



COURSE DESCRIPTION CARD - SYLLABUS

Course name

Psychology [S1ETI2>Psych]

Course

Field of study

Education in Technology and Informatics

Year/Semester

1/1

Area of study (specialization)

–

Profile of study

general academic

Level of study

first-cycle

Course offered in

Polish

Form of study

full-time

Requirements

compulsory

Number of hours

Lecture

15

Laboratory classes

0

Other

0

Tutorials

15

Projects/seminars

0

Number of credit points

2,00

Coordinators

Lecturers

Prerequisites

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

Course objective

The aim of the course is to familiarize students with the essence and tasks of psychology, shaping and leading teams; resisting group influence; persuasion and shaping attitudes; motivating; shaping desired social relations.

Course-related learning outcomes

Knowledge:

1. The student knows the basic concepts of social psychology.

Skills:

1. The student is able to obtain information from literature, integrate it, interpret it and draw conclusions, formulate and justify opinions.

2. The student is able to work individually and in a team.

3. The student notices their social aspects when formulating and solving engineering tasks.

Social competences:

1. The student is able to work on a given task individually and cooperate in a team, demonstrating professionalism and responsibility.
2. The student is aware of the importance of non-technical aspects of engineering activity.

Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

formative assessment:

Lecture: knowledge is verified by short colloquia after the third and fifth teaching units (problem tasks).

Passing threshold: 51% of the points.

Exercises: skills and social competencies are verified through partial grades, resulting from: work in teams; bonus activity; independent problem solving. Passing threshold: 51% of the points.

summative assessment:

Lecture: knowledge is verified by a written colloquium on basic concepts and problems of interpersonal communication processes in security engineering. Passing threshold: 51% of the points.

Exercises: average of partial grades. Passing threshold: 51%.

Programme content

Content includes the history and main trends of psychology, human reflection (personality, temperament, emotional intelligence, brain sex), psychological experiments, and social influence, including conformism and obedience to authority. It also discusses Cialdini's rules and techniques of social influence, manipulation and ways to counteract it, interpersonal attraction, conflict and negotiation (conflict resolution styles, negotiation techniques), interpersonal and business communication (verbal, nonverbal, self-presentation), and occupational stress and techniques for dealing with it.

Course topics

Psychology - history, area of interest, origins, main trends. Human nature - personality, temperament, emotional intelligence, brain sex, theory of hemisphere specialization. Psychological experiments. Social influence. Informational conformism and normative social influence, obedience to authority. Cialdini's rules and techniques of social influence, influence and manipulation, methods of counteracting manipulation. Interpersonal attractiveness - principles. Conflicts and negotiations - styles and methods of resolving conflicts of interest, selected negotiation techniques (including the principle of competition, limited competence technique, "trial balloon" technique, "reward in paradise" technique, "politics of accomplished deeds" technique). Interpersonal and business communication - verbal and non-verbal communication, argumentation, styles and tactics of self-presentation (ways of making a "good impression"). Occupational stress and methods of preventing its negative effects. Review of stress concepts, the relationship between stress and effectiveness, distress and eustress, styles of coping with stress.

Exercises: Psychology of perception - interpretation of various stimuli received by the senses.

Differences in intelligence, temperament, personality and cognitive style. Emotions and motivation as factors affecting the dynamics of behavior. Man in a difficult situation - ways of coping with frustration and stress. Psychology of social processes (perception, group influence). Interpersonal communication. Self-presentation.

Teaching methods

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

Exercises: multimedia presentation illustrated with examples, practical exercises, chat, expository methods (film, demonstration), panel discussion, simulation of expert debates, case study, brainstorming.

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. 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	50	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)	20	1,00