University of Gdańsk

Subject card

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|---|---|---|---|
| Subject name and code | Social Psychology, PG_00199944 | | |
| Field of study | International Economic Relations | | |
| Date of commencement of studies | October 2026 | Academic year of realisation of subject | 2027/2028 |
| Education level | Bachelor's studies | Subject group | Obligatory subject group in the field of study<br>Optional subject group |
| Mode of study | part-time studies | Mode of delivery | at the university |
| Year of study | 2 | Language of instruction | Polish |
| Semester of study | 3 | ECTS credits | 2.0 |
| Learning profile | academic | Assessment form | exam |
| Conducting unit | Division of Global Economy -> Department of Maritime Transport and Seaborne Trade -> Faculty of Economics -> Rector | | |
| Name and surname of lecturer (lecturers) | Subject supervisor | dr Bożena Kłusek-Wojciszke | |
| | Teachers | | |

**Lesson types**

| Lesson type | Lecture | Tutorial | Laboratory | Project | Seminar | SUM |
|---|---|---|---|---|---|---|
| Number of study hours | 14.0 | 0.0 | 0.0 | 0.0 | 0.0 | 14 |

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 | 14 | 4.0 | 32.0 | 50 |

**Subject objectives**

The aim of the course is to familiarize students with issues from social psychology focusing on the issue of exerting social influence. In other words, allowing them to answer the question: how does what one person does, thinks and feels affect what another person does, thinks and feels?

**Learning outcomes**

| Course outcome | Subject outcome | Method of verification |
|---|---|---|
| [MSGL3_W01] has an advanced knowledge of economic sciences, in particular of economics and its place in the system of sciences, including within related disciplines | The student has knowledge of the connections between social psychology and economic sciences, particularly regarding the influence of psychological factors on economic phenomena and the place of psychology within the system of related scientific disciplines. | [SW4] test/exam - oral or written |
| [MSGL3_W06] has knowledge and understanding of relations between economic entities and public institutions functioning in the national, international and intercultural realms | The student knows and understands the psychological determinants of relationships between economic entities and public institutions in national, international, and intercultural contexts. | [SW4] test/exam - oral or written |
| [MSGL3_W09] has a knowledge about a human being as an individual making economic decisions, acting within social structures and organisational units (in particular enterprises) or conducting individual economic activity | The student understands the psychological mechanisms behind economic decision-making by individuals operating within social and organizational structures, including enterprises and individual business activities. | [SW4] test/exam - oral or written |

<table>
<tr><td>Subject contents</td><td>
1. Social psychology as a science. Definition and scope of social psychology; specificity of the field (individualism, methodological positivism, constant growth of scope); basic types of research methods; main rules and examples of applications.<br>
2. Mechanisms of social influence and main techniques of social manipulation. Engagement in action; the rule of reciprocity, the rule of unavailability, the rule of social proof of validity, the rule of authority; liking (maximizing one's own attractiveness).<br>
3. Stereotypes and prejudices. Origin of stereotypes and prejudices; theories of accentuation and social identity; influence on the perception of people; cognitive, emotional and social functions of stereotypes.<br>
4. Perception of people and their behaviour. Determinants of human interpretation and behaviour; basic idea of attribution theory; actor-observer difference and its explanations; implicit personality theories.<br>
5. Judging others. The role of descriptive information content (morality and justice); influence of schemas on evaluation.<br>
6. Interpersonal attractiveness. Theories of interpersonal attractiveness; determinants of attractiveness: appearance (innate and cultural determinants of physical attractiveness), advantages, similarity, favours, compliments, cooperation; mechanisms of the impact of attractiveness: the rule of association and the phenomenon of basking in someone else's glory.<br>
7. Prosocial behaviour. Main theories of prosociality: sociobiological concepts, decision-making model, arousal concepts; basic determinants of prosociality.<br>
8. Aggression theories - determinants and control. Theory of aggression as instincts and its limitations; frustration hypothesis - aggression its limitations and evolution; theory of social learning of aggression and modeling; empirical validity of aggression theory in the light of contemporary research; basic determinants of aggression.<br>
9. Social groups. Group structure; group goals and norms; group interactions and communication; task-oriented group functioning; groupthink syndrome.<br><br>
Any doubts arising during the implementation of the subject matter or interpretation issues will be resolved during consultations.
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<tr><td>Prerequisites and co-requisites</td><td></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>written exam</td><td>51.0%</td><td>100.0%</td></tr>
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<tr><td>Recommended reading</td><td>
<table>
<tr><td>Basic literature</td><td>1. Wojciszke B. Psychologia społeczna, Wydawnictwo Naukowe Scholar, Warszawa 2011.<br>2. Doliński D, Grzyb T. Sto technik wpływu społecznego, Smak Słowa, Sopot, 2022.<br>3. Cialdini, R. B. Wywieranie Wpływu na ludzi. Teoria i Praktyka, Gdańskie Wydawnictwo Psychologiczne, Gdańsk 2009.</td></tr>
<tr><td>Supplementary literature</td><td>1. Stephan, W. G. i Stephan C. W. (1999) Wywieranie Wpływu Przez Grupy. Psychologia Relacji. Gdańsk: Gdańskie Wydawnictwo Psychologiczne.<br>2. Zimbardo P.G, R. J. Gerring, Psychologia i życie, Wydawnictwo Naukowe PWN, Warszawa 2022.<br>3. Crips R.J, Turner R.N. Psychologia społeczna, Wydawnictwo Naukowe PWN, Warszawa 2023.</td></tr>
<tr><td>eResources addresses</td><td></td></tr>
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</td></tr>
<tr><td>Example issues/ example questions/ tasks being completed</td><td></td></tr>
<tr><td>Work placement</td><td>Not applicable</td></tr>
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