



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Social Psychology

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### Course

Field of study

Logistics

Area of study (specialization)

Level of study

First-cycle studies

Form of study

part-time

Year/Semester

3/5

Profile of study

general academic

Course offered in

Polish

Requirements

elective

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### Number of hours

Lecture

14

Laboratory classes

Other (e.g. online)

Tutorials

Projects/seminars

### Number of credit points

2

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### Lecturers

Responsible for the course/lecturer:

Ph.D., D.Sc., Eng. Ewa Więcek-Janka

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Faculty of Engineering Management

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Responsible for the course/lecturer:

Ph.D., Paulina Siemieniak

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### 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 [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 [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 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

- 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.

### Teaching methods

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, Wyd. Zysk i S-ka, Poznań, 2003.



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 stosunków międzyludzkich, PWN, Warszawa, 2008.
3. Kożusznik B., Wpływ społeczny w organizacji, Polskie Wydawnictwo Ekonomiczne, Warszawa, 2005.
4. Siemieniak P., Demand for Educating Future Engineers in the Field 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
5. Witkowski T., Psychomanipulacje. Jak je rozpoznawać i jak sobie z nimi radzić?, Wyd. Biblioteka Moderadora, Taszów, 2006

#### Breakdown of average student's workload

	Hours	ECTS
Total workload	50	2,0
Classes requiring direct contact with the teacher	20	1,0
Student's own work (literature studies, preparation for test) <sup>1</sup>	30	1,0

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