POZNAN UNIVERSITY OF TECHNOLOGY

COURSE DESCRIPTION CARD - SYLLABUS

Course name
Social Psychology [S2Elmob1>PO1-PS]

Course

Field of study	Year/Semester
Electromobility	1/1

Area of study (specialization)	Profile of study
–	general academic

Level of study	Course offered in
second-cycle	polish

Form of study	Requirements
full-time	elective

Number of hours

Lecture	Laboratory classes	Other (e.g. online)
30	0	0

Tutorials	Projects/seminars	
0	0	

Number of credit points

2,00

Coordinators	Lecturers
dr Paulina Siemieniak paulina.siemieniak@put.poznan.pl	

Prerequisites

A student starting this subject should know the basic concepts related to the mechanisms of social 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 of: explaining and predicting social behavior, incl. 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 mechanisms of social influence and creating relations between an individual and a group.

Skills:
The student is able to obtain information from literature, databases and other sources, make their

interpretation, evaluation, critical analysis and synthesis, as well as draw conclusions and formulate and exhaustively justify opinions.

Social competences:
The student is aware of the need to develop professional achievements and observe the rules of professional ethics, fulfill social obligations, inspire and organize activities for the social environment.

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, test of closed questions.
Positive evaluation: obtaining more than 50% of the points.

Programme content

1. Psychology, social psychology - area of interest, genesis. Main trends in psychology: psychoanalysis, behaviorism, humanistic psychology.
2. Human nature - personality, temperament, emotional intelligence, brain sex, the theory of specialization of the cerebral hemispheres. Brain neuroplasticity. Mirror neurons and creating social bonds.
3. Distortions in social perception - stereotypes, prejudices, discrimination and methods of prevention. Mechanisms of the formation of stereotypes. Exclusion and minority stress. The effect of gender stereotypes.
4. Group processes - mechanisms regulating team behavior, team roles, team development stages. Group thinking syndrome - a threat related to the work of teams. Conformism - informative and normative; Asch's experiment. Crowd psychology.
5. Social impact. Obedience to authority; Milgram's experiment. 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. Mechanisms that increase discord. Assertiveness in an interpersonal conflict situation. Selected negotiation techniques and their application (including the principle of competition, the technique of limited competences, the "test balloon" technique, the "reward in paradise" technique, the "politics of done acts" technique)
7. Interpersonal communication from the perspective of emotional processes and cognitive psychology. Expression and reading of human emotions and individual adaptation. Argumentation and persuasion. The theory of reactance. Styles and tactics of self-presentation (ways of making a "good impression"). Priority effect and freshness effect in professional data presentation.
9. Motivation and motivation. Selected theories of motivation. Assumptions of effective motivation. Self-control ability test. Implementation intention. Mental simulation in achieving goals. Mechanism of commitment and consequence. Facilitation and social loafing.
10. Occupational stress and ways to prevent its negative effects. Review of the concept of stress, the relationship between stress and effectiveness. Distress and eustress, proactivity. Styles of coping with stress. Stress and brain activity; amygdala. Exercise to deal with stress effectively.

Teaching methods

Lecture, problem lecture, presentation illustrated with examples. Discussion, team work, multimedia show, workshops, analysis of the film material.
Lecture conducted on-line with using synchronous access methods.

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 Poznańskie.

Additional:
[1] Berne E. (2008) "W co grają ludzie? Psychologia sposunków międzyludzkich", Warszawa, PWN.
[2] Kożusznik B. (2005) "Wpływ społeczny w organizacji", Warszawa, Polskie Wydawnictwo Ekonomiczne.
[3] Siemieniak P. (2011) „Self-presentation dilemmas of women on managerial positions in the context of gender stereotypes" - Poznan: Publ. House of Poznan University of Technology.
[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	55	2,00
Classes requiring direct contact with the teacher	30	1,00
Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation)	25	1,00