University of Gdańsk

Subject card

Subject name and code	Psychology of lies and manipulation - lecture, PG_00151215						
Field of study	Law						
Date of commencement of studies	October 2025		Academic year of realisation of subject	2025/2026			
Education level	uniform Master's studies		Subject group	Optional subject group			
Mode of study	part-time studies		Mode of delivery	at the university			
Year of study	1		Language of instruction	Polish			
Semester of study	2		ECTS credits	2.0			
Learning profile	academic		Assessment form	credit			
Conducting unit	Faculty of Law and Administration -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Andrzej Piotrowski				
	Teachers						
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		0.0	35.0	50	
Subject objectives	The purpose of the course is to familiarize students with techniques of social influence, methods of psychological influence and ways to recognize and counteract them.						

Learning outcomes

Course outcome	Subject outcome	Method of verification
[PRAWOJ5_WG01] has an in-depth and structured knowledge of the legal sciences and is familiar with the terminology and concepts of law and related fields	[KRYML3_UW01] Can observe and interpret social phenomena, analyses their connections with various areas of knowledge.	[SW4] test/exam - oral or written
PRAWOJ5_WG05	[KRYML3_KK01] Is aware of the level of their knowledge and skills, and understands the need for lifelong learning.	[SW4] test/exam - oral or written
[PRAWOJ5_UW01] has in-depth skills in observing and interpreting social phenomena, analysing their links with various areas of law and related sciences	After completing the course, students will be able to: - compare techniques and methods of social influence, - predict the consequences of the methods of manipulation used, - analyse the causes of compliance, - detect methods of influence, - assess the effectiveness of the techniques used.	[SU4] test/exam - oral or written
[PRAWOJ5_KR07] knows the importance of behaving in an ethical and professional manner, acts in accordance with ethical principles	After completing the course, students will be able to: - discuss methods of social influence, - ensure compliance with ethical principles, - demonstrate responsibility for educating others when they notice techniques and manipulation being used, - take action to counteract the use of manipulation, - perform educational functions in informing others about the dangers of becoming involved in manipulative influence.	[SK4] test/exam - oral or written

Subject contents

The psychology of lying.

Manipulation in marketing and advertising.

Manipulations in the media.

The use of art in propaganda.

Manipulations in negotiations.

Analysis of manipulative behavior - film.

Manipulations in sects.

Manipulation of social surveys.

Personality and manipulation.

Prerequisites and co-requisites

Assessment methods and criteria

Subject passing criteria	Passing threshold	Percentage of the final grade
Written exam: test.	51.0%	100.0%

Recommended reading	Basic literature	Cialdini, R. B. (2009). *Wywieranie wpływu na ludzi. teoria i praktyka*. Gdańskie Wydawnictwo Psychologiczne. Ekman, P. (2003). *Kłamstwo i jego wykrywanie w biznesie, polityce i małżeństwie*. Wydawnictwo Naukowe PWN. Doliński, D. (2003). *Psychologiczne mechanizmy reklamy.* Gdańskie Wydawnictwo Psychologiczne.
	Supplementary literature	Doliński, D. (2000). *Psychologia wpływu społecznego.* Wrocławska Drukarnia Naukowa PAN. Doliński, D., Grzyb, T. (2022). *Sto technik wpływu społecznego: kiedy i dlaczego wywieranie wpływu na innych jest skuteczne*. Smak Słowa. Pratkanis, A., Aronson, E. (2003). *Wiek propagandy. Używanie i nadużywanie perswazji na co dzień.* Wydawnictwo Naukowe PWN. Tokarz, M. (2006). *Argumentacja perswazja manipulacja.* Gdańskie Wydawnictwo Psychologiczne. Witkowski, T. (2000). *Psychomanipulacje. Jak je rozpoznawać i jak sobie z nimi radzić.* Oficyna wydawnicza UNUS.
	eResources addresses	
Example issues/ example questions/ tasks being completed	What is the deception of erroneous inference? What is an egotistical lie?	
Work placement	Not applicable	

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