



Subject card

Subject name and code	MANAGEMENT PSYCHOLOGY, PG_00037867						
Field of study	Management						
Date of commencement of studies	October 2021	Academic year of realisation of subject			2021/2022		
Education level	second-cycle studies	Subject group			Obligatory subject group in the field of study Humanistic-social subject group		
Mode of study	Full-time studies	Mode of delivery			at the university		
Year of study	1	Language of instruction			English		
Semester of study	2	ECTS credits			2.0		
Learning profile	general academic profile	Assessment form			assessment		
Conducting unit	Department of Entrepreneurship and Business Law -> Faculty of Management and Economics						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Paweł Ziemiański				
	Teachers		dr Paweł Ziemiański				
Lesson types and methods of instruction	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
Management Psychology 2022 - Moodle ID: 23082 https://enauczanie.pg.edu.pl/moodle/course/view.php?id=23082							
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan	Participation in consultation hours	Self-study	SUM		
	Number of study hours	30	2.0	18.0	50		
Subject objectives	The aim of the course is to gain by students knowledge and understanding the psychological mechanisms that affect human behavior in work situation with particular emphasis on managerial behavior.						
Learning outcomes	Course outcome	Subject outcome			Method of verification		
	[K7_K02] interacts by taking on roles in the group that are conducive to maximising the effects of teamwork, including social relations	Is able to work in a team, respects team roles and the principles of interpersonal communication, assertiveness rules, respects the principles of team management based on mutual respect and behavior flexibility.			[SK4] Assessment of communication skills, including language correctness [SK5] Assessment of ability to solve problems that arise in practice [SK1] Assessment of group work skills		
	[K7_U07] proposes solutions to social, legal and ethical problems arising as a consequence of economic decisions taken	has knowledge of the principles of managerial functions, knows the rules of internal communication in the organization understands the mistakes made in social cognition and decision making processes, has knowledge of influence techniques.			[SU1] Assessment of task fulfillment [SU2] Assessment of ability to analyse information		
	[K7_W06] has an in-depth knowledge of the different types of social relationships and patterns within the organisation, its stakeholders and its environment	Has knowledge of the personality determinants of entrepreneurship, management, team management, knows the team management, motivation, evaluation and development processes rules.			[SW1] Assessment of factual knowledge		
	[K7_U13] analyses and evaluates social phenomena taking place in organizations and can create task-oriented teams based on the principles of group work	Can match the people to tasks and to teams based on personality assessment, group roles and work competences, is able to adapt the management model to the team needs: its maturity and motivation.			[SU1] Assessment of task fulfillment [SU2] Assessment of ability to analyse information [SU3] Assessment of ability to use knowledge gained from the subject		
Subject contents	Introduction Psychology of Leadership Power in organizations The role of personality at workplace Psychology of groups and teamwork Interpersonal communication Half semester test Social perception and biases at workplace Psychology of money Psychology of advertisement Consumer behavior psychology Stress management Psychology of motivation and motivating Presentation of final projects						

Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Final project	60.0%	50.0%
	Half-semester test	60.0%	50.0%
Recommended reading	Basic literature	John Arnold Work Psychology. Understanding Human Behaviour in the Workplace. Prentice Hall-2016	
		Derek Rollinson Organisational Behaviour and analysis. Prentice Hall -2008	
	Supplementary literature	Robert Cialdini. Influence: The Psychology of Persuasion . HarperBusiness; Revised edition (December 26, 2006)	
	eResources addresses		
Example issues/ example questions/ tasks being completed	Describe the main premises of contingency approach to leadership and its main practical implications.		
Work placement	Not applicable		