

Subject card

Subject name and code	Psychology of lies and manipulation - lecture, PG_00151214						
Field of study	Law in administration and economy						
Date of commencement of studies	October 2024	Academic year of realisation of subject	2024/2025				
Education level	postgraduate studies	Subject group	Optional subject group Humanistic-social subject group				
Mode of study	part-time studies	Mode of delivery	at the university				
Year of study	1	Language of instruction	Polish				
Semester of study	2	ECTS credits	2.0				
Learning profile	academic	Assessment form					
Conducting unit	Faculty of Law and Administration						
Name and surname of lecturer (lecturers)	Subject supervisor	dr hab. Andrzej Piotrowski					
	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	35.0	50		
Subject objectives	The purpose of the course is to familiarize students with techniques of social influence, methods of psychological influence and ways to recognize and counteract them.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	PAGMU2_UW01	After completing the course, the student is able to: - discuss methods of social influence, - take care to observe ethical principles, - demonstrate responsibility for educating those around them when they notice the techniques and manipulation being used, - take action to counteract the use of manipulation, - perform educational functions in informing the surroundings about the dangers of being entangled in manipulative influence.	[SU4] test/exam - oral or written
	PAGMU2_KR04	After completing the course, the student is able to: - discuss methods of social influence, - take care to observe ethical principles, - demonstrate responsibility for educating those around them when they notice the techniques and manipulation being used, - take action to counteract the use of manipulation, - perform educational functions in informing the surroundings about the dangers of being entangled in manipulative influence.	[SK4] test/exam - oral or written
	PAGMU2_KO03	After completing the course, the student can: - compare techniques and methods of social influence, - predict the consequences of the methods of manipulation used, - analyze the causes of submission, - detect methods of exerted influence, - evaluate the effectiveness of applied techniques.	[SK4] test/exam - oral or written
	PAGMU2_WG03	After completing the course, the student can: - compare techniques and methods of social influence, - predict the consequences of the methods of manipulation used, - analyze the causes of submission, - detect methods of exerted influence, - evaluate the effectiveness of applied techniques.	[SW4] test/exam - oral or written
	PAGMU2_UK05	After completing the course, the student is able to: - list methods of social influence and manipulation, - describe the principles of sequential techniques, - explain the principles of succumbing to social influence, - illustrate with examples the basic techniques of social influence	[SU4] test/exam - oral or written
	PAGMU2_WG02	After completing the course, the student is able to: - list methods of social influence and manipulation, - describe the principles of sequential techniques, - explain the principles of succumbing to social influence, - illustrate with examples the basic techniques of social influence	[SW4] test/exam - oral or written

Subject contents	<p>The psychology of lying.</p> <p>Manipulation in marketing and advertising.</p> <p>Manipulations in the media.</p> <p>The use of art in propaganda.</p> <p>Manipulations in negotiations.</p> <p>Analysis of manipulative behavior - film.</p> <p>Manipulations in sects.</p> <p>Manipulation of social surveys.</p> <p>Personality and manipulation.</p>		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Written exam: test.	51.0%	100.0%
Recommended reading	Basic literature	<p>Cialdini, R. B. (2009). <i>Wywieranie wpływu na ludzi. teoria i praktyka</i>. Gdańskie Wydawnictwo Psychologiczne.</p> <p>Ekman, P. (2003). <i>Kłamstwo i jego wykrywanie w biznesie, polityce i małżeństwie</i>. Wydawnictwo Naukowe PWN.</p> <p>Doliński, D. (2003). <i>Psychologiczne mechanizmy reklamy</i>. Gdańskie Wydawnictwo Psychologiczne.</p>	
	Supplementary literature	<p>Doliński, D. (2000). <i>Psychologia wpływu społecznego</i>. Wrocławskie Wydawnictwo Naukowe PAN.</p> <p>Doliński, D., Grzyb, T. (2022). <i>Sto technik wpływu społecznego: kiedy i dlaczego wywieranie wpływu na innych jest skuteczne</i>. Smak Słowa.</p> <p>Pratkanis, A., Aronson, E. (2003). <i>Wiek propagandy. Używanie i nadużywanie perswazji na co dzień</i>. Wydawnictwo Naukowe PWN.</p> <p>Tokarz, M. (2006). <i>Argumentacja perswazja manipulacja</i>. Gdańskie Wydawnictwo Psychologiczne.</p> <p>Witkowski, T. (2000). <i>Psychomanipulacje. Jak je rozpoznawać i jak sobie z nimi radzić</i>. Oficyna wydawnicza UNUS.</p>	
	eResources addresses	Adresy na platformie eNauczanie:	
Example issues/ example questions/ tasks being completed	<p>What is the deception of erroneous inference?</p> <p>What is an egotistical lie?</p>		
Work placement	Not applicable		

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