University of Gdańsk

Subject card

Subject name and code	Psychology in Economics, PG_00199663		
Field of study	International Economic Relations		
Date of commencement of studies	October 2026	Academic year of realisation of subject	2026/2027
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	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	2.0	8.0	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_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
	[MSGMU2_W04] has in-depth knowledge of 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 a 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_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
	[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_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

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

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.

Consultations are intended to support the teaching and learning process by enabling students to discuss the content covered during classes, clarify issues requiring additional explanation, and deepen their knowledge and skills related to the subject matter of the course.

Prerequisites and co-requisites

Basic knowledge of the decisions of individuals and society.

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
Test (test questions and open questions)	51.0%	100.0%

Recommended reading

Basic literature

Zaleśkiewicz T., Psychologia ekonomiczna, PWN, Warszawa 2011.

Jachnis A., Psychologia organizacji, Centrum Doradztwa i Informacji Difin, Warszawa 2008.

Olechnowicz-Szewczyk A., Behawioralne uwarunkowania podejmowania decyzji o dobrowolnych oszczędnościach na cele emerytalne w Polsce, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2025

Babula E., i Mrzygłód U., Making choices in repetitive risky situations with immediate feedback, „Economics & Sociology", 2024, t.17, s. 37–53.

Olechnowicz-Szewczyk A., i Babula E., Is Knowledge Really Power and Ignorance Bliss? A Study of Financial and Pension Ignorance, „Journal of Banking and Financial Economics", 2025, s. 58–69.

	Supplementary literature	Asberger T., Bednarz J., i Czarnecka-Gallas M., Classical determinants versus new dynamics: explaining happiness in Germany's post-COVID era, „Przegląd Europejski", 2026 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.
	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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