



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Self presentation [N1IŚrod2>Autopr]

### Course

Field of study

Environmental Engineering

Year/Semester

5/9

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

20

Laboratory classes

0

Other

0

Tutorials

0

Projects/seminars

0

### Number of credit points

2,00

### Coordinators

dr Agata Branowska

agata.branowska@put.poznan.pl

### Lecturers

### Prerequisites

-

### Course objective

To familiarise students with the basic issues of self-presentation, methods of influencing interlocutors, listeners and audiences. To acquire the knowledge and skills necessary for the adequate preparation of a public speech, its delivery and appropriate evaluation. To learn about one's own communication competences regarding self-presentation. To improve one's own competence gaps in public speaking. To perfect the communication coherence between verbal and non-verbal messages during public speaking.

### Course-related learning outcomes

Knowledge:

Has the ability to self-educate using modern didactic tools such as remote lectures, Internet websites and databases, didactic programs, electronic books.

Has a basic knowledge of the mechanisms and laws governing behaviour and the human psyche.

Skills:

He/she can organize, cooperate and work in a group, taking various roles in it, and can appropriately determine priorities for the realization of a task set by him/herself or others.

He/she can plan and carry out his/her own lifelong learning and is familiar with the possibilities of further education (studies of the second and third degree, postgraduate studies, courses and examinations conducted by universities, companies and professional organisations).

Social competences:

He or she is able to think and act in an entrepreneurial manner, including finding commercial applications for the system being developed, bearing in mind not only the business benefits but also the social benefits of the activity.

### Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Lecture: learning outcomes are tested by means of a credit test consisting of 12 open and closed questions. Evaluation criteria:

< 50% nd,  
≤ 50%; 60% ) dst,  
< 60%; 70%) dst plus,  
<70%, 85%) db,  
<85%, 91) db plus,  
<91%, 100%> bdb.

Activity in lectures - during lectures the student performing tasks may receive points which are added to the points received at the colloquium.

Exercises: preparation of a multimedia presentation.

### Programme content

1. The concept of self-presentation according to various concepts (psychological, sociological).
2. Self-presentation dilemmas: modestly or assertively in various situations of everyday life.
3. Public speaking. Structure and principles of conducting presentations. Features of professional presentation. Auditorium analysis.
4. The values of the recipients of the self-presentation (physical attractiveness, the ability to arouse sympathy, competence, virtue, etc.)
5. Uncertainty and confusion - role in self-presentation. Social anxiety.
6. Verbal and nonverbal communication. Elements of body language.
7. Informational and persuasive communication. Rules of influencing people.
8. Self-presentation during staffing process - job interview.

### Course topics

none

### Teaching methods

Lectures, role playing, games, brainstorming, case study

### Bibliography

Basic:

Stewart J. (red.), Mosty zamiast murów. O komunikowaniu się między ludźmi, Wydawnictwo Naukowe PWN, Warszawa, 2002 (lub wydania późniejsze).

Hartley P., Komunikowanie interpersonalne, Wydawnictwo Astrum, Wrocław, 2006.

Cialdini R.B., Wywieranie wpływu na ludzi. Teoria i praktyka, Gdańskie Wydawnictwo Psychologiczne, Gdańsk, 2011.

Beling A., Sztuka wystąpień publicznych: jak się zaprezentować? Co i jak mówić? Jak umiejętnie wpływać na ludzi, Gdańsk 7,7 2010.

Esposito J.E., Nigdy więcej tremy. Jak przełamać lęk przed wystąpieniami publicznymi, Onepress, Gliwice, 2010.

Rzędowska A, Rzędowski J., Mówca doskonały. Wystąpienia publiczne w praktyce, One-press Gliwice, 2013.

Additional:

Leary M., Wywieranie wrażenia na innych. O sztuce autoprezentacji, Gdańsk, 2007.

Kuziak M., Jak mówić, jak przemawiać?, Wydawnictwo Park Sp. z o.o., Bielsko-Biała, 2008.

Rzędowska A., Rzędowski J., Wystąpienia publiczne w biznesie, Helion, Gliwice, 2007.

### Breakdown of average student's workload

|   | Hours | ECTS |
|---|-------|------|
| Total workload  | 50    | 2,00 |
| Classes requiring direct contact with the teacher   | 20    | 1,00 |
| Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation) | 30    | 1,00 |