

Subject card

Subject name and code	Business Psychology, PG_00101534						
Field of study	International Economic Relations						
Date of commencement of studies	October 2023	Academic year of realisation of subject			2024/2025		
Education level	Master's studies	Subject group					
Mode of study	full-time studies	Mode of delivery			at the university		
Year of study	2	Language of instruction			Polish		
Semester of study	4	ECTS credits			2.0		
Learning profile	academic	Assessment form			credit		
Conducting unit	Division of Electronic Economy -> Department of Maritime Transport and Seaborne Trade -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Jacek Winiarski				
	Teachers		mgr Paweł Smoliński				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	15.0	0.0	0.0	0.0	0.0	15
	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	15		0.0		0.0	15
Subject objectives	The aim of this course is to introduce students to key theories and research at the intersection of psychology and economics, focusing on the psychological mechanisms influencing economic decision-making. Students will learn to analyze decision-making processes, behavioral irrationality, and the impact of emotional and social factors on financial choices, drawing on insights from behavioral economics and decision psychology.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGMU2_U12] can manage teamwork, cooperate and work in a team, in particular an international one, taking a leading role in it	The student is capable of effectively managing team dynamics and collaborating within a team, particularly in an international business environment, assuming a leadership role and leveraging psychological insights to foster relationships, motivate team members, and resolve conflicts.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report
	[MSGMU2_W07] has an in-depth knowledge of selected (legal, organisational, ethical) rules and norms conditioning the functioning of economic structures and institutions on the international market; understands the regularities governing them, changes occurring in them and their sources, and their impact on the functioning of economic entities	The student has in-depth knowledge of key rules and norms (legal, organizational, ethical) governing the operation of economic structures and institutions in the international market. They understand the mechanisms, changes, and their sources, and can assess their impact on the functioning of economic entities, taking into account psychological aspects of operating in a business environment.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
	[MSGMU2_K06] is ready to independently identify, diagnose and responsibly resolve dilemmas and alternative solutions related to his/her profession and the development of professional achievements	The student is prepared to independently identify and analyze professional dilemmas and responsibly decide on appropriate solutions. They are capable of effectively managing various aspects of their professional development, considering psychological factors and ethical standards in a business environment.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
	[MSGMU2_K01] is ready to recognise the importance of knowledge of economics in the process of identifying and solving problems in the area of international economic relations and to consult experts in case of difficulties in solving them independently	The student is prepared to recognize the importance of knowledge in behavioral economics and psychology in identifying and solving problems in the field of international economic relations, as well as to effectively seek expert opinions when facing challenges that cannot be resolved independently.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
	[MSGMU2_W02] knows an advanced terminology in the field of international economics, international economic relations and complementary disciplines	The student has advanced knowledge of terminology in international economics, global economic relations, and related disciplines, enabling them to effectively analyze and address business challenges in a global context, with consideration of psychological factors.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
	[MSGMU2_K05] is ready to initiate actions in the public interest, inspire and organise projects for the benefit of the environment and the international business community, in accordance with the idea of sustainable development and the resulting legal, economic, ecological, political and social requirements	The student is prepared to initiate actions that support the public interest, inspire, and manage projects for the benefit of the environment and the international business landscape, guided by the principles of sustainable development and considering legal, economic, ecological, political, and social requirements along with their psychological implications.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
	[MSGMU2_W14] has an in-depth knowledge of the human being as an individual making economic decisions, acting in social structures and organisational units, in particular in enterprises operating on the international market	The student has advanced knowledge of humans as economic decision-makers operating within social and organizational structures, with a particular focus on the dynamics of enterprises in international markets and the psychological mechanisms influencing these decisions.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report

Course outcome	Subject outcome	Method of verification
[MSGMU2_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions; undertakes challenges of creative thinking; acquires resilience to failures; assesses risks and threats and finds ways of counteracting their effects	The student demonstrates readiness for entrepreneurial thinking and action, adapts flexibly to changing conditions, embraces challenges requiring creativity, develops resilience to failures, and is capable of assessing risks and threats while devising strategies to mitigate their effects.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
[MSGMU2_U05] can apply the rules and standards of business activity in order to solve complex and atypical problems arising from international economic cooperation	The student is able to apply rules and standards of business activity to solve complex and atypical problems arising from international economic cooperation.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report
[MSGMU2_W06] knows and understands the fundamental dilemmas related to globalisation and the formation of contemporary international economic relations	The student knows and understands the fundamental challenges associated with globalization and the dynamics shaping contemporary international economic relations, taking into account the psychological factors influencing decisions and interactions in the global business environment.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
[MSGMU2_U02] can observe, evaluate and critically analyse the causes and course of processes and phenomena taking place in the open economy; can formulate his/her own opinions on the subject, interpret statistical data and economic indicators necessary in this respect, and also forecast economic processes and phenomena using advanced methods and tools applied in economic sciences	The student is able to observe, evaluate, and critically analyze the causes and dynamics of processes and phenomena in an open economy, formulate independent opinions, interpret statistical data and economic indicators, and forecast economic processes using advanced methods and tools applied in economic sciences.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report
[MSGMU2_U03] can identify and analyse relations between business entities and institutions in their national and international environment	The student is able to identify and analyze relationships between economic entities and institutions in their national and international environment, taking into account psychological aspects of collaboration and business communication.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report
[MSGMU2_U06] can identify types of risks related to international operations of enterprises and correctly determine their consequences and methods of mitigation, with a skilful application of theory, using appropriate research method	The student is able to identify types of risks associated with international business operations, assess their consequences, and propose mitigation strategies, considering psychological aspects of risk management and decision-making, while applying appropriate theories and research methods.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report
[MSGMU2_U11] independently formulates and tests hypotheses related to simple research problems, appropriately selects and applies methods and tools, including statistical tools and data acquisition techniques in order to verify hypotheses and diagnose economic processes, and on this basis to take appropriate economic decisions	The student independently formulates and tests hypotheses related to simple research problems, selecting and applying appropriate methods and tools, including statistical techniques and data acquisition methods. These skills are used to analyze economic processes and make informed economic decisions, considering the psychological aspects of decision-making.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report

Subject contents	<p>Lecture 1: Introduction to Business Psychology (2 hours)</p> <ul style="list-style-type: none"> • Definition and scope of business psychology. • Key concepts: economic decision-making, organizational behavior, interpersonal relationships in business. • The role of psychology in understanding the modern business environment. <p>Lecture 2: Decision Psychology and Behavioral Economics (2 hours)</p> <ul style="list-style-type: none"> • Mechanisms of decision-making in business: rational vs. irrational approaches. • Cognitive biases (e.g., anchoring effect, heuristics). • Kahneman and Tverskys Prospect Theory and its relevance to economic behavior. <p>Lecture 3: Motivation and Leadership in Organizations (2 hours)</p> <ul style="list-style-type: none"> • Key motivation theories (e.g., Maslow, Herzberg, Deci and Ryan). • Leadership styles and their impact on team effectiveness. • The psychology of building authority and trust in business environments. <p>Lecture 4: Cross-Cultural Psychology in International Business (2 hours)</p> <ul style="list-style-type: none"> • Cultural differences and their impact on communication in business. • Managing multicultural teams. • Psychological aspects of negotiation in an international setting. <p>Lecture 5: Psychology of Risk and Crisis Management (2 hours)</p> <ul style="list-style-type: none"> • Perception of risk in business decisions. • Psychological responses to crisis and stress in the workplace. • Strategies for building organizational resilience. <p>Lecture 6: Emotions and Their Impact on Business Behavior (2 hours)</p> <ul style="list-style-type: none"> • The role of emotions in decision-making. • Managing emotions in business relationships. • Emotional intelligence as a key competency in business. <p>Lecture 7: Ethics and Psychology in Business (3 hours)</p> <ul style="list-style-type: none"> • Psychological foundations of ethical decision-making. • Moral dilemmas in business: case studies. • Building a value-based organizational culture. 											
Prerequisites and co-requisites	No											
Assessment methods and criteria	<table border="1" data-bbox="450 1232 1479 1299"> <thead> <tr> <th data-bbox="450 1232 798 1265">Subject passing criteria</th> <th data-bbox="798 1232 1141 1265">Passing threshold</th> <th data-bbox="1141 1232 1479 1265">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="450 1265 798 1299"></td> <td data-bbox="798 1265 1141 1299">51.0%</td> <td data-bbox="1141 1265 1479 1299">100.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade		51.0%	100.0%			
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Example issues/ example questions/ tasks being completed	<ol style="list-style-type: none">1. Explain how Kahneman and Tversky's Prospect Theory accounts for irrational economic decisions. Provide an example of how this theory can be applied in business practice.2. Describe how a leader's emotional intelligence impacts team effectiveness in an international organization. Provide an example of psychological tools used to develop this competency.3. Propose a strategy for managing a multicultural team, considering cultural differences and psychological aspects of collaboration. What challenges might arise in such an environment, and how would you address them.
Work placement	Not applicable

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