



## Subject card

Subject name and code	MANAGEMENT PSYCHOLOGY, PG_00061112						
Field of study	Management						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2025/2026		
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 -> Wydziały Politechniki Gdańskie]						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Paweł Ziemiański				
	Teachers						
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_U04] is able to prepare and convincingly present the results of specialized analyses, providing in-depth interpretation during debates and meetings with various audiences.		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] responsibly fulfills professional roles, demonstrating the ability to identify ethical dilemmas and recognize 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	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		
	Final work		60.0%		40.0%		
	Test		60.0%		40.0%		
	Participation and contribution during classes – including preparation		60.0%		20.0%		
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	
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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