POZNAN UNIVERSITY OF TECHNOLOGY

EUROPEAN CREDIT TRANSFER AND ACCUMULATION SYSTEM (ECTS)

COURSE DESCRIPTION CARD - SYLLABUS

Course name
Social psychology [S1TOZ1>PS]

Course

Field of study
Circular System Technologies

Year/Semester
1/1

Area of study (specialization)
–

Profile of study
general academic

Level of study
first-cycle

Course offered in
polish

Form of study
full-time

Requirements
elective

Number of hours

Lecture
30

Laboratory classes
0

Other (e.g. online)
0

Tutorials
0

Projects/seminars
0

Number of credit points

3,00

Coordinators

dr Radosław Kot
radoslaw.kot@put.poznan.pl

Lecturers

dr Radosław Kot
radoslaw.kot@put.poznan.pl

Prerequisites

A student starting this subject should know the basic concepts related to the mechanisms of social behavior, 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 aim is to develop the skills of: explaining and predicting social behavior, include shaping and leading teams; resisting group influence; persuasion and shaping attitudes; motivating; shaping the desired social relations.

Course-related learning outcomes

Knowledge:
knows the general principles of creating and developing forms of individual entrepreneurship [k_w25].

Skills:
has the ability to self-educate, is able to use source information in polish and a foreign language in accordance with the principles of ethics, reads with understanding, conducts analyzes, syntheses,

summaries, critical assessments and correct conclusions [k_u04].
can plan and organize work individually and in a team [k_u08].

Social competences:
demonstrates independence and inventiveness in individual work, as well as effectively interacts in a team, playing various roles in it; objectively assesses the effects of his own work and that of team members [k_k02].
objectively assesses the level of their knowledge and skills, understands the importance of improving professional and personal competences adequately to the changing social conditions and the progress of science [k_k05].
thinks and acts in an entrepreneurial manner [k_k06].
participates in discussions and is able to conduct discussions, is open to different opinions and is ready to assertively express feelings and critical comments [k_k08].

Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Learning outcomes presented above are verified as follows:
Classroom classes:
Formative assessment: Questions summarizing particular 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 on the subject, closed questions test (passing more than 50% correct answers).
Remote classes:
Formative assessment: 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 on the subject on the ekursy.put.poznan.pl platform, closed questions test (passing over 50% correct answers).

Programme content

• 1. Psychology, social psychology - area of interest, genesis, main trends.
• 2. Human nature - personality, temperament, emotional intelligence, brain sex, the theory of specialization of the cerebral hemispheres.
• 3. Distortions in social perception - stereotypes, prejudices, discrimination and methods of prevention.
• 4. Group processes - mechanisms regulating team behavior, team roles, team development stages. Facilitation and social loafing, group thinking syndrome - a threat related to the work of groups and teams. Leadership.
• 5. Social impact. Conformism - informational and normative social influence, obedience to authority. Rules and techniques of social influence according to Cialdini, influence and manipulation, methods of counteracting manipulation. Interpersonal attractiveness - rules.
• 6. 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 "test balloon" technique, the "prize in paradise" technique, the "done policy" technique).
• 7. Interpersonal communication and business communication - verbal, non-verbal communication, argumentation, styles and tactics of self-presentation (ways of making a "good impression"), rules of professional data presentation.
• 8. Attitudes and changes in attitudes. Component of attitudes, resisting persuasive messages, justifying behavior - the theory of cognitive dissonance. The theory of reactance.
• 9. Motivation and motivation - setting and ways to achieve goals.
• 10. 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.

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 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	75	3,00
Classes requiring direct contact with the teacher	38	1,50
Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation)	37	1,50