



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Przedmiot humanistyczny obieralny - Psychologia społeczna (Elective humanistic subject - Social psychology)

### Course

Field of study

Technologia chemiczna (Chemical Technology)

Area of study (specialization)

Level of study

First-cycle studies

Form of study

part-time

Year/Semester

I/1

Profile of study

general academic

Course offered in

Polish

Requirements

elective

### Number of hours

Lecture

20

Laboratory classes

Tutorials

Projects/seminars

Other (e.g. online)

### Number of credit points

3

### Lecturers

Responsible for the course/lecturer:

dr Paulina Siemieniak

Responsible for the course/lecturer:

### 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 has the general knowledge necessary to understand the social and non-technical conditions of engineering activities [K\_W16]

Skills

The student is able, when formulating and solving engineering problems, to see their systemic and non-technical aspects [K\_U09]



The student is able to cooperate in a team, plan and organize team work [K\_U22]

#### Social competences

The student understands the need for further training and raising their professional and personal competences [K\_K01]

The student is aware of the importance and understanding of non-technical aspects and effects of engineering activities, including its impact on the environment and the associated responsibility for decisions [K\_K02]

The student is aware of the responsibility for their own work and the willingness to submit to work in a team and take responsibility for jointly implemented tasks [K\_K04]

#### 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 of the subject, closed questions test

#### Programme content

- 1. Psychology, social psychology - characteristics, 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, 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

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. Kozusznik 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  | 75    | 3,0  |
| Classes requiring direct contact with the teacher   | 35    | 1,5  |
| Student's own work (literature studies, preparation for classes, preparation for test) <sup>1</sup> | 40    | 1,5  |

<sup>1</sup> delete or add other activities as appropriate