



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Social Psychology [S1IZarz1E>PsSp]

### Course

Field of study

Engineering Management

Year/Semester

1/2

Area of study (specialization)

–

Profile of study

general academic

Level of study

first-cycle

Course offered in

English

Form of study

full-time

Requirements

elective

### Number of hours

Lecture

30

Laboratory classes

0

Other

0

Tutorials

0

Projects/seminars

0

### Number of credit points

2,00

### Coordinators

dr Paulina Siemieniak

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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:

The student describes the area of interest and the main currents of social psychology, including the genesis and representatives of these currents [P6S\_WG\_03].

The student defines concepts related to social psychology, such as personality, temperament, emotional intelligence, stereotypes, prejudices, conformity, obedience to authority, and assertiveness [P6S\_WK\_01].

### Skills:

The student recognizes and analyzes cognitive processes, such as cognitive schemas and implicit personality theories, and explains their impact on social perception [P6S\_UW\_06].

The student interprets and analyzes mechanisms regulating group behaviors, including the strength of social roles, group decision-making, and groupthink syndrome [P6S\_UW\_07].

The student recognizes and describes various types of social influence, such as conformity, obedience to authority, and interpersonal attractiveness, and understands the rules and techniques of social influence [P6S\_UW\_05].

The student plans and utilizes various negotiation techniques and conflict of interest resolution styles [P6S\_UU\_01].

### Social competences:

The student can search for educational and training centers to improve knowledge and skills in social psychology and interpersonal communication [P6S\_KK\_01].

The student is aware of the importance of behaving professionally, adhering to professional ethics, respecting diversity of opinions and cultures, and maintaining the traditions of the managerial profession [P6S\_KR\_02].

## Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Formative assessment: Questions summarizing individual issues, giving the student the opportunity to assess the understanding of the problem; written assignments checking the degree of mastery of the current material. Points obtained in this way are added to the points from the final test. Summative

assessment: Written test, closed questions test. Positive - over 50% correct answers.

## Programme content

- 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 power of social roles. Group making decisions, group thinking syndrome. The mechanisms of crowd behavior.
- Social influence. 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 brute-force 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

none

## Teaching methods

Presentation illustrated with examples, problem lecture, lecture with elements of the seminar,

## 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, Wyd. Zysk i S-ka, Poznań, 2003.
4. Tarniowa- Bagieńska M., Siemieniak P., Psychologia w zarządzaniu, Wyd. Politechniki Poznańskiej, Poznań, 2010.

### Additional:

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

## 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