



COURSE DESCRIPTION CARD - SYLLABUS

Course name

Social Psychology

Course

Field of study

Logistics

Area of study (specialization)

Level of study

First-cycle studies

Form of study

full-time

Year/Semester

3/5

Profile of study

general academic

Course offered in

polish

Requirements

elective

Number of hours

Lecture

30

Laboratory classes

Other (e.g. online)

Tutorials

Projects/seminars

Number of credit points

2

Lecturers

Responsible for the course/lecturer:

dr Paulina Siemieniak

Responsible for the course/lecturer:

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Wydział Inżynierii Zarządzania

ul. Jacka Rychlewskiego 2

60-965 Poznan

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 knows the basic management issues specific to logistics and supply chain management [P6S_WG_08]

Skills

The student is able to see in engineering tasks system and non-technical as well as socio-technical aspects [P6S_UW_04]

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]

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

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]

The student is aware of the responsible fulfillment, correct identification and resolution of dilemmas related to the logistics profession [P6S_KR_01]

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:

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

Programme content

- 1. Psychology, social psychology - area of interest, genesis, main trends
- 2. Human nature - personality, temperament, emotional intelligence, brain sex, cerebral hemispheres specialization theory
- 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, "test balloon" technique, "prize in paradise" technique, "deed policy" technique)
- 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

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	50	2,0
Classes requiring direct contact with the teacher	30	1,0
Student's own work (literature studies, preparation for test) ¹	20	1,0

¹ delete or add other activities as appropriate