



COURSE DESCRIPTION CARD - SYLLABUS

Course name

Psychology

Course

Field of study

Education in Technology and Informatics

Area of study (specialization)

Level of study

First-cycle studies

Form of study

full-time

Year/Semester

1/1

Profile of study

general academic

Course offered in

polish

Requirements

compulsory

Number of hours

Lecture

15

Laboratory classes

Other (e.g. online)

Tutorials

Projects/seminars

Number of credit points

1

Lecturers

Responsible for the course/lecturer:

dr Paulina Siemieniak

Responsible for the course/lecturer:

Wydział Inżynierii Zarządzania

Ul. Rychlewskiego 2

60-965 Poznań

room 345

paulina.siemieniak@put.poznan.pl

Prerequisites

The student starting this subject should know the basic concepts related to the mechanisms of human behavior, 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 aim is to develop the skills to: explain and predict social behavior; shaping and leading teams; resisting group influence; persuasion and shaping attitudes; motivating; shaping the desired social relations.



Course-related learning outcomes

Knowledge

The student knows the basic concepts of social psychology [K1_W04]

Skills

The student is able to obtain information from the literature, integrate it, interpret it and draw conclusions, formulate and justify opinions [K1_U01]

The student is able to work individually and in a team [K1_U05]

When formulating and solving engineering tasks, the student sees their social aspects [K1_U25]

Social competences

The student is able to work on a designated task individually and work in a team, showing professionalism and responsibility [K1_K01]

The student is aware of the importance of non-technical aspects of engineering activities [K1_K06]

Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Formative assessment: Questions summarizing individual issues, giving the opportunity to assess the understanding of the issues by the student; written tasks checking the level of mastery of the current material. The points obtained in this way are added to the points from the final test. Summative assessment: Written test on the subject, closed questions test (passing over 50% of points).

Programme content

- 1. Psychology - characteristics, genesis, mainstream
- 2. Human nature - personality, temperament, emotional intelligence, brain sex, the theory of specialization of the cerebral hemispheres
- 3. Distortions in social perception - stereotypes, prejudices, discrimination and methods of prevention
- 4. Group processes - mechanisms regulating team behavior, team roles, team development stages. Facilitation and social loafing, group thinking syndrome - a threat related to the work of groups and teams, motivation and motivation
- 5. Social impact. Conformism- informational and normative social influence, obedience to authority. Rules and techniques of social influence according to Cialdini, influence and manipulation, methods of counteracting manipulation. Interpersonal attractiveness - rules
- 6. Conflicts and negotiations - styles and methods of solving conflicts of interest, selected negotiation techniques (including the principle of competition, the technique of limited competences, the "trial balloon" technique, the "prize in paradise" technique, the "done policy" technique)



- 7. Interpersonal communication and business communication - verbal, non-verbal communication, argumentation, styles and tactics of self-presentation (ways of making a "good impression")
- 8. Occupational stress and ways to prevent its negative effects. Review of the concept of stress, the 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
3. Kozusznik B. (2005) Wpływ społeczny w organizacji, Warszawa, Polskie Wydawnictwo Ekonomiczne
4. 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	25	1,0
Classes requiring direct contact with the teacher	15	0,5
Student's own work (literature studies, preparation for tutorials, preparation for tests) ¹	10	0,5

¹ delete or add other activities as appropriate