

Subject card

Subject name and code	Psychology workshop, PG_00202538						
Field of study	Economics, International Economic Relations, International Business, Logistics and Mobility						
Date of commencement of studies	October 2025		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		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	2		Language of instruction		English		
Semester of study	3		ECTS credits		5.0		
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 hab. Jacek Winiarski				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	0.0	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		95.0	125
Subject objectives	The aim of the Psychology Workshop lectures in the economics program is to develop knowledge of psychological mechanisms influencing economic decisions, consumer behavior, and organizational functioning, with a focus on applying this knowledge to analyze and solve economic problems.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSGSL3_W01] has an advanced knowledge of economic sciences, in particular of economics and its place in the system of sciences, including within related disciplines	Has advanced knowledge of psychology as a scientific discipline embedded within the broader system of social sciences, with particular emphasis on its place among related disciplines such as behavioural economics, neuroeconomics, economic sociology and management sciences; is able to apply this interdisciplinary knowledge to the in-depth analysis of the psychological foundations of economic phenomena addressed in the workshop.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[MSGSL3_W05] knows and understands the basic principles of establishing and developing various forms of entrepreneurship	Knows and understands the basic principles of creating and developing various forms of entrepreneurship in connection with the psychological mechanisms underlying entrepreneurial behaviour; understands how personality traits, creative thinking, tolerance of uncertainty and the ability to build interpersonal relationships influence the processes of establishing and developing enterprises in diverse social and economic contexts.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[MSGMU2_W05] has an in-depth knowledge of the world economy, principles of global market functioning and international financial relations as well as the process of their evolution; understands the causes, regularities and consequences of occurring changes	Has in-depth knowledge of the psychological determinants underlying the functioning of economies and markets, and understands the cognitive and emotional mechanisms at the root of economic decision-making by individuals and groups; understands the causes, regularities and consequences of changes in human behaviour driven by social, technological and economic transformations in the contemporary world.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[MSGMU2_W01] has an in-depth and structured knowledge of economic sciences, in particular economics, its place in the system of sciences, its relations with other sciences and fields of knowledge	Has in-depth and well-organised knowledge of psychology as a scientific discipline, understands its place within the system of social sciences and its relations with related fields such as behavioural economics, sociology, neurobiology and management sciences; is able to apply this interdisciplinary perspective to the analysis of economic and social phenomena addressed in the workshop.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[IBL3_W05] knows and understands basic principles of establishing and developing various forms of entrepreneurship	Knows and understands the basic principles of establishing and developing various forms of entrepreneurship in the context of the psychological determinants of entrepreneurial behaviour; understands the role of motivation, psychological resilience, risk propensity and social competencies in the process of creating and developing enterprises, and is able to apply psychological knowledge to the analysis of success and failure factors in business activity.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report

	Course outcome	Subject outcome	Method of verification
	[IBL3_W01] has knowledge of the discipline of economics and finance, involving critical understanding of theories of international business	Has knowledge of economics and finance enriched by a psychological understanding of decision-making processes in international business; encompasses a critical understanding of international business theory from the perspective of cross-cultural psychology, including the influence of cultural differences on negotiation, leadership, employee motivation and consumer behaviour in global markets.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[EKONL3_W05] has a knowledge of man as a subject who creates social structures and the principles of their functioning and of his action in these structures, knows well the motives of human economic decision-making	Has knowledge of the human being as an agent creating social structures and the principles governing their functioning, and of human action within those structures; has a thorough understanding of the motives behind human economic decision-making, and understands the role of cognitive processes, emotions, heuristics and cognitive biases in shaping economic behaviour, which constitutes the central subject of workshop discussions grounded in economic and behavioural psychology.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[MSG3_W03] has an advanced and structured knowledge of the world economy and international economic relations; understands the process of their evolution, including its causes and consequences	Has advanced and well-organised knowledge of the psychological determinants underlying the functioning of the world economy and international economic relations; understands the process of their evolution through the lens of changing social attitudes, values and behaviours, including the impact of global crises, cultural migrations and digital transformation on the collective psychology of international market participants.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[IBL3_W03] knows and understands selected research methods and tools, including IT tools and data acquisition techniques, which are applicable to international business issues	Knows and understands selected research methods and tools used in psychology, including IT tools and psychological data collection techniques such as experiments, observations, projective techniques, questionnaires and in-depth interviews; is able to apply them to diagnosing the attitudes, motivations and behaviours of market participants and to analysing the psychological determinants of economic decisions within the context of workshop activities.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[IBMU2_W05] knows and understands in depth the dilemmas of international business related to globalisation, integration, internationalization and sustainable development	Has in-depth knowledge and understanding of the psychological dimensions of the dilemmas facing contemporary international business in relation to globalisation, market integration, internationalisation and sustainable development; understands how these processes shape cultural identity, attitudes towards change, sense of uncertainty and prosumer behaviours, and is able to analyse the psychological barriers and motivators accompanying economic and social transformations on a global scale.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report

	Course outcome	Subject outcome	Method of verification
	[LMMU2_W05] has a fundamental knowledge of the human being as a manufacturer and consumer and extended knowledge of the human being as a creator of culture and social structures	Has fundamental knowledge of the human being as a producer and consumer, and understands the psychological mechanisms shaping economic activity on both sides of the market; is familiar with the role of the human being as a creator of culture and social structures, and understands how psychological processes - such as needs, values, social norms and mechanisms of group identification - underlie the creation and reproduction of cultural patterns and social institutions that are the subject of workshop analysis.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[EKONMU2_W05] has an extended knowledge of the human being as a manufacturer and consumer and extended knowledge of the human being as a creator of culture and social structures	Has extended knowledge of the human being as a producer and consumer, encompassing an advanced understanding of the psychological, social and cultural determinants of economic activity; possesses broadened knowledge of the human being as a creator of culture and social structures, and understands the complex relationships between psychological processes and the shaping of institutions, norms and cultural patterns, enabling multidimensional analysis of human behaviour in the workshop context.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[MSGMU2_W03] knows and understands types of economic ties and the regularities governing them; understands the conditions and principles of the functioning of the market and the market mechanism in the national, international and global aspect	Knows and understands the types of economic bonds and the psychological regularities governing their formation and maintenance; understands the conditions and principles underlying the functioning of the market and market mechanism at the national, international and global levels through the lens of economic psychology, with particular emphasis on the role of trust, reciprocity, social norms and emotions in regulating economic exchange and shaping the market behaviours of participants at various levels of aggregation.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[EKONMU2_W01] has an in-depth knowledge of the nature of social sciences and their place in the system of sciences; understands the differences between contemporary trends in economic thought; knows the claims of contemporary economic theories	Has in-depth knowledge of the nature of social sciences and the place of psychology within their system; understands the differences between contemporary currents of economic and psychological thought, including neoclassical, behavioural and evolutionary approaches, and is familiar with the propositions of modern economic and psychological theories explaining the mechanisms of decision-making, preference formation and risk assessment by individuals and groups under conditions of economic uncertainty.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report

	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	Has knowledge of the relationships between economic phenomena, entities and organisations as well as public institutions operating in national, international and cross-cultural spheres; understands the psychological mechanisms shaping these relationships, including processes of attribution, institutional trust, social conformity and the influence of power, and is able to analyse how the psychological conditions of individuals and groups translate into the functioning of economic and institutional structures in culturally diverse contexts.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[LMMU2_W01] has an in-depth knowledge of the nature of social sciences and their place in the system of sciences; understands the differences between contemporary trends in theory of logistics and mobility	Has in-depth knowledge of the nature of social sciences and the place of psychology within their system; understands the differences between contemporary currents of psychology - including cognitive, behavioural, evolutionary and social approaches - and is able to critically evaluate their usefulness in explaining economic, organisational and social phenomena addressed in the workshop.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[IBMU2_W01] has an in-depth knowledge of the discipline of economics and finance; understands the differences between contemporary trends in the theory of international business	Has in-depth knowledge of economics and finance enriched by a psychological perspective; understands the differences between contemporary currents of international business theory and is able to analyse them through the lens of decision psychology, behavioural economics and cross-cultural psychology, recognising how cognitive, emotional and cultural factors shape the strategies and behaviours of economic entities in global markets.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[IBMU2_W03] knows advanced terminology in the field of international business, international economics and financial relations and complementary disciplines	Knows the advanced terminology of social and economic psychology and complementary disciplines such as behavioural economics, organisational psychology and cross-cultural psychology; fluently uses this terminology in the analysis of the psychological determinants of economic and social phenomena in both domestic and international contexts, enabling the precise formulation of conclusions and recommendations within workshop activities.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[EKONL3_W01] has advanced knowledge of the nature of social sciences, their place in the system of sciences, knows the role of economic sciences in this system and uses universal economic terminology	Has advanced knowledge of the nature of social sciences and the place of psychology within their system; understands the role of economic sciences as the theoretical context for economic and social psychology, and fluently uses universal psychological and economic terminology, applying it precisely in the analysis of behavioural, cognitive and emotional phenomena underlying economic decisions and actions.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report

	Course outcome	Subject outcome	Method of verification
	[LMMU2_W03] has a knowledge of relations between economic entities and organisations functioning in the national, international and intercultural spheres; understands importance logistics and mobility for their operation	Has knowledge of the relationships between economic entities and organisations operating in national, international and cross-cultural spheres; understands the psychological foundations of these relationships, including mechanisms of trust, cooperation, negotiation and conflict resolution, and is able to analyse how cultural and social conditions influence organisational behaviour and economic decisions in diverse environments.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[EKONL3_W03] knows the relations between economic agents and social organisations operating in the national, international and intercultural arenas	Knows the relationships between individuals, social groups and organisations operating in culturally diverse national and international environments; understands the psychological mechanisms shaping these relationships, such as group dynamics, social influence, cultural stereotypes and prejudices, and is able to analyse their consequences for economic and social behaviour in a multicultural context.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
Subject contents	1. Introduction to Business Psychology. Key concepts, applications, and the importance of psychology in business environments. 2. Decision-Making Processes in Business. Psychological mechanisms influencing economic and organizational decisions. 3. Psychology of Teams and Leadership. Group dynamics, team roles, and effective leadership strategies. 4. Motivation in the Workplace. Motivation theories and their applications in managing teams. 5. Interpersonal Communication in Business. Building relationships, effective negotiations, and conflict resolution. 6. Stress Management and Psychological Resilience. Strategies for coping with stress and building resilience in the workplace. 7. Psychology of Innovation and Creativity. Factors fostering creativity and methods to support innovation. 8. Consumer Psychology. Analyzing consumer behavior and building customer relationships. 9. Ethics in Business Psychology. Ethical dilemmas in decision-making and fostering an ethical organizational culture. 10. Psychology of Conflict and Mediation. Identifying conflicts and effective strategies for resolution. 11. Role of Emotions in Business. The impact of emotions on decisions, relationships, and productivity. 12. Psychology of Change in Organizations. Employee reactions to change and managing transformation processes. 13. Psychology of Cultural Diversity. Challenges and benefits of working in international teams. 14. Psychology of Risk and Decision-Making under Uncertainty. How people assess risk and make decisions in complex situations. 15. Summary and Practical Applications. Workshop-based case studies in business psychology.		
Prerequisites and co-requisites	No		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Individual presentation in front of the group on the agreed topic	50.0%	80.0%
	Aktywny udział w debacie	0.0%	15.0%
	Egzamin	50.0%	5.0%
Recommended reading	Basic literature	Materska, M. (2001). <i>Wstęp do psychologii z elementami historii psychologii: Skrypt dla początkujących [Introduction to Psychology with Elements of the History of Psychology: Course Book for Beginners]</i>. Warszawa: Wydawnictwo Naukowe SCHOLAR. Gerrig, R. J., & Zimbardo, P. G. (2006). <i>Psychologia i życie [Psychology and Life]</i>. Warszawa: Wydawnictwo Naukowe PWN.	
	Supplementary literature	literature will be provided later	
	eResources addresses		

Example issues/ example questions/ tasks being completed	1. Explain how Daniel Goleman's theory of emotional intelligence can be applied to teamwork. Provide specific examples of tools or strategies a manager could use to enhance emotional intelligence among team members. 2. During a workshop with a project team, you notice that one participant consistently avoids active participation and criticizes others. What psychological techniques could you use to motivate this participant and improve the group's atmosphere? Justify your choices. 3. Analyze the following scenario: A sales team at company XYZ reports a decrease in motivation and an increase in interpersonal conflicts. As a workshop psychologist, you are asked to develop an action plan. What steps would you take to identify the root causes of the issues and propose effective solutions? Support your response with specific psychological theories.
Work placement	Not applicable

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