

COURSE DESCRIPTION**HIGHER VOCATIONAL STATE SCHOOL IN WLOCLAWEK****Course: Psychology in Management: Influence and Motivation**

Field of study:	Management						Course Code:
Unit supervising the course:	Department of Management						
Course orientation:	practical						
Language of instruction:	English						
Course type:							
Course status:	Elective						
Cycle: 1st	Year: 2nd			Semester: 4th			
The number of teaching hours on the full-time programme:							
Total	Lectures	classes	laboratory	projects	seminars	practicum	
30	15	15					
Learning outcomes:			Knowledge: Student interprets the basic concepts of motivation in humans as subjects constituting and functioning within economic entities				
			Skills: Student can analyse the causes and the course of social processes taking place within economic entities				
			Social Competences: Student potrafi samodzielnie kształtować swoją postawę społeczną kierując się zasadami etyki (K_K05 Student can autonomously shape his/her social attitude based on the basic principles of ethics				
Full description of the course:			1. Introduction - general terms 2. Psychological tools and techniques of influence - the principle of contrast, - the principle of reciprocation, - the principle of commitment and consistency, - the rule of liking, - the rule of authority, - techniques based on emotions, 3. Psychology of decision making - basic distortions, - social context,				

	<ul style="list-style-type: none"> - the role of perspective and context, - delusions in estimations, - the role of knowledge. 		
Methods:	<u>Lecture:</u> 1. Multimedia presentation lecture <u>Classes:</u> 1. Groupwork- case studies (select topics) in writing and orally e-learning exercises- individual work and case studies		
The student's workload/ ECTS credits:	Type of Activity	Average number of hours	
		Lectures	Active Forms
	Contact Hours	15	15
	Self-study	35	60
	1. Preparation for classes	10	20
	2. Preparation for tests	15	20
	3. preparation for discussion	10	20
	Total	50	75
	ECTS credits for this type of activity	2	3
	ECTS credits for the course	5	
The type and mode of obtaining the credit and marking criteria or requirements:	Written exam, preparation and presentation of a project Credit-obtaining criteria: Active participation in class (graded) and a written test		
Literature:	Prescribed reading: 1.R.Cialdini, Influence: The Psychology of Persuasion, Collins 2008 2.S.Plous, The Psychology of Judgement and Decision Making, McGraw-Hill Recommended reading: 1.D.R.Forsyth, Group Dynamics, Brook/Cole		