



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Social Psychology

### Course

Field of study

Engineering Management

Area of study (specialization)

Level of study

First-cycle studies

Form of study

full-time

Year/Semester

1/2

Profile of study

general academic

Course offered in

polish

Requirements

elective

### Number of hours

Lecture

30

Laboratory classes

Tutorials

Projects/seminars

Other (e.g. online)

### Number of credit points

2

### Lecturers

Responsible for the course/lecturer:

Paulina Siemieniak Ph.D.

Responsible for the course/lecturer:

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Faculty of Engineering Management

2 Jacek Rychlewski Str. , 60-965 Poznan

### Prerequisites

The student starting this subject should be familiar with the basic concepts of social behavior mechanisms, have the ability to perceive, associate and interpret basic phenomena occurring in social relations, be aware of the importance of psychological mechanisms in professional and private life

### Course objective

The goal is to develop skills: explaining and predicting social behavior, including shaping and leading teams; resisting group influence; persuasion and shaping attitudes; motivation; shaping desirable social relationships.

### Course-related learning outcomes

Knowledge



The student has ordered and theoretically founded knowledge of behavior, social and organizational norms, understands the importance of social in creating an organization [P6S\_WG\_03]

The student has knowledge of social norms, their sources, nature, changes and ways of influencing organizations [P6S\_WK\_01]

#### Skills

Student is able to use basic theoretical knowledge and obtain data to analyze specific processes and social phenomena in the field of management [P6S\_UW\_01]

The student has the ability to understand and analyze social phenomena [P6S\_UW\_05]

Student is able to correctly interpret social phenomena in the field of management [P6S\_UW\_06]

The student is able to properly analyze the causes and course of specific social processes and phenomena in the field of management [P6S\_UW\_07]

The student is able to identify the need and use the possibilities of continuous training (second and third degree studies, postgraduate studies, courses) - raising professional, personal and social competences [P6S\_UU\_01]

#### Social competences

The student is able to search and select education and training centers in order to supplement and improve knowledge and skills [P6S\_KK\_01]

The student is aware of the importance of professional behavior, compliance with the principles of professional ethics and respect for the diversity of views and cultures, and attention to traditions of the managerial profession [P6S\_KR\_02]

#### Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Formative assessment: Questions summarizing individual issues, giving the student the opportunity to assess the understanding of the problem; written assignments checking the degree of mastery of the current material. Points obtained in this way are added to the points from the final test. Summative assessment: Written test, closed questions test. Positive - over 50% correct answers.

#### Programme content

- 1. Psychology, social psychology - area of interest, genesis, main trends
- 2. Human nature - personality, temperament, emotional intelligence, brain sex, cerebral hemispheres specialization theory
- 3. Distortions in social perception - stereotypes, prejudices, discrimination and prevention methods



- 4. Group processes - mechanisms regulating team behavior, team roles, team development phases. Facilitation and social idleness, group thinking syndrome - a threat associated with the work of groups and teams
- 5. Social impact. Conformism - informative and normative social impact, obedience to authority. Cialdini's rules and techniques of social influence, influence and manipulation, ways of preventing manipulation. Interpersonal attractiveness - principles
- 6. Conflicts and negotiations - styles and methods of resolving conflicts of interest, selected negotiation techniques (including the principle of competition, limited competence technique, "test balloon" technique, "prize in paradise" technique, "deed policy" technique)
- 7. Interpersonal communication and business communication - verbal and non-verbal communication, arguments, styles and tactics of self-presentation (ways to exert a "good impression"), Principles of professional data presentation
- 8. Attitudes and attitude changes. Components of attitudes, resisting persuasive messages, justifying behavior - cognitive dissonance theory. The theory of reactance
- 9. Motivation and motivating - setting and ways of achieving goals.
- 10. Occupational stress and ways to prevent its negative effects. Review of the concept of stress, relationship between stress and effectiveness, distress and eustress, styles of coping with stress

### Teaching methods

Problem lecture, lecture with elements of the seminar, presentation illustrated with examples

### Bibliography

Basic

1. Aronson E. (2005) Człowiek- istota społeczna, Warszawa, PWN
2. Cialdini R. (2010) Wywieranie wpływu na ludzi, Gdańsk, GWP
3. .Myers D. G. (2003) Psychologia społeczna, Poznań, Wyd. Zysk i S-ka
4. Tarniowa- Bagieńska M. Siemieniak P. (2010) Psychologia w zarządzaniu, Poznań Wyd. Politechniki Poznańskiej

Additional

1. Aronson E., Wilson T. D, Akert R.M., (2006) Psychologia społeczna, Poznań Wyd. Zysk i S-ka
2. Berne E. (2008): W co grają ludzie? Psychologia stosunków międzyludzkich, Warszawa, PWN
2. Kożusznik B. (2005) Wpływ społeczny w organizacji, Warszawa, Polskie Wydawnictwo Ekonomiczne



3. Witkowski T. (2006) Psychomanipulacje. Jak je rozpoznawać i jak sobie z nimi radzić, Taszów, Wyd. Biblioteka Moderatora

### Breakdown of average student's workload

	Hours	ECTS
Total workload	50	2,0
Classes requiring direct contact with the teacher	30	1,0
Student's own work (literature studies, preparation form classes, preparation for test) <sup>1</sup>	20	1,0

<sup>1</sup> delete or add other activities as appropriate