



Subject card

Subject name and code	MANAGEMENT PSYCHOLOGY, PG_00061112						
Field of study	Management						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2024/2025		
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	Indicates mistakes made in the process of social evaluation in the work environment, using the results to plan and implement actions aimed at minimizing their negative effects						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[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		
	[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		
Subject contents	<ul style="list-style-type: none">• Introduction• Leadership psychology• Power in organizations• The role of personality in the workplace• Psychology of groups and teamwork• Interpersonal communication• Social perception and prejudice in the workplace• Psychology of decision making• Half-semester test• The psychology of money• The psychology of advertising• Psychology of consumer behavior• Stress and stress management• Psychology of motivation and engagement• Aggression and counterproductive work behavior• Presentation of the final projects						
Prerequisites and co-requisites							

Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Test	60.0%	50.0%
	Final work	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	Adresy na platformie eNauzanie:	
Example issues/ example questions/ tasks being completed	Describe selected counterproductive workplace behaviors and propose ways to counteract them. Describe the levels of stress prevention in an organization and suggest actions at each level.		
Work placement	Not applicable		