

Subject card

Subject name and code	Psychology of lying - lecture, PG_00131789						
Field of study	Criminology						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2027/2028		
Education level	Bachelor's studies		Subject group		Optional subject group		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	3		Language of instruction		Polish		
Semester of study	6		ECTS credits		1.0		
Learning profile	academic		Assessment form		credit		
Conducting unit	Faculty of Law and Administration -> Rector						
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		10.0	25
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		
	[KRYML3_KK01] Is aware of the level of his knowledge and skills, and understands the need for lifelong learning and the need to expand professional competence and qualifications, as well as to improve skills		Be able to use basic theoretical knowledge of criminology and related disciplines to analyse, interpret and solve problems related to criminology.		[SK4] test/exam - oral or written		
	[KRYML3_WG07] Is aware with research methods and tools, including data and information acquisition techniques, appropriate for this area of knowledge		Knows the basic terminology and basic concepts of law, criminology and related sciences.		[SW4] test/exam - oral or written		
	[KRYML3_WG02] To an advanced degree, he knows the terminology and key concepts of law, criminology and related sciences, including law, psychology and sociology, to the extent related to the studied major		Has an elementary knowledge of the nature of the legal and related crime sciences, their place in the system of sciences and their interrelationships.		[SW4] test/exam - oral or written		

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

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