



## 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 -> 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	To equip students with an understanding of psychological principles and their application in managerial and organizational settings. This will allow them to gain the knowledge and skills necessary to lead, motivate, and communicate effectively in the workplace.						
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	IntroductionPsychology of leadership and leadership stylesThe role of personality and individual differences at workplacePsychology of groups and teamworkPsychology of motivation and motivatingWorkplace communicationSocial perception and biases at workplaceHalf semester testPsychology of moneyPsychology of advertisement and customer behaviorPsychology of strain and stress managementEmotions and employee experience at workplaceWorkplace aggression and counterproductive behaviorPresentation of the final projects						
Prerequisites and co-requisites							
Assessment methods and criteria	Subject passing criteria		Passing threshold		Percentage of the final grade		
	Participation and contribution during classes – including preparation		60.0%		20.0%		
	Test		60.0%		40.0%		
	Final work		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 eNauczenie: MANAGEMENT PSYCHOLOGY - Moodle ID: 45226 <a href="https://enauczenie.pg.edu.pl/moodle/course/view.php?id=45226">https://enauczenie.pg.edu.pl/moodle/course/view.php?id=45226</a>
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	

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