

**Subject card**

<b>Subject name and code</b>	Social Psychology, PG_00083646						
<b>Field of study</b>	Economics						
<b>Date of commencement of studies</b>	October 2024	<b>Academic year of realisation of subject</b>			2025/2026		
<b>Education level</b>	undergraduate studies	<b>Subject group</b>			Obligatory subject group in the field of study Optional subject group		
<b>Mode of study</b>	full-time studies	<b>Mode of delivery</b>			at the university		
<b>Year of study</b>	2	<b>Language of instruction</b>			Polish		
<b>Semester of study</b>	3	<b>ECTS credits</b>			2.0		
<b>Learning profile</b>	academic	<b>Assessment form</b>					
<b>Conducting unit</b>							
<b>Name and surname of lecturer (lecturers)</b>	<b>Subject supervisor</b>		dr Bożena Klusek-Wojciszke				
	<b>Teachers</b>						
<b>Lesson types</b>	<b>Lesson type</b>	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	<b>Number of study hours</b>	30.0	0.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
<b>Learning activity and number of study hours</b>	<b>Learning activity</b>	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	<b>Number of study hours</b>	30		0.0		0.0	30
<b>Subject objectives</b>	The aim of the course is to familiarize students with issues from social psychology focusing on the issue of exerting social influence. In other words, allowing them to answer the question: how does what one person does, thinks and feels affect what another person does, thinks and feels?						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[EKONL3_U13] be able to interact and work in a group (including an international one), assuming various roles within it	The student is able to interact and work in a group (including in an international environment), taking on various roles in it.	[SU4] test/exam - oral or written
	[EKONL3_U15] is able to independently complement and improve the acquired knowledge and economic skills, is open to new ideas and techniques, tends to learn by any method and is willing to interact with other participants in the learning process	The student is able to independently supplement and improve the acquired knowledge and skills in social psychology, is open to new ideas and techniques, has a tendency to learn using any method and a tendency to interact with other participants in the learning process.	[SU4] test/exam - oral or written
	[EKONL3_K06] is willing to be guided in his professional life by business ethics and corporate social responsibility, to respect others and to be loyal to his employer	The student is ready to be guided in their professional life by business ethics and corporate social responsibility, respect for others and be loyal to the employer.	[SK4] test/exam - oral or written
	[EKONL3_W03] has advanced knowledge of the relations between economic agents and social organisations operating in the national, international and intercultural arenas	The student has advanced knowledge of the relations between economic entities and social organizations functioning in the national, international and intercultural spheres	[SW4] test/exam - oral or written
	[EKONL3_W05] has advanced knowledge of man as a subject who creates social structures and the principles of their functioning and of his action in these structures, knows well the motives of human economic decision-making	The student has advanced knowledge about man as an entity creating social structures and the principles of their functioning and about his action in these structures, he knows well the motives for making economic decisions by man	[SW4] test/exam - oral or written
	[EKONL3_W07] has knowledge of the basic economic and financial principles of the functioning and management of economic entities and organisations as well as the legal, organisational, moral and ethical norms and rules governing the functioning of public institutions	ma wiedzę o podstawowych zasadach ekonomicznych i finansowych funkcjonowania oraz zarządzania podmiotami i organizacjami gospodarczymi, a także o normach i regulacjach prawnych, organizacyjnych, moralnych i etycznych funkcjonowania instytucji publicznych	[SW4] test/exam - oral or written
	[EKONL3_W01] has advanced knowledge of the nature of social sciences, their place in the system of sciences, knows the role of economic sciences in this system and uses universal economic terminology	The student has advanced knowledge of the nature of social sciences, their place in the system of sciences, knows the role of economic sciences in this system and uses the universal terminology of social psychology	[SW4] test/exam - oral or written
	[EKONL3_K03] participates in the preparation of economic and social projects, being able to reconcile legal, economic, ecological, political and social requirements	Student uczestniczy w przygotowaniu projektów ekonomiczno-społecznych, potrafiąc godzić wymagania prawne, ekonomiczne, ekologiczne, polityczne i społeczne	[SK4] test/exam - oral or written
	[EKONL3_U12] can independently plan and implement own lifelong learning	The student is able to independently plan and implement his/her own lifelong learning	[SU4] test/exam - oral or written
	[EKONL3_W08] has knowledge of the processes of changing elements, enterprises and whole structures of economic organisations, as well as the processes of changing social institutions, knows what their causes, course, scale, consequences are and what the influence of external stakeholders is on them	The student has knowledge of the processes of change of elements, enterprises and entire structures of economic organizations, as well as the processes of change of social institutions.	[SW4] test/exam - oral or written

Subject contents	<p>1. Social psychology as a science. Definition and scope of social psychology; specificity of the field (individualism, methodological positivism, constant growth of scope); basic types of research methods; main rules and examples of applications.</p> <p>2. Mechanisms of social influence and main techniques of social manipulation. Engagement in action; the rule of reciprocity, the rule of unavailability, the rule of social proof of validity, the rule of authority; liking (maximizing one's own attractiveness).</p> <p>3. Stereotypes and prejudices. Origin of stereotypes and prejudices; theories of accentuation and social identity; influence on the perception of people; cognitive, emotional and social functions of stereotypes.</p> <p>4. Perception of people and their behaviour. Determinants of human interpretation and behaviour; basic idea of attribution theory; actor-observer difference and its explanations; implicit personality theories.</p> <p>5. Judging others. The role of descriptive information content (morality and justice); influence of schemas on evaluation.</p> <p>6. Interpersonal attractiveness. Theories of interpersonal attractiveness; determinants of attractiveness: appearance (innate and cultural determinants of physical attractiveness), advantages, similarity, favours, compliments, cooperation; mechanisms of the impact of attractiveness: the rule of association and the phenomenon of basking in someone else's glory.</p> <p>7. Prosocial behaviour. Main theories of prosociality: sociobiological concepts, decision-making model, arousal concepts; basic determinants of prosociality.</p> <p>8. Aggression theories - determinants and control. Theory of aggression as instincts and its limitations; frustration hypothesis - aggression its limitations and evolution; theory of social learning of aggression and modeling; empirical validity of aggression theory in the light of contemporary research; basic determinants of aggression.</p> <p>9. Social groups. Group structure; group goals and norms; group interactions and communication; task oriented group functioning; groupthink syndrome</p>		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
Recommended reading	Basic literature	<p>1. Wojciszke B. Psychologia społeczna, Wydawnictwo Naukowe Scholar, Warszawa 2011.</p> <p>2. Doliński D, Grzyb T. Sto technik wpływu społecznego, Smak Słowa, Sopot, 2022.</p> <p>3. Cialdini, R. B. Wywieranie Wpływu na ludzi. Teoria i Praktyka, Gdańskie Wydawnictwo Psychologiczne, Gdańsk 2009.</p>	
	Supplementary literature	<p>1. Stephan, W. G. i Stephan C. W. (1999) Wywieranie Wpływu Przez Grupy. Psychologia Relacji. Gdańsk: Gdańskie Wydawnictwo Psychologiczne.</p> <p>2. Zimbardo P.G, R. J. Gerring, Psychologia i życie, Wydawnictwo Naukowe PWN, Warszawa 2022.</p> <p>3. Crips R.J, Turner R.N. Psychologia społeczna, Wydawnictwo Naukowe PWN, Warszawa 2023.</p>	
	eResources addresses	Adresy na platformie eNauczanie:	
Example issues/ example questions/ tasks being completed			

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