



Subject card

Subject name and code	Psychology Management, PG_00037948						
Field of study	Management, Management						
Date of commencement of studies	February 2023		Academic year of realisation of subject		2022/2023		
Education level	second-cycle studies		Subject group		Optional subject group Humanistic-social subject group		
Mode of study	Full-time studies		Mode of delivery		at the university		
Year of study	1		Language of instruction		Polish		
Semester of study	1		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		Ewa Zimnowłocka-Łożyk				
	Teachers		Ewa Zimnowłocka-Łożyk				
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						
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 course aims to familiarize the student with the psychological mechanisms influencing human behavior in a professional situation, with particular emphasis on managerial behavior. In addition, some of the classes carried out as part of the course allow students to gain significant knowledge and awareness of issues related to the psychology of persuasion and decision-making, including consumer behavior and the mechanisms of advertising impact.						
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		The student is able to propose a solution that uses the knowledge of the team development phases to design activities aimed at team development.		[SK1] Assessment of group work skills		
	[K7_W06] has an in-depth knowledge of the different types of social relationships and patterns within the organisation, its stakeholders and its environment		Can explain the need for considering individual psychological predispositions for the effective functioning of people in the organization.		[SW1] Assessment of factual knowledge		
	[K7_U07] proposes solutions to social, legal and ethical problems arising as a consequence of economic decisions taken		The student can point out mistakes committed in the process of social assessment in the work environment, plan and implement actions aimed at minimizing their adverse effects.		[SU2] Assessment of ability to analyse information		
	[K7_U13] analyses and evaluates social phenomena taking place in organizations and can create task-oriented teams based on the principles of group work		The student can diagnose the level of maturity of an employee in a given task and select the corresponding supporting actions. The student uses the knowledge of the development stages of the team to design activities aimed at its development.		[SU3] Assessment of ability to use knowledge gained from the subject [SU5] Assessment of ability to present the results of task		
Subject contents	Management psychology - objectives and thematic areas; Personality determinants of entrepreneurship and functioning in organizations; Effective leadership; Power mechanisms in the organization; Group mechanisms and team work; Women and men in management; Perception of others biases and deviations from rationality; Psychology of Money; Effective communication in the company the feedback culture; Learning and development in the organization; Coping with stress; Psychological mechanisms of advertisement influence; Psychology of consumer behavior; Motivation at workplace; Employee involvement						

Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Test	60.0%	60.0%
	Class activities	60.0%	40.0%
Recommended reading	Basic literature	Lubrańska, A. (2017). <i>Psychologia pracy. Podstawowe pojęcia i zagadnienia</i> . Wydawnictwo Difin Warszawa; Tyszka, T., (red) (2004). <i>Psychologia ekonomiczna</i> , GWP Gdańsk Schultz, D., Schultz, B.,: (2006). <i>Psychologia a wyzwania dzisiejszej pracy</i> . PWN Warszawa	
	Supplementary literature	Czerw, A. (2017). <i>Psychologiczny model dobrostanu w pracy. Wartość i sens pracy</i> . PWN Warszawa; Wojciszke, B. (2009). <i>Człowiek wśród ludzi: zarys psychologii społecznej</i> . Wydawnictwo Naukowe Scholar.	
	eResources addresses	Adresy na platformie eNauczanie: Psychologia zarządzania - Moodle ID: 30429 https://enauczanie.pg.edu.pl/moodle/course/view.php?id=30429	
Example issues/ example questions/ tasks being completed	Suggest ways to minimize the impact of deviations from rationality on decisions made in the organization. Suggest actions to increase the satisfaction and effectiveness of the team that is undergoing the stages of team development.		
Work placement	Not applicable		