

**Subject card**

<b>Subject name and code</b>	Psychology of lies and manipulation - lecture, PG_00151220						
<b>Field of study</b>	Taxes and Tax Consultancy						
<b>Date of commencement of studies</b>	October 2023	<b>Academic year of realisation of subject</b>			2024/2025		
<b>Education level</b>	postgraduate studies	<b>Subject group</b>			Optional subject group		
<b>Mode of study</b>	part-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>	4	<b>ECTS credits</b>			2.0		
<b>Learning profile</b>	academic	<b>Assessment form</b>					
<b>Conducting unit</b>	Faculty of Law and Administration						
<b>Name and surname of lecturer (lecturers)</b>	<b>Subject supervisor</b>		dr hab. Andrzej Piotrowski				
	<b>Teachers</b>		dr hab. Andrzej Piotrowski				
<b>Lesson types</b>	<b>Lesson type</b>	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	<b>Number of study hours</b>	14.0	0.0	0.0	0.0	0.0	14
	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>	14		0.0		36.0	50
<b>Subject objectives</b>	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
	[PiDPMU2_W04] He/she has widened knowledge and knows notions describing the most significant economic and social phenomena, understands the basic processes taking place in market economy, understands fundamental dilemmas of contemporary civilization connected with global economic development	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
	[PiDPMU2_K01] The graduate understands the complexity of problems in the field of tax law, finance, accounting and related disciplines, and therefore is ready to critically assess the knowledge and content received in this field. He/she understands the importance of knowledge in solving cognitive and practical problems and - in case of difficulties with solving the problem - consulting experts in tax law, finance, accounting and related disciplines (especially researchers, experienced tax advisors, lawyers dealing with disciplines other than tax and balance sheet law), and, if necessary, also expert specialists in disciplines other than legal and economic sciences	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
	[PiDPMU2_U08] He/she can independently plan and fulfill the need of lifelong learning	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.	[SU4] test/exam - oral or written
	[PiDPMU2_U01] The graduate is able to use the theoretical knowledge in the field of tax law, accounting and related scientific disciplines in order to formulate and solve complex and unusual problems that may occur in this area, especially complex problems of tax analysis and accounting, especially complex validation and interpretation problems in the field of tax law and problems of tax analysis and accounting	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

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	<table border="1"> <thead> <tr> <th data-bbox="459 864 794 898">Subject passing criteria</th> <th data-bbox="802 864 1137 898">Passing threshold</th> <th data-bbox="1145 864 1481 898">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="459 909 794 931">Written exam: test.</td> <td data-bbox="802 909 1137 931">51.0%</td> <td data-bbox="1145 909 1481 931">100.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	Written exam: test.	51.0%	100.0%
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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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