



## Subject card

Subject name and code	MANAGEMENT PSYCHOLOGY, PG_00061112						
Field of study	Management						
Date of commencement of studies	October 2023	Academic year of realisation of subject			2023/2024		
Education level	second-cycle studies	Subject group			Obligatory subject group in the field of study		
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						
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		3.0		17.0	50
Subject objectives	The aim of the course is to develop knowledge and skills related to the psychological aspects of managing people, human functioning in organizations, and decision-making.						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[K7_U04] prepares and presents convincing, professional presentations of analysis results, with their in-depth interpretation		interprets psychological mechanisms affecting human behavior in a professional situation, with particular emphasis on managerial behavior		[SU3] Assessment of ability to use knowledge gained from the subject		
	[K7_K03] demonstrates the ability to identify ethical dilemmas and identify and evaluate alternative courses of action		explains the need to take into account individual psychological predispositions for the effective functioning of people in the organization		[SK5] Assessment of ability to solve problems that arise in practice		
Subject contents	• Introduction Psychology of leadership and leadership styles Psychology of power The role of personality and individual differences at workplace Psychology of groups and teamwork Social perception and biases at workplace Workplace communication Half semester test Psychology of money Psychology of advertisement and customer behavior Psychology of strain and stress management Emotions and employee experience at workplace Psychology of motivation and motivating Presentation of the final projects						
Prerequisites and co-requisites							
Assessment methods and criteria	Subject passing criteria		Passing threshold		Percentage of the final grade		
	Class preparation, contribution		60.0%		20.0%		
	Final work		60.0%		40.0%		
	Test		60.0%		40.0%		
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		Adresy na platformie eNauczanie: Management Psychology summer 2023/2024 - Moodle ID: 37266 <a href="https://enauzanie.pg.edu.pl/moodle/course/view.php?id=37266">https://enauzanie.pg.edu.pl/moodle/course/view.php?id=37266</a>				

Example issues/ example questions/ tasks being completed	Describe selected methods of applying psychological knowledge to improve working conditions, motivation, and satisfaction in a given organization.  Propose actions related to three levels of intervention aimed at reducing the negative impact of stress in organizations.
Work placement	Not applicable