POZNAN UNIVERSITY OF TECHNOLOGY

COURSE DESCRIPTION CARD - SYLLABUS

Course name
Psychology [S1Eltech1>POH1-Psych]

Course

Field of study	Year/Semester
Electrical Engineering	1/1
Area of study (specialization)	Profile of study
–	general academic
Level of study	Course offered in
first-cycle	Polish
Form of study	Requirements
full-time	elective

Number of hours

Lecture	Laboratory classes	Other
30	0	0
Tutorials	Projects/seminars	
0	0	

Number of credit points

2,00

Coordinators   Lecturers

dr inż. Żaneta Nejman
zaneta.nejman@put.poznan.pl

Prerequisites

A 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 of: explaining and predicting social behavior, incl. shaping and leading teams; resisting group influence; persuasion and shaping attitudes; shaping the desired social relations.

Course-related learning outcomes

Knowledge:
The student has basic knowledge necessary to understand the social and non-technical determinants of engineering activity [K1_W019]
The student knows and understands the basics of copyright law in relation to the use of psychological tests and questionnaires [K1_W021]

Skills:

The student is able to use literature sources available in printed and electronic versions, is able to integrate the obtained information, evaluate and interpret it and draw conclusions as well as formulate and justify opinions, discuss them [K1_U05]
The student is able to make a critical analysis and evaluation [K1_U11]
The student is able to make a comparison of various design solutions and evaluate them in the non-technical scope [K1_U12]
The student is able to notice their systemic and non-technical aspects when formulating and solving tasks concerning electric system systems [K1_U20]

Social competences:
The student understands the importance of knowledge in solving problems and improving professional, personal and social competences [K1_K01]
The student is aware of the importance of his own work and is ready to submit to the rules of working in a team and bearing responsibility for the joint implementation of tasks [K1_K03]

Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Learning outcomes presented above are verified as follows:
Formative assessment: Questions summarizing particular 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-ended test. Passing- over 50% of correct answers.

Programme content

The main psychological trends. The nature of man. Distortions in social perception. Group processes. Social influence. Social conflicts. Negotiation. Interpersonal communication.

Course topics

• 1. Psychology as a science. Genesis, main trends, psychological concepts of man: psychoanalytical, behavioral, humanistic.
• 2. Human nature - personality, temperament, emotional intelligence, brain sex, the theory of cerebral hemispheres specialization, neuropsychological foundations of human behavior
• 3. Distortions in social perception - hidden theories of personality, self-fulfilling prophecy, stereotypes, prejudices, discrimination and prevention; positive discrimination. The phenomenon of the glass ceiling as an example of social barriers.
• 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. Conclusions from the Zimbardo experiment.
• 5. Social impact. Conformism - informational and normative, obedience to authority. Rules and techniques of social influence according to Cialdini, influence and manipulation, methods of counteracting manipulation. Interpersonal attractiveness - rules. The most famous psychological experiments and conclusions on the mechanisms of human behavior (The Asch-Milgram experiment)
• 6. Conflicts and negotiations - styles and methods of solving conflicts of interest (mediation, arbitration, negotiations, etc.). Selected negotiation techniques (e.g. the principle of competition, the technique of limited competences, the balloon test technique, the prize in paradise technique, the fait accompli politics technique)
• 7. Interpersonal communication - verbal, non-verbal communication, types of argumentation (emotional, rational, one- and two-way), persuasion, styles and tactics of self-presentation (ways of making a "good impression", eg self-promotion). Professional data presentation from the perspective of cognitive processes
• 8. Attitudes and changes in attitudes. Component of attitudes, resisting persuasive messages, justifying behavior - the theory of cognitive dissonance. The theory of reactance

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
2. Kożusznik B. (2005) Wpływ społeczny w organizacji, Warszawa, Polskie Wydawnictwo Ekonomiczne
3. 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	53	2,00
Classes requiring direct contact with the teacher	38	1,50
Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation)	15	0,50