

Subject card

Subject name and code	Business Psychology, PG_00101534						
Field of study	International Economic Relations						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2025/2026		
Education level	postgraduate 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	2	Language of instruction			Polish		
Semester of study	4	ECTS credits			2.0		
Learning profile	academic	Assessment form					
Conducting unit	Zakład Gospodarki Elektronicznej -> Katedra Transportu i Handlu Morskiego -> Faculty of Economics						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Jacek Winiarski				
	Teachers						
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_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	Is prepared to value the importance of economic knowledge in analyzing and addressing challenges in the field of international economic relations and to seek expert advice when facing difficulties in resolving such issues independently.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report [SK4] test/exam - oral or written
	[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	Is prepared to undertake initiatives that promote the public good, inspire others, and implement projects aimed at environmental protection and supporting the international business environment, adhering to the principles of sustainable development and the associated legal, economic, ecological, political, and social requirements.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report [SK4] test/exam - oral or written
	[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	Is capable of observing, evaluating, and thoroughly analyzing the causes and dynamics of processes and phenomena in an open economy. Demonstrates the ability to form independent conclusions, interpret essential statistical data and economic indicators, and forecast economic changes using advanced methods and tools typical of economic sciences.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU4] test/exam - oral or written
	[MSGMU2_U03] can identify and analyse relations between business entities and institutions in their national and international environment	Is capable of identifying and analyzing the relationships between economic entities and institutions operating within their domestic and international environments.	[SU2] presentation/project/paper/report [SU4] test/exam - oral or written
	[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	Independently develops and tests hypotheses related to basic research problems, selecting and applying appropriate methods and tools, including statistical techniques and data collection methods. These are used to analyze economic processes and make informed economic decisions based on research findings.	[SU1] oral statement/conversation/discussion
	[MSGMU2_U12] can manage teamwork, cooperate and work in a team, in particular an international one, taking a leading role in it	Is skilled in effectively managing a team, collaborating within a group, including in an international setting, while assuming a leadership role and coordinating activities.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU4] test/exam - oral or written
	[MSGMU2_W02] knows an advanced terminology in the field of international economics, international economic relations and complementary disciplines	Has a comprehensive understanding of specialized terminology in the fields of international economics, global economic relations, and complementary disciplines.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW2] 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	Holds comprehensive knowledge of humans as economic decision-makers operating within social and organizational structures, with a particular emphasis on their role in companies active in international markets.	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report

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[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	Holds in-depth knowledge of the essential rules and norms (legal, organizational, ethical) governing the functioning of economic structures and institutions in the international arena. Understands the mechanisms behind their operation, the dynamics of changes and their origins, as well as the impact of these processes on the activities of economic entities.	[SW1] oral statement/ conversation/discussion [SW2] 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	Is capable of identifying various types of risks associated with the international operations of enterprises, accurately assessing their potential impacts, and proposing effective mitigation strategies, utilizing appropriate theories and well-selected research methods.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report
[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	Is equipped for entrepreneurial thinking and action, demonstrates flexibility in adapting to changing circumstances, embraces creative challenges, develops resilience to setbacks, effectively assesses risks, and identifies strategies to mitigate their impact.	[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 principles and standards related to business activities to effectively address complex and unique challenges arising from international business cooperation.	[SU1] oral statement/conversation/ discussion [SU2] 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	Is prepared to independently identify, analyze, and responsibly make decisions when faced with professional dilemmas and alternative solutions related to performing their profession and advancing their career.	[SK1] oral statement/conversation/ discussion [SK2] presentation/project/paper/ report [SK4] test/exam - oral or written
[MSGMU2_W06] knows and understands the fundamental dilemmas related to globalisation and the formation of contemporary international economic relations	Demonstrates knowledge and understanding of the essential challenges arising from globalization processes and their impact on contemporary international economic relations.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] 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 Tversky's 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"> <thead> <tr> <th data-bbox="448 1234 798 1267">Subject passing criteria</th> <th data-bbox="802 1234 1142 1267">Passing threshold</th> <th data-bbox="1147 1234 1485 1267">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="448 1274 798 1301">Examination</td> <td data-bbox="802 1274 1142 1301">50.0%</td> <td data-bbox="1147 1274 1485 1301">10.0%</td> </tr> <tr> <td data-bbox="448 1308 798 1335">Active participation in discussions</td> <td data-bbox="802 1308 1142 1335">0.0%</td> <td data-bbox="1147 1308 1485 1335">10.0%</td> </tr> <tr> <td data-bbox="448 1341 798 1395">Individual presentation to the group on an agreed topic</td> <td data-bbox="802 1341 1142 1395">50.0%</td> <td data-bbox="1147 1341 1485 1395">80.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	Examination	50.0%	10.0%	Active participation in discussions	0.0%	10.0%	Individual presentation to the group on an agreed topic	50.0%	80.0%
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<p>Example issues/ example questions/ tasks being completed</p>	<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.
<p>Work placement</p>	<p>Not applicable</p>

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