University of Gdańsk

Subject card

Subject name and code	Managerial Psychology, PG_00199357		
Field of study	Economics		
Date of commencement of studies	October 2026	Academic year of realisation of subject	2027/2028
Education level	Master's studies	Subject group	Obligatory subject group in the field of study Optional subject group Subject group related to scientific research in the field of study
Mode of study	full-time studies	Mode of delivery	at the university
Year of study	2	Language of instruction	Polish
Semester of study	4	ECTS credits	3.0
Learning profile	academic	Assessment form	credit
Conducting unit	Division of Electronic Economy -> Department of Maritime Transport and Seaborne Trade -> Faculty of Economics -> Rector		
Name and surname of lecturer (lecturers)	Subject supervisor	dr Anna Śliwa	
	Teachers		

Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	15.0	0.0	15.0	0.0	30
	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	30	0.0	45.0	75

Subject objectives	The aim of the course is to acquaint students with the principles and practices of psychology that are applicable to management and leadership in organizations, as well as to develop managerial skills.

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[EKONMU2_W03] has a knowledge of relations between economic phenomena, entities and organisations as well as public institutions functioning in the national, international and intercultural spheres	A student is able to analyze and interpret the relationships between phenomena, economic entities and organizations, and public institutions in national, international, and intercultural contexts, which enables them to effectively manage and solve managerial problems in various cultural environments.	[SW2] presentation/project/paper/ report
	[EKONMU2_W07] has an in-depth knowledge of economic and financial principles governing the functioning and management of economic entities and organisations, as well as of systems of legal, organisational, professional, moral and ethical norms and rules organising public structures and institutions, both in the national and international spheres	The student has knowledge of the economic and financial principles of the functioning and management of economic entities and organizations, which enables them to effectively identify and solve management-related problems and conduct activities in accordance with accepted standards and ethical values.	[SW2] presentation/project/paper/ report
	[EKONMU2_W08] has an in-depth knowledge of processes occurring in enterprises and economic organisations and with related areas, as well as of processes of change in public institutions; knows methods of research on the regularities governing these changes, taking into account the influence of external stakeholders on them	The student has knowledge of the psychological aspects of processes occurring in enterprises and economic organizations. They understand the psychological mechanisms underlying changes in public institutions.	[SW2] presentation/project/paper/ report
	[EKONMU2_U07] can independently propose solutions to complex economic or social problems, select methods of analysis and conduct conclusive procedures in this respect	Using knowledge from managerial psychology, the student is able to propose solutions to complex economic and social problems.	[SU2] presentation/project/paper/ report
	[EKONMU2_U02] can use acquired knowledge to describe and analyse the causes and course of economic and social processes and phenomena, and can formulate his/her own opinions and critically select data and analysis methods based on the achievements of economic and social sciences	The student is able to use knowledge from managerial psychology to describe and analyze the causes and course of economic and social processes and phenomena.	[SU2] presentation/project/paper/ report
	[EKONMU2_U01] can creatively interpret and explain economic and social phenomena and relations between them, using acquired knowledge of economics, finance and management sciences	Using knowledge from managerial psychology, the student is able to interpret and explain economic and social phenomena and the relationships between them in the context of economics, finance, and management sciences.	[SU2] presentation/project/paper/ report
	[EKONMU2_K03] inspires and organises preparation of economic and social projects, following the idea of sustainable development, reconciling legal, economic, ecological, political and social requirements	The student is able to apply knowledge from managerial psychology to effectively manage teams and projects. They consider legal, economic, ecological, political, and social requirements in the management process and strive for the sustainable development of the organization.	[SK2] presentation/project/paper/ report
	[EKONMU2_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions; undertakes challenges of creative thinking; acquires resilience to failures; can assess risks and threats and find ways of counteracting their effects	The student is capable of thinking and acting entrepreneurially, adapting to new management situations and conditions. They utilize knowledge from the field of psychology in the context of team and organizational management. The student can assess risks and threats associated with managerial decisions.	[SK2] presentation/project/paper/ report
	[EKONMU2_K05] correctly identifies, diagnoses and solves advanced dilemmas and alternative solutions related to the profession	A student, based on their knowledge of managerial psychology, correctly identifies and solves profession-related problems.	[SK2] presentation/project/paper/ report

<table>
<tr><td>Subject contents</td><td>1. Introduction to managerial psychology
2. Interpersonal communication
3. Motivation theories
4. Emotions and stress management
5. Team management
6. Organizational culture
7. Conflicts in organizations
8. Ethics in management
9. Professional development
10. Development and presentation of a project focused on the analysis of a selected issue in managerial psychology, applying the theories ana analytical tools introduced during the course. Course summary and assessment.

Consultations held during the semester allow students to discuss topics covered during class exercises, analyze managerial practice examples, and consult both the content and form of the final presentation required for course completion.</td></tr>
<tr><td>Prerequisites and co-requisites</td><td>Knowledge of the fundamentals of management and economics.</td></tr>
<tr><td>Assessment methods and criteria</td><td><table><tr><th>Subject passing criteria</th><th>Passing threshold</th><th>Percentage of the final grade</th></tr><tr><td>Presentation - project</td><td>51.0%</td><td>100.0%</td></tr></table></td></tr>
<tr><td>Recommended reading</td><td><table><tr><td>Basic literature</td><td>1. Witkowski T., Psychology of Management, Scientific Publishing PWN, 2020
2. Santorski J., Bacewicz W., Organizational Psychology, Scientific Publishing PWN, 2019.
3. Gut J., Haman W., Manager's Psychology: How to Manage Yourself and Your Team, Scientific Publishing PWN, 2018.
4. Czapiński J. (Ed.), Human Resource Management: Creating the Human Capital of the Organization, Scientific Publishing PWN, 2017.</td></tr><tr><td>Supplementary literature</td><td>1. Wojciszke B., Psychology of Work and Organization, Scientific Publishing PWN, 2015.
2. Eliasz A., Szymańska-Orlik M., Social Psychology in Management, Scientific Publishing PWN, 2015.
3. Zaleski Z., Kofta M. (Eds.), Psychology of Management, Scientific Publishing PWN, 2015.
4. Obłój K., Managing People in Organizations, Scientific Publishing PWN, 2015.</td></tr><tr><td>eResources addresses</td><td></td></tr></table></td></tr>
<tr><td>Example issues/ example questions/ tasks being completed</td><td>Interpersonal communication
Work motivation
Stress management</td></tr>
<tr><td>Work placement</td><td>Not applicable</td></tr>
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