



COURSE DESCRIPTION CARD - SYLLABUS

Course name

Social Psychology [N1Log2>PsSp]

Course

Field of study

Logistics

Year/Semester

3/5

Area of study (specialization)

–

Profile of study

general academic

Level of study

first-cycle

Course offered in

Polish

Form of study

part-time

Requirements

elective

Number of hours

Lecture

16

Laboratory classes

0

Other (e.g. online)

0

Tutorials

0

Projects/seminars

0

Number of credit points

2,00

Coordinators

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Lecturers

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:

1. The student knows the basic terms related with social psychology, knows the most famous experiments related with social psychology[P6S_WG_08]

Skills:

1. The student is able to see in engineering tasks system and non-technical as well as socio-technical

aspects [P6S_UW_04]

2. The student is able to choose the right tools and methods to solve the problem within logistics and supply chain management, and to use them effectively [P6S_UO_02]
3. The student is able to identify changes in the requirements, standards and reality of the labor market, and based on them determine the needs to supplement knowledge [P6S_UU_01]

Social competences:

1. The student is aware of initiating activities related to the formulation and transmission of information and cooperation in society in the field of logistics [P6S_KO_02]
2. The student is aware of the responsible fulfillment, correct identification and resolution of dilemmas related to the logistics profession [P6S_KR_01]
3. The student is aware of cooperation and work in a group on solving problems within logistics and supply chain management [P6S_KR_02]

Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Lecture: 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 in the subject (last classes in the semester), form: multiple-choice closed questions test. Passing threshold (first and second term): more than 50% of correct answers.

Programme content

Lecture: Psychology, social psychology - area of interest, genesis, main trends, representatives. Human nature - personality, temperament, emotional intelligence, brain sex, the theory of specialization of the cerebral hemispheres. Distortions in social perception. Cognitive schemas. Hidden personality theories. Stereotypes, prejudices, discrimination - social consequences and methods of prevention. Group processes - mechanisms regulating group behavior. The specificity of teams. The strength of social roles. Group decisiveness, group thinking syndrome. The mechanisms of crowd behavior. Social impact. Conformism- informational and normative social influence; Asch's experiment. Obedience to authority; Milgram's experiment. Interpersonal attractiveness. Rules and techniques of social influence according to Cialdini. Influence and manipulation, ways of counteracting manipulation. 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 balloon trial technique, the reward in paradise technique, the fait accompli politics technique). Assertiveness. Interpersonal communication. Verbal and non-verbal communication - components. Types of feedback. Functions of non-verbal communication: emblems, illustrators, adapters, etc. Communication from the perspective of emotional processes (basic emotions according to Ekman; emotional contagiousness, etc.). The role of verbal and non-verbal communication in conveying meaning. Argumentation and persuasion. Persuasive messages. Types of arguments. Attitudes and influencing changes in attitudes. Resisting persuasive messages. Styles and tactics of self-presentation (ways of making a "good impression"). Business data presentation: priority effect and freshness effect. Motivation and motivation - setting and ways to achieve goals. Facilitation and social laziness - the influence of the presence of other people on the behavior of an individual. Stimulating motivation: the rule of commitment and consistency, willpower, implementation intention, mental simulation. 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. Brain neuroplasticity in coping with stress.

Course topics

1. Psychology and Social Psychology: Areas of Interest, Origins, Main Streams, Key Figures

Scope:

Definition and scope of psychology and social psychology
Origins and development of social psychology
Main streams and directions in psychology
Key figures in psychology and social psychology
The significance of psychological research in a social context

Objectives:

Understand the history and development of psychology as a science
 Comprehend the research questions addressed by social psychology
 Identify the main streams and their impact on the development of psychology

2. Human Nature: Personality, Temperament, Emotional Intelligence, Brain Gender
 Scope:
 Definition and components of personality
 Characteristics of temperament and its impact on behavior
 Emotional intelligence: definition and importance
 Brain gender: differences between genders in the context of the brain
 The theory of brain hemisphere specialization
 Objectives:
 Understand the differences in brain structure and function in the context of gender
 Comprehend how temperament and personality influence individual behavior
 Identify the components of emotional intelligence

3. Distortions in Social Perception and Cognitive Schemas
 Scope:
 Types of distortions in social perception
 The role of cognitive schemas in information processing
 Implicit personality theories: definition and impact on perceiving others
 Stereotypes, prejudices, discrimination: social effects and prevention methods
 Objectives:
 Understand how cognitive schemas affect social perception
 Analyze the social consequences of perceptual distortions
 Identify strategies to counteract stereotypes and discrimination

4. Group Processes and Mechanisms Regulating Group Behavior
 Scope:
 Mechanisms regulating group behavior
 Specificity of teams and the power of social roles
 Group decision-making and the groupthink syndrome
 Crowd behavior mechanisms and social influence
 Objectives:
 Understand the mechanisms that influence group functioning
 Analyze the impact of social roles on individual behavior in groups
 Comprehend how groups make decisions and the consequences of those decisions

5. Social Influence, Conformity, and Obedience to Authority
 Scope:
 Types of social influence: informational and normative conformity
 Experiments studying social influence: Asch's experiment
 Obedience to authority: Milgram's experiment
 Influence versus manipulation: definition and countermeasures
 Objectives:
 Understand the mechanisms of social influence and their effects
 Analyze the results of key experiments in social psychology
 Identify methods to counteract manipulation

6. Conflicts, Negotiations, and Assertiveness
 Scope:
 Styles and methods of resolving conflicts of interest
 Selected negotiation techniques: competition principle, trial balloon technique, limited authority technique
 Assertiveness: definition and techniques
 Interpersonal communication: verbal and non-verbal
 Objectives:
 Learn different conflict resolution styles and negotiation techniques
 Understand how assertiveness affects communication and relationships
 Identify elements of effective verbal and non-verbal communication

7. Interpersonal Communication and Persuasion
 Scope:
 Components of verbal and non-verbal communication
 Types of feedback
 Functions of non-verbal communication: emblems, illustrators, adaptors
 Communication from the perspective of emotional processes

Objectives:

Learn the elements and functions of verbal and non-verbal communication

Understand the role of emotions in communication

Identify persuasive techniques and argumentation

8. Motivation and Motivating: Mechanisms and Techniques

Scope:

Goal setting and ways to achieve goals

Social facilitation and social loafing: the impact of others on individual behavior

Arousing motivation: the commitment and consistency rule, willpower, mental simulation

Objectives:

Understand how different mechanisms influence motivation

Analyze factors that can enhance or weaken motivation

Identify motivational techniques

9. Stress and Stress Management

Scope:

Overview of stress concepts

Relationship between stress and effectiveness

Distress and eustress: differences and impacts on health

Stress coping styles and brain neuroplasticity

Objectives:

Learn different types of stress and their impacts on the body

Understand how to manage stress in various contexts

Analyze the impact of neuroplasticity on stress management

10. Presentation Techniques, Self-Presentation, and Impression Management

Scope:

Styles and tactics of self-presentation: ways of making a good impression

Business data presentation: primacy and recency effects

Argumentation and persuasion: types of arguments and persuasive messages

Attitudes and influencing attitude changes: resisting persuasive messages

Objectives:

Understand how to effectively present data and argue

Learn self-presentation techniques and their applications in a business context

Analyze methods of influencing attitudes and dealing with persuasive messages

Teaching methods

Lecture: Problem lecture, lecture with elements of the seminar, multimedia presentation illustrated with examples

Bibliography

Basic:

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

Additional:

1. Aronson E., Wilson T. D., Akert R.M., Psychologia społeczna, Wydawnictwo Zysk i S-ka, Poznań, 2006.
2. Berne E., W co grają ludzie? Psychologia stosunków międzyludzkich, PWN, Warszawa, 2008.
3. Kozusznik B., Wpływ społeczny w organizacji, PWE, Warszawa, 2005.
4. Siemieniak P., Demand for Educating Future Engineers in the Field of Social Subjects, Proceedings of the 36th International Business Information Management Association Conference (IBIMA), 4-5 November 2020, Granada, Spain. Soliman K.S. (red.), Sustainable Economic Development and Advancing Education Excellence in the era of Global Pandemic, International Business Information Management Association, IBIMA, 2020, s. 5721-5730.
5. Witkowski T., Psychomanipulacje. Jak je rozpoznawać i jak sobie z nimi radzić?, Wydawnictwo Biblioteka Moderatora, Taszów, 2006.

Breakdown of average student's workload

	Hours	ECTS
Total workload	50	2,00
Classes requiring direct contact with the teacher	16	1,00
Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation)	34	1,00