

Subject card

Subject name and code	Psychology Workshop, PG_00152973						
Field of study	Economics, International Economic Relations, International Business						
Date of commencement of studies	October 2024		Academic year of realisation of subject		2025/2026		
Education level	Master's studies		Subject group		Optional subject group		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	2		Language of instruction		English 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		dr hab. Jacek Winiarski				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	0.0	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		0.0	30
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
	[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	The student has in-depth knowledge of psychology as a social science, understands its place in the system of social sciences and humanities, knows the connections between psychology and economics, understands the differences between contemporary trends in economic psychology, and knows the basic theorems of psychological theories used in the analysis of economic and social phenomena.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report
	[EKONMU2_W02] has an in-depth knowledge of various types of existing economic entities and organisations as well as an extended knowledge of public institutions	The student has in-depth knowledge of psychological aspects of functioning of various types of business entities and economic organizations (enterprises, corporations, cooperatives, non-profit organizations) and expanded knowledge of psychological mechanisms of public institutions' operations, including the impact of behavioral factors on decision-making processes in these organizations.	[SW4] test/exam - oral or written [SW3] text preparation/written work
	[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	The student has in-depth and organized knowledge in the field of psychology as a social science, particularly regarding its place in the system of sciences, its relationships with economic sciences, and the significance of psychological factors in the analysis of economic and social phenomena.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report
	[MSGMU2_W02] knows an advanced terminology in the field of international economics, international economic relations and complementary disciplines	The student knows and applies advanced terminology in the field of international economics, international economic relations and complementary disciplines, including economic psychology and social psychology.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report
	[IBL3_W01] has knowledge of the discipline of economics and finance, involving critical understanding of theories of international business	The student possesses knowledge in the field of economic psychology and cross-cultural psychology, including critical understanding of psychological aspects of international business theory, including behavioral factors influencing decision-making processes in economics and finance.	[SW2] presentation/project/paper/report
	[EKONL3_W02] has advanced knowledge of the different types of existing business entities and organisations and public institutions	The student has advanced knowledge of psychological aspects of various types of business entities, economic organizations, and public institutions, including their behavioral patterns, organizational culture, and human factors influencing their functioning.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report
	[IBL3_W02] knows and understands fundamental concepts and terminology of international business, international economic and financial relations and complementary disciplines	The student knows and understands basic concepts and terminology in the field of psychology, social and economic psychology, and related disciplines in the context of social and economic sciences.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report
	[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 advanced knowledge of psychology as a social science, understands its place in the system of sciences and its relationships with economic sciences and other related scientific disciplines, with particular emphasis on economic psychology and behavioral economics.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report

	Course outcome	Subject outcome	Method of verification
	[MSG3_W02] has an advanced knowledge and understanding of the terminology of international economic relations and complementary disciplines	The student knows and understands at an advanced level the terminology in the field of psychology as a social science and its applications in economic sciences and complementary disciplines.	[SW4] test/exam - oral or written [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	The student has advanced knowledge of psychology as a social science, knows its place in the system of social sciences and humanities, understands the role of psychology in economic sciences, and uses basic psychological terminology applied in the economic and social context.	[SW4] test/exam - oral or written [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	Prerequisites: • Completion of courses in social science foundations or introduction to economics • Basic knowledge of social science terminology • Ability to read and comprehend academic texts in Polish Additional requirements: • English language proficiency enabling use of specialized literature (recommended) • Basic knowledge of statistics (helpful for interpreting psychological research)		
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%
	Egzamin	50.0%	5.0%
	Aktywny udział w debacie	0.0%	15.0%
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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