COURSE DESCRIPTION CARD - SYLLABUS

Course name
Social Psychology

Course

Field of study	Year/Semester
Engineering Management	1/2
Area of study (specialization)	Profile of study
	general academic
Level of study	Course offered in
First-cycle studies	English
Form of study	Requirements
full-time	elective

Number of hours

Lecture	Laboratory classes	Other (e.g. online)
30		
Tutorials	Projects/seminars	

Number of credit points
2

Lecturers

Responsible for the course/lecturer:

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Faculty of Engineering Management
ul. J. Rychlewskiego 2, 60-965 Poznań

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

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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 ordered and theoretically founded knowledge of behavior, social and organizational norms, understands the importance of social in creating an organization [P6S_WG_03]

The student has knowledge of social norms, their sources, nature, changes and ways of influencing organizations [P6S_WK_01]

Skills

Student is able to use basic theoretical knowledge and obtain data to analyze specific processes and social phenomena in the field of management [P6S_UW_01]

The student has the ability to understand and analyze social phenomena [P6S_UW_05]

Student is able to correctly interpret social phenomena in the field of management [P6S_UW_06]

The student is able to properly analyze the causes and course of specific social processes and phenomena in the field of management [P6S_UW_07]

The student is able to identify the need and use the possibilities of continuous training (second and third degree studies, postgraduate studies, courses) - raising professional, personal and social competences [P6S_UU_01]

Social competences

The student is able to search and select education and training centers in order to supplement and improve knowledge and skills [P6S_KK_01]

The student is aware of the importance of professional behavior, compliance with the principles of professional ethics and respect for the diversity of views and cultures, and attention to traditions of the managerial profession [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. Positive - over 50% correct answers.

Programme content

• Psychology, social psychology - area of interest, genesis, main trends, representatives.

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• 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 power of social roles. Group making decisions, group thinking syndrome. The mechanisms of crowd behavior.

• Social influence. 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 brute-force 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.

Teaching methods

Presentation illustrated with examples, problem lecture, lecture with elements of the seminar,

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, Wyd. Zysk i S-ka, Poznań, 2003.

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4. Tarniowa- Bagieńska M., Siemieniak P., Psychologia w zarządzaniu, Wyd. Politechniki Poznańskiej, Poznań, 2010.

Additional

1. Aronson E., Wilson T. D, Akert R.M., Psychologia społeczna, Wyd. Zysk i S-ka, Poznań, 2006.

2. Berne E., W co grają ludzie? Psychologia sposunków międzyludzkich, PWN, Warszawa, 2008.

2. Kożusznik B., Wpływ społeczny w organizacji, Polskie Wydawnictwo Ekonomiczne, Warszawa, 2005.

3. Siemieniak P., Demand for Educating Future Engineers in the Filed of Social Subjects // W: Proceedings of the 36th International Business Information Management Association Conference (IBIMA), 4-5 November 2020, Granada, Spain. Sustainable Economic Development and Advancing Education Excellence in the era of Global Pandemic / red. Khalid S. Soliman: International Business Information Management Association, IBIMA, 2020 - s. 5721-5730

4. Witkowski T., Psychomanipulacje. Jak je rozpoznawać i jak sobie z nimi radzić, Wyd. Biblioteka Moderatora, Taszów, 2006.

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 form classes, preparation for test) [1]	20	1,0

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[1] delete or add other activities as appropriate