

Subject card

Subject name and code	Social Psychology, PG_00101714						
Field of study	International Economic Relations						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2025/2026		
Education level	undergraduate studies	Subject group			Obligatory subject group in the field of study Optional subject group		
Mode of study	part-time studies	Mode of delivery			at the university		
Year of study	2	Language of instruction			Polish		
Semester of study	3	ECTS credits			2.0		
Learning profile	academic	Assessment form					
Conducting unit	Zakład Gospodarki Globalnej -> Katedra Transportu i Handlu Morskiego -> Faculty of Economics -> Rektor						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Bożena Klusek-Wojciszke				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	14.0	0.0	0.0	0.0	0.0	14
	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	14		0.0		0.0	14
Subject objectives	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		
	[MSGL3_W06] knows and understands the relations between economic entities and public institutions functioning in the national, international and intercultural realms		The student has basic knowledge about a person as an individual acting in social and organizational structures, who makes economic decisions.		[SW4] test/exam - oral or written		
	[MSGL3_W01] has an advanced knowledge of economic sciences, in particular of economics and its place in the system of sciences, including within related disciplines		Student has basic knowledge about the place of economics in the system of sciences, its nature, methodology and connections with social psychology.		[SW4] test/exam - oral or written		
	[MSGL3_W09] has knowledge about a human being as an individual making economic decisions, acting within social structures and organisational units (in particular enterprises) or conducting individual economic activity		Student has basic knowledge about a person as an individual acting in social and organizational structures, who makes economic decisions.		[SW4] test/exam - oral or written		

Subject contents	<ol style="list-style-type: none"> 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. 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). 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. 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. Judging others. The role of descriptive information content (morality and justice); influence of schemas on evaluation. 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. Prosocial behaviour. Main theories of prosociality: sociobiological concepts, decision-making model, arousal concepts; basic determinants of prosociality. 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. Social groups. Group structure; group goals and norms; group interactions and communication; task-oriented group functioning; groupthink syndrome. 		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	written exam	51.0%	100.0%
Recommended reading	Basic literature	<ol style="list-style-type: none"> Wojciszke B. Psychologia społeczna, Wydawnictwo Naukowe Scholar, Warszawa 2011. Doliński D, Grzyb T. Sto technik wpływu społecznego, Smak Słowa, Sopot, 2022. Cialdini, R. B. Wywieranie Wpływu na ludzi. Teoria i Praktyka, Gdańskie Wydawnictwo Psychologiczne, Gdańsk 2009. 	
	Supplementary literature	<ol style="list-style-type: none"> Stephan, W. G. i Stephan C. W. (1999) Wywieranie Wpływu Przez Grupy. Psychologia Relacji. Gdańsk: Gdańskie Wydawnictwo Psychologiczne. Zimbardo P.G, R. J. Gerring, Psychologia i życie, Wydawnictwo Naukowe PWN, Warszawa 2022. Crips R.J, Turner R.N. Psychologia społeczna, Wydawnictwo Naukowe PWN, Warszawa 2023. 	
	eResources addresses	Adresy na platformie eNauczanie:	
Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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