POZNAN UNIVERSITY OF TECHNOLOGY

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
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 sposunków międzyludzkich, PWN, Warszawa, 2008.
3. Kożusznik B., Wpływ społeczny w organizacji, PWE, Warszawa, 2005.
4. Siemieniak P., Demand for Educating Future Engineers in the Filed 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