



## 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 inż. Żaneta Nejman

Responsible for the course/lecturer:

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### Prerequisites

A student starting this subject should have basic concepts related to the mechanisms of human behavior, have the ability to interpret basic phenomena occurring in social relations, be aware of the importance of psychological mechanisms in professional and private life.

### Course objective

The purpose of the course is to familiarize Students with the essence and tasks of psychology, shaping and leading teams; resisting group influence; persuasion and attitude formation; motivation; forming desirable social relationships.



### Course-related learning outcomes

#### Knowledge

1. The student knows the basic concepts of social psychology. [K1\_W04]

#### Skills

1. The student is able to obtain information from literature, integrate it, interpret it and draw conclusions, formulate and justify opinions. [K1\_U01]
2. The student is able to work individually and in a team. [K1\_U05]
3. When formulating and solving engineering tasks, the student notices their social aspects. [K1\_U25]

#### Social competences

1. The student is able to work on a designated task individually and work in a team, showing professionalism and responsibility. [K1\_K01]
2. 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:

Lecture: knowledge is verified through short colloquia after the third and sixth teaching units (problem tasks). Passing threshold: 50% +1 points.

summative evaluation:

Lecture: knowledge is verified through a written colloquium on basic concepts and problems of interpersonal communication processes in security engineering. Passing threshold: 50% +1 points.

### Programme content

Psychology-history, area of interest, genesis, main currents. Human nature- personality, temperament, emotional intelligence, gender of the brain, theory of

Specialization of the cerebral hemispheres. Psychological experiments. Social influence. Conformism-informational and normative social influence, obedience to authority. Rules and techniques of social influence according to Cialdini, influence versus manipulation, ways to counter manipulation.

Interpersonal attraction- principles. Conflicts and negotiations- styles and ways of resolving conflicts of interest, selected negotiation techniques (including the principle of competition, the technique of limited competence, the technique of "trial balloon", the technique of "reward in paradise", the technique of "politics of deeds done"). Interpersonal communication and business communication- verbal communication, non-verbal communication, argumentation, styles and tactics of self-presentation (ways to make a "good impression"). Professional stress and ways to prevent its negative



effects. Overview of the concept of stress, the relationship between stress and effectiveness, distress and eustress, styles of coping with stress.

### Teaching methods

Lecture: multimedia presentation illustrated with examples, informative lecture, conversational lecture.

### 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. Zys i S-ka.
4. Tarniowa- Bagieńska M. Siemieniak P. (2010) Psychologia w zarządzaniu, Poznań Wyd. Politechniki Poznańskiej.

#### Additional

1. Berne E. (2008) W co grają ludzie? Psychologia stosunków międzyludzkich, Warszawa, PWN.
2. Wojciszke B. (2007) Człowiek wśród ludzi. Zarys psychologii społecznej. Wydawnictwo Naukowe Scholar, Warszawa, 2007.
3. Sadłowska-Wrzesińska J., Nejman Ż. (2020) Zaangażowanie pracowników jako predyktor bezpiecznych zachowań w organizacji [w:] Bezpieczeństwo XXI Wieku Szanse – Zagrożenia – Perspektywy – Aspekty bezpieczeństwa pracy, red. J.Sadłowska-Wrzesińska, Wydawnictwo Naukowe Silva Rerum.

### 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) <sup>1</sup>	10	0,5

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