.11: Element „violence“ – the correlation analysis

Repertory Grid elements	Violence																	
	Pearsoni korrelatsioon	T�ahendus (kahepoolne)	N	Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
	-,632**	0	312											1	-,735**	-,618**	-,387**	-,744**
		0	312												0	0	0	0
			312												0	0	0	0

* Correlation is significant at the 0,05 (two-tailed).
 ** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.12: Element “money / financial support” – the correlation analysis

Repertory Grid elements	Money																	
	Pearson correlation	Value (two tailed)	N	Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
	,531**	0	312															
		0,01	312															
			312															

* Correlation is significant at the 0,05 (two-tailed).
 ** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.13: Element „family“ – the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Family	Pearson correlation	,673**	-.446**	,750**	,569**	,433**	-.337**	,676**	,591**	1	,612**	-.706**	,753**	,725**	,359**	,773**
	Value (two tailed)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.14: Element „psychological support“ – the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Psychological support	Pearson correlation	1	-.234**	,616**	,389**	,311**	-.208**	,669**	,470**	,673**	,531**	-.632**	,704**	,626**	,327**	,736**
	Value (two tailed)		0	0	0	0	0	0	0	0	0	0	0	0	0	0
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).

APPENDIX 5.15: Element „pleasure“ – the correlation analysis

Repertory Grid elements		Psychological support	Sex-buyer	Beginning of a new life	Quit from prostitution	Legal job	Prostitution	Pleasure	Male	Family	Money	Violence	Success	Child	Sex	Confidence
Pleasure	Pearson correlation	,669**	-.207**	,622**	,420**	,237**	-.201**	1	,493**	,676**	,585**	-.660**	,731**	,603**	,497**	,782**
	Value (two tailed)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	N	312	312	312	312	312	312	312	312	312	312	312	312	312	312	312

* Correlation is significant at the 0,05 (two-tailed).

** Correlation is significant at the 0,01 level (two-tailed).