

Subject card

Subject name and code	Psychological Aspects of Financial Decisions, PG_00177660						
Field of study	Finance and Accounting						
Date of commencement of studies	October 2025		Academic year of realisation of subject		2025/2026		
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		5.0		
Learning profile	academic		Assessment form		credit		
Conducting unit	Department of Corporate Finance -> Faculty of Management -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Kamila Stańczak				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	30.0	0.0	0.0	0.0	60
	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	60		4.0		61.0	125
Subject objectives	The aim of the course is to support students in developing key skills supporting the financial decision-making process, taking into account knowledge of the psychological mechanisms of human functioning and soft skills necessary for personal and leadership effectiveness. Through practical activities and reflection, students will improve their skills in financial decision-making, interpersonal communication, public speaking, dealing with difficult situations in the workplace and effective teamwork and leadership.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[FiRMU2_K01] The student is prepared to acquire and enhance their knowledge necessary to address both cognitive and practical problems, particularly in the fields of management, quality sciences, economics, and finance. They are also equipped to critically evaluate the information received and seek guidance from experts in finance and accounting when facing challenges in problem-solving independently.	The student recognizes and indicates the need to acquire and deepen knowledge to solve financial problems, analyzes the knowledge possessed and the content received, taking into account the knowledge of the psychological mechanisms of human functioning and the role of soft skills.	[SK5] implementation of a problem task
	[FiRMU2_U06] Students are equipped to apply their comprehensive knowledge of management, quality sciences, economics, and finance to address dilemmas and develop effective solutions— including innovative approaches— to complex or unusual problems encountered in the fields of finance and accounting.	The student analyses, selects and applies structured detailed knowledge in the field of knowledge of the psychological mechanisms of human functioning and soft skills for the purpose of resolving dilemmas and developing solutions (including innovative ones) for complex or unusual problems arising in professional work in the area of financial decisions.	[SU5] implementation of a problem task
	[FiRMU2_W08] The student possesses a comprehensive understanding of the intricate relationship between accounting and finance within a dynamically changing business environment, as well as the contemporary challenges and dilemmas that arise in this context.	The student recognizes and indicates the complexity of the connections between the financial aspects of business activity in a dynamically changing environment with the psychological mechanisms of human functioning and the role of soft skills in making financial decisions.	[SW4] test/exam - oral or written
	[FiRMU2_W04] The student possesses a comprehensive understanding of the complex role and place of humans within financial structures, as well as their behavior in organizations at individual, group, and institutional levels.	The student recognizes and describes in-depth the complex nature of the financial decision-making process and the factors that shape it. Indicates the importance of knowledge of the psychological mechanisms of human functioning and the role of soft skills in this financial decision-making process at the individual, group and institutional level.	[SW4] test/exam - oral or written
	[FiRMU2_W06] The student possesses a comprehensive understanding of the objectives, essence, nature, and interrelationships of financial processes. They are knowledgeable about how these processes are recorded and the principles of rational decision-making, particularly in terms of strategic decisions and the implementation of changes in this area.	The student recognizes, describes and compares the goals, essence, nature and interrelationships of factors that determine financial decision-making. Indicates the importance of taking into account knowledge of the psychological mechanisms of human functioning and the role of soft skills in financial decision-making, with particular emphasis on decisions of a strategic nature.	[SW4] test/exam - oral or written
	[FiRMU2_U02] The student is able to propose or design suitable solutions, including innovative ones, to complex problems in finance and accounting.	The student identifies, analyses and selects adequate solutions (including innovative ones) to complex problems related to financial decisions, using knowledge of the psychological mechanisms of human functioning and the role of soft skills in making these decisions.	[SU5] implementation of a problem task
	[FiRMU2_U11] The student can collaborate effectively in teams and assume leadership roles.	The student cooperates in teams and also directs their work or takes a leading role in them, using knowledge of the psychological mechanisms of human functioning and soft skills.	[SU5] implementation of a problem task

Subject contents	1. Classical Finance Theory 1.1 Rational Expectations Hypothesis 1.2 Neumann-Morgenstern Utility Theory 1.3 Axiomatization of Preferences 2. Behavioral Finance Theory 2.1 Kahneman and Tversky's Prospect Theory 2.2 Predisposition Effect 3. Psychological Conditioning of Perception of Reality and Financial Decision-Making (Beliefs, Preferences, Emotional States) 4. Cognitive Distortions in Financial Decisions 5. Psychological Mechanisms in the Work of Financial Analysts and Controllers 6. Psychological Problems of Professional Life 6.1 Stress at Work 6.2 Burnout 7. Interpersonal and Organizational Communication 8. Team Building 9. Public Speaking Skills 10. Negotiations Strategies and Skills 11. Conflict Management Sources, Types, and Stages 12. Working in Multicultural Teams 13. Improving Personal Effectiveness Through Daily Habits		
Prerequisites and co-requisites	Basic knowledge of financial management and operation of enterprises.		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Case study	51.0%	25.0%
	Essay	51.0%	25.0%
	Written test	51.0%	50.0%

Recommended reading	Basic literature	• T. Tyszka (red.), Psychologia ekonomiczna, Gdańskie Wydawnictwo Psychologiczne, Gdańsk 2004 • M. Nowak, Psychologiczne aspekty controllingu, Wydawnictwo Nieoczywiste, Piaseczno 2017 • G. Wąsowicz-Kiryło, Psychologia finansowa, Difin, Warszawa 2011 • A. Szyszka, Finanse behawioralne, Wydawnictwo UE w Poznaniu, Poznań 2009 • P. Zielonka, Behawioralne aspekty inwestowania na rynku papierów wartościowych, CeDeWu, Warszawa 2008 • S. Białas, Zarządzanie zasobami ludzkimi w otoczeniu międzynarodowym, Wydawnictwo Naukowe PWN, Warszawa 2013 • M. Stączek, Prezentacja publiczna: mów komunikatywnie, oryginalnie, przekonująco! (Wyd. 5, popr). Warszawa: EdisonTeam.pl, 2016 • S. Covey, 7 nawyków skutecznego działania, Wydawnictwo Rebis, Warszawa 2022 • P. Lencioni, Pięć dysfunkcji pracy zespołowej, MT Biznes, Warszawa 2019 • R. Rutka, P. Wróbel (red.), Organizacja zachowań zespołowych, PWE, Warszawa 2012
	Supplementary literature	• M. Czerwonka, C. Hamilton, Skuteczna komunikacja w biznesie, PWN, Warszawa, 2011 • M. Czerwonka, B. Gorlewski, Finanse behawioralne, Szkoła Główna Handlowa w Warszawie, Warszawa 2008 • J.R. Nofsinger, Psychologia inwestowania, Wyd. Helion, Gliwice 2011
	eResources addresses	
Example issues/ example questions/ tasks being completed		
Work placement	Not applicable	

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