POZNAN UNIVERSITY OF TECHNOLOGY

EUROPEAN CREDIT TRANSFER AND ACCUMULATION SYSTEM (ECTS)

COURSE DESCRIPTION CARD - SYLLABUS

Course name
Social psychology [N1ZiIP2>PS]

Course

Field of study	Year/Semester
Management and Production Engineering	2/3
Area of study (specialization)	Profile of study
–	general academic
Level of study	Course offered in
first-cycle	Polish
Form of study	Requirements
part-time	elective

Number of hours

Lecture	Laboratory classes	Other
16	0	0
Tutorials	Projects/seminars	
0	0	

Number of credit points

2,00

Coordinators	Lecturers

Prerequisites

The student knows the basic concepts associated with the mechanisms of social behaviorThe student has the ability to perceive, associate and interpret basic phenomena occurring in social relations. The student is 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 has the basic knowledge necessary to understand the social and non-technical conditions of engineering activities.

Skills:
Student while formulating and solving engineering tasks is able to see their non-technical aspects.

Social competences:

The student is aware of the importance and understanding of non-technical aspects and effects of engineering activities.
The student is able to interact and work in a group, taking on different roles.

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 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 of the subject, closed questions test. Positive mark above 50% correct answers.
Assignment of grades to percentage ranges of results: <90-100> very good; <80-90) good plus; <70-80) good; <60-70) satisfactory plus; <50-60) satisfactory; <0-50) unsatisfactory.

Programme content

Psychology. Human nature. Group processess.

Course topics

1. Psychology, social psychology - area of interest, genesis, main trends
2. Human nature - personality, temperament, emotional intelligence, brain sex, specialization theory of the cerebral hemispheres
3. Distortions in social perception - stereotypes, prejudices, discrimination and prevention methods
4. Group processes - mechanisms regulating team behavior, team roles, team development phases. Facilitation and social idleness, group thinking syndrome - a threat associated with the work of groups and teams
5. Social impact. Conformism - informative and normative social impact, obedience to authority. Cialdini"s rules and techniques of social influence, influence and manipulation, ways of preventing manipulation. Interpersonal attractiveness - principles
6. Conflicts and negotiations - styles and methods of resolving conflicts of interest, selected negotiation techniques (including the principle of competition, limited competence technique, balloon test technique, award technique in paradise, technique of deed policy)
7. Interpersonal communication and business communication - verbal and non-verbal communication, arguments, styles and tactics of self-presentation (ways to exert a "good impression"), Principles of professional data presentation
8. Attitudes and attitude changes. Components of attitudes, resisting persuasive messages, justifying behavior - cognitive dissonance theory. The theory of reactance
9. Motivation and motivating - setting and ways of achieving goals.
10. Occupational stress and ways to prevent its negative effects. Review of the concept of stress, relationship between stress and effectiveness, distress and eustress, styles of coping with stress.

Teaching methods

Lecture with elements of seminar, discussion, work based on prepared materials.

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 sposunków 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	50	2,00
Classes requiring direct contact with the teacher	16	0,50
Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation)	34	1,50