

Subject card

Subject name and code	Psychology in Economics, PG_00170170						
Field of study	International Economic Relations						
Date of commencement of studies	October 2025		Academic year of realisation of subject			2025/2026	
Education level	Master's studies		Subject group			Obligatory subject group in the field of study	
Mode of study	full-time studies		Mode of delivery			at the university	
Year of study	1		Language of instruction			Polish	
Semester of study	2		ECTS credits			1.0	
Learning profile	academic		Assessment form			credit	
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Agata Olechnowicz-Szewczyk				
	Teachers		dr Agata Olechnowicz-Szewczyk				
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		10.0		0.0	25
Subject objectives	The fundamental aim of the course is to acquire knowledge of the psychological basis of economic decision-making by individuals and groups						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGMU2_U16] independently plans and implements lifelong learning; complements and improves the acquired knowledge and skills; is open to new ideas and techniques; can inspire and organise the learning process for others	The student understands the concept of lifelong learning, is able to identify strategies for planning personal and professional development, knows methods for improving skills and competencies, and is familiar with techniques that support both individual and group learning. The student can recognize key factors that facilitate learning and describe principles of effective teaching and inspiration in educational contexts.	[SU4] test/exam - oral or written
	[MSGMU2_U08] can communicate in an international and culturally diverse environment, using advanced terminology of international economic relations; supports his/her position, doubts and suggestions with argumentation based on selected theories, opinions of various authors and/or statistical data	The student has the ability to present his/her own position, to argue supported by his/her own experience/self-knowledge, selected theories and views of different authors.	[SU4] test/exam - oral or written
	[MSGMU2_W04] has an in-depth knowledge of different types and elements of economic structures and institutions, including institutions, organisations and economic entities; understands the causes, course, scale and consequences of changes occurring in them, as well as relations between them on a national, international and intercultural scale; knows the theories explaining relations among them	How different organizational structures and organisational cultures affect communication, decision-making processes, and employees behaviour.	[SW4] test/exam - oral or written
	[MSGMU2_W07] has an in-depth knowledge of selected (legal, organisational, ethical) rules and norms conditioning the functioning of economic structures and institutions on the international market; understands the regularities governing them, changes occurring in them and their sources, and their impact on the functioning of economic entities	The student understands the norms of organisational behaviour and ethical norms that influence economic behaviour.	[SW4] test/exam - oral or written
	[MSGMU2_U01] can creatively interpret and explain complex and atypical economic phenomena and the relations occurring between them, using the acquired knowledge in economics, finance and international economic relations	Students will be able to recognise psychological regularities in financial decision-making on the basis of research findings or analysis of market data, and will undertake an analysis of the causes of these regularities using knowledge acquired to date in psychology, economics and international economic relations.	[SU4] test/exam - oral or written
	[MSGMU2_K06] is ready to independently identify, diagnose and responsibly resolve dilemmas and alternative solutions related to his/her profession and the development of professional achievements	The student understands that ethical principles apply in professional life and that other views and cultures should be respected.	[SK4] test/exam - oral or written
	[MSGMU2_W14] has an in-depth knowledge of the human being as an individual making economic decisions, acting in social structures and organisational units, in particular in enterprises operating on the international market	The student has knowledge of human beings and how individuals make decisions in the workplace and economic decisions. The student lists errors in the decision-making process, identifies the impact of emotions on behaviour and decisions.	[SW4] test/exam - oral or written

	<table><tr><th>Course outcome</th><th>Subject outcome</th><th>Method of verification</th></tr><tr><td>[MSGMU2_K07] is ready to observe and develop the principles of professional ethics and corporate social responsibility, takes into account changing social needs, respects the diversity of opinions and cultures, and is professional and loyal towards the employer</td><td>The student understands the principles of professional ethics and corporate social responsibility (CSR), recognizes their relevance in the context of changing societal needs, respects cultural and ideological diversity, and is aware of the importance of professionalism and loyalty in the workplace.</td><td>[SK4] test/exam - oral or written</td></tr></table>	Course outcome	Subject outcome	Method of verification	[MSGMU2_K07] is ready to observe and develop the principles of professional ethics and corporate social responsibility, takes into account changing social needs, respects the diversity of opinions and cultures, and is professional and loyal towards the employer	The student understands the principles of professional ethics and corporate social responsibility (CSR), recognizes their relevance in the context of changing societal needs, respects cultural and ideological diversity, and is aware of the importance of professionalism and loyalty in the workplace.	[SK4] test/exam - oral or written		
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Subject contents	1. Areas of application of psychology in economic science. Rationality and irrationality of economic behaviour.2. Economic socialisation: stages of the process. Consequences of unsuccessful economic socialisation.3. Characteristics of decision-making in organisations and by individuals. Decision-making styles, organisational barriers, group decisions. Errors committed in the decision-making process.4. Group functioning in organisations and teamwork: norms, social and organisational roles. Organisational justice. Pro-social, productive and counter-productive behaviour of employees. Examples of research.5. everyday economic behaviour: saving and insurance. Characteristics of decision-making processes. Examples of research. 6. Everyday economic behaviour: paying taxes. Examples of research. 7. Moral and social values in economic behaviour: altruistic behaviour, ethical choices. Issues that raise interpretative controversies will be additionally clarified during consultations. Consultations provide a space for in-depth analysis of the theories discussed during lectures.								
Prerequisites and co-requisites	Basic knowledge of the decisions of individuals and society.								
Assessment methods and criteria	<table><tr><th>Subject passing criteria</th><th>Passing threshold</th><th>Percentage of the final grade</th></tr><tr><td>Test (test questions and open questions)</td><td>51.0%</td><td>100.0%</td></tr></table>	Subject passing criteria	Passing threshold	Percentage of the final grade	Test (test questions and open questions)	51.0%	100.0%		
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Recommended reading	Basic literature	Zaleśkiewicz T., Psychologia ekonomiczna, PWN, Warszawa 2011.							
		Jachnis A., Psychologia organizacji, Centrum Doradztwa i Informacji Difin, Warszawa 2008.							
	Supplementary literature	Psychologiczne uwarunkowania zachowań ekonomicznych, red. M. Goszczyńska, M. Górnik-Durose, Difin, Warszawa 2010. Psychologia ekonomiczna, red. T. Tyszka, GWP, Gdańsk 2004. Opacka U., Poczucie niepewności w miejscu pracy - przyczyny i konsekwencje dla organizacji, [w:] Problemy regionalne i globalne we współczesnej gospodarce światowej, Tom 2, red. J. Rymarczyk, W. Michalczyk, Uniwersytet Ekonomiczny we Wrocławiu, Wrocław 2005. Mrzygłód U., Adamska-Mieruszevska J., Wykorzystanie finansowania społecznościowego w Polsce w latach 2011-2014, Zeszyty Naukowe Uniwersytetu Szczecińskiego. Finanse, Rynki Finansowe, Ubezpieczenia, 2014, nr 67, s. 761-774. Olechnowicz-Szewczyk A., Behawioralne uwarunkowania podejmowania decyzji o dobrowolnych oszczędnościach na cele emerytalne w Polsce, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2025.							
	eResources addresses								
Example issues/ example questions/ tasks being completed	Explain the importance of procedural justice for employee behaviour and job satisfaction.								
Work placement	Not applicable								

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