



Subject card

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|--|--|---|---------------------|-------------------------------------|--|------------|-----|
| Subject name and code | MANAGEMENT PSYCHOLOGY, PG_00037867 | | | | | | |
| Field of study | Management | | | | | | |
| Date of commencement of studies | October 2022 | Academic year of realisation of subject | | | 2022/2023 | | |
| 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 summer 2022-23 - Moodle ID: 30027 https://enauczanie.pg.edu.pl/moodle/course/view.php?id=30027 | | | | | | | |
| 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 for the student to gain knowledge and understanding pertaining to psychological mechanisms affecting human behavior in the professional setting, with particular emphasis on managerial behavior. | | | | | | |
| Learning outcomes | Course outcome | Subject outcome | | | Method of verification | | |
| | [K7_U07] proposes solutions to social, legal and ethical problems arising as a consequence of economic decisions taken | Is able to analyze and critically evaluate the solutions used in organizations to solve issues related to the psychological aspects of human functioning, such as motivation or perception of others. On the basis of the existing ones, proposes own solutions that take into account psychological knowledge. | | | [SU2] Assessment of ability to analyse information [SU1] Assessment of task fulfilment | | |
| | [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 collaborate in a team, taking into account the importance of group mechanisms and the needs of team members, respects the principles of team management based on mutual respect and flexibility of behavior. | | | [SK1] Assessment of group work skills [SK5] Assessment of ability to solve problems that arise in practice | | |
| | [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 competencies. | | | [SU3] Assessment of ability to use knowledge gained from the subject [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 internal and external factors affecting human behavior in the organization, knows the principles of motivating employees in accordance with psychological knowledge, understands the psychological mechanisms of decision-making. | | | [SW1] Assessment of factual knowledge | | |

| Subject contents | Introduction Psychology of Leadership Power in organizations The role of individual differences at workplace Psychology of groups and teamwork Interpersonal communication Social perception and decision-making Half semester test Psychology of money Psychology of advertisement Consumer behavior psychology Stress and stress management Psychology of motivation and motivating Presentation of final projects | | | | | | | | | | | |
|--|---|---|-------------------------------|--------------------------|---|-------------------------------|--------------------------|---|-------|----------------------|-------|-------|
| Prerequisites and co-requisites | | | | | | | | | | | | |
| Assessment methods and criteria | <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width:40%;">Subject passing criteria</th> <th style="width:30%;">Passing threshold</th> <th style="width:30%;">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td>Half-semester test</td> <td>60.0%</td> <td>50.0%</td> </tr> <tr> <td>Final group project</td> <td>60.0%</td> <td>50.0%</td> </tr> </tbody> </table> | | | Subject passing criteria | Passing threshold | Percentage of the final grade | Half-semester test | 60.0% | 50.0% | Final group project | 60.0% | 50.0% |
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| Recommended reading | <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:45%;">Basic literature</td> <td colspan="2" data-bbox="802 383 1487 584"> Arnold, J. (2016). Work Psychology. Understanding Human Behaviour in the Workplace. Prentice Hall Haslam S.A., Reicher S.D., Platow, M. (2010). The New Psychology of Leadership: Identity, Influence, and Power </td> </tr> <tr> <td>Supplementary literature</td> <td colspan="2" data-bbox="802 591 1487 770"> Achor, S. (2011). The Happiness Advantage: The Seven Principles of Positive Psychology that Fuel Success and Performance at Work Kahneman, D. (2017) Thinking fast and slow. </td> </tr> <tr> <td>eResources addresses</td> <td colspan="2" data-bbox="802 777 1487 801"></td> </tr> </table> | | | Basic literature | Arnold, J. (2016). Work Psychology. Understanding Human Behaviour in the Workplace. Prentice Hall Haslam S.A., Reicher S.D., Platow, M. (2010). The New Psychology of Leadership: Identity, Influence, and Power | | Supplementary literature | Achor, S. (2011). The Happiness Advantage: The Seven Principles of Positive Psychology that Fuel Success and Performance at Work Kahneman, D. (2017) Thinking fast and slow. | | eResources addresses | | |
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| Example issues/ example questions/ tasks being completed | <p>Describe and critically evaluate organizational practices related to motivation, looking through the prism of psychological knowledge.</p> <p>Discuss the principles described in the model of authentic leadership and evaluate their applicability in organizations.</p> | | | | | | | | | | | |
| Work placement | Not applicable | | | | | | | | | | | |