

## Subject card

|                                             |                                                                                                                                                                                                                                                                                                    |                                                          |                                                                                                                                                                                                                                                                                                                                         |                                     |                                                                              |            |     |
|---------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|------------------------------------------------------------------------------|------------|-----|
| Subject name and code                       | Psychology Workshop, PG_00152973                                                                                                                                                                                                                                                                   |                                                          |                                                                                                                                                                                                                                                                                                                                         |                                     |                                                                              |            |     |
| Field of study                              | Logistics and Mobility                                                                                                                                                                                                                                                                             |                                                          |                                                                                                                                                                                                                                                                                                                                         |                                     |                                                                              |            |     |
| Date of commencement of studies             | October 2024                                                                                                                                                                                                                                                                                       |                                                          | Academic year of realisation of subject                                                                                                                                                                                                                                                                                                 |                                     | 2025/2026                                                                    |            |     |
| Education level                             | Master's studies                                                                                                                                                                                                                                                                                   |                                                          | 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                                                                                                                                                                                                                                                                                           |                                                          | 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 <b>Psychology Workshop</b> 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                                                       |            |     |
|                                             | [LMMU2_W02] has an in-depth knowledge of various types of economic entities and organisations, which require logistics support or provide logistics services as well as an extended knowledge of public institutions                                                                               |                                                          | The student has an in-depth knowledge of the structure and functioning of various economic operators and organisations requiring logistical support, logistic service providers and public institutions involved in logistical processes                                                                                                |                                     | [SW4] test/exam - oral or written<br>[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                                                                                      |                                                          | The student has in-depth knowledge of psychology as a social science, understands its place within the system of sciences, and can explain the psychological determinants underlying different theoretical approaches to logistics and mobility, with particular emphasis on human behavior in transportation systems and supply chains |                                     | [SW4] test/exam - oral or written<br>[SW2] presentation/project/paper/report |            |     |

| Subject contents                                                  | <div>1. Introduction to Business Psychology. Key concepts, applications, and the importance of psychology in business environments.</div> <div>2. Decision-Making Processes in Business. Psychological mechanisms influencing economic and organizational decisions.</div> <div>3. Psychology of Teams and Leadership. Group dynamics, team roles, and effective leadership strategies.</div> <div>4. Motivation in the Workplace. Motivation theories and their applications in managing teams.</div> <div>5. Interpersonal Communication in Business. Building relationships, effective negotiations, and conflict resolution.</div> <div>6. Stress Management and Psychological Resilience. Strategies for coping with stress and building resilience in the workplace.</div> <div>7. Psychology of Innovation and Creativity. Factors fostering creativity and methods to support innovation.</div> <div>8. Consumer Psychology. Analyzing consumer behavior and building customer relationships.</div> <div>9. Ethics in Business Psychology. Ethical dilemmas in decision-making and fostering an ethical organizational culture.</div> <div>10. Psychology of Conflict and Mediation. Identifying conflicts and effective strategies for resolution.</div> <div>11. Role of Emotions in Business. The impact of emotions on decisions, relationships, and productivity.</div> <div>12. Psychology of Change in Organizations. Employee reactions to change and managing transformation processes.</div> <div>13. Psychology of Cultural Diversity. Challenges and benefits of working in international teams.</div> <div>14. Psychology of Risk and Decision-Making under Uncertainty. How people assess risk and make decisions in complex situations.</div> <div>15. Summary and Practical Applications. Workshop-based case studies in business psychology.</div> |                               |                                                                                                                                                                                                                                                                                                                                                                                                                                |                               |                                   |                      |      |                          |       |       |                                                                   |       |       |  |  |
|-------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|-----------------------------------|----------------------|------|--------------------------|-------|-------|-------------------------------------------------------------------|-------|-------|--|--|
| Prerequisites and co-requisites                                   | <div>Prerequisites:</div> <div><div>• Completion of courses in social science foundations or introduction to economics</div><div>• Basic knowledge of social science terminology</div><div>• Ability to read and comprehend academic texts in Polish</div></div> <div>Additional requirements:</div> <div><div>• English language proficiency enabling use of specialized literature (recommended)</div><div>• Basic knowledge of statistics (helpful for interpreting psychological research)</div></div>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                               |                                                                                                                                                                                                                                                                                                                                                                                                                                |                               |                                   |                      |      |                          |       |       |                                                                   |       |       |  |  |
| Assessment methods and criteria                                   | <table><tr><th>Subject passing criteria</th><th>Passing threshold</th><th>Percentage of the final grade</th></tr><tr><td>Egzaminin</td><td>51.0%</td><td>5.0%</td></tr><tr><td>Aktywny udział w debacie</td><td>51.0%</td><td>15.0%</td></tr><tr><td>Individual presentation in front of the group on the agreed topic</td><td>51.0%</td><td>80.0%</td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Subject passing criteria      | Passing threshold                                                                                                                                                                                                                                                                                                                                                                                                              | Percentage of the final grade | Egzaminin                         | 51.0%                | 5.0% | Aktywny udział w debacie | 51.0% | 15.0% | Individual presentation in front of the group on the agreed topic | 51.0% | 80.0% |  |  |
| Subject passing criteria                                          | Passing threshold                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Percentage of the final grade |                                                                                                                                                                                                                                                                                                                                                                                                                                |                               |                                   |                      |      |                          |       |       |                                                                   |       |       |  |  |
| Egzaminin                                                         | 51.0%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 5.0%                          |                                                                                                                                                                                                                                                                                                                                                                                                                                |                               |                                   |                      |      |                          |       |       |                                                                   |       |       |  |  |
| Aktywny udział w debacie                                          | 51.0%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 15.0%                         |                                                                                                                                                                                                                                                                                                                                                                                                                                |                               |                                   |                      |      |                          |       |       |                                                                   |       |       |  |  |
| Individual presentation in front of the group on the agreed topic | 51.0%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 80.0%                         |                                                                                                                                                                                                                                                                                                                                                                                                                                |                               |                                   |                      |      |                          |       |       |                                                                   |       |       |  |  |
| Recommended reading                                               | <table><tr><td>Basic literature</td><td><div><div>• 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.</div><div>• Gerrig, R. J., &amp; Zimbardo, P. G. (2006). <i>Psychologia i życie [Psychology and Life]</i>. Warszawa: Wydawnictwo Naukowe PWN.</div></div></td></tr><tr><td>Supplementary literature</td><td>literature will be provided later</td></tr><tr><td>eResources addresses</td><td></td></tr></table>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Basic literature              | <div><div>• 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.</div><div>• Gerrig, R. J., &amp; Zimbardo, P. G. (2006). <i>Psychologia i życie [Psychology and Life]</i>. Warszawa: Wydawnictwo Naukowe PWN.</div></div> | Supplementary literature      | literature will be provided later | eResources addresses |      |                          |       |       |                                                                   |       |       |  |  |
| Basic literature                                                  | <div><div>• 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.</div><div>• Gerrig, R. J., &amp; Zimbardo, P. G. (2006). <i>Psychologia i życie [Psychology and Life]</i>. Warszawa: Wydawnictwo Naukowe PWN.</div></div>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                               |                                                                                                                                                                                                                                                                                                                                                                                                                                |                               |                                   |                      |      |                          |       |       |                                                                   |       |       |  |  |
| Supplementary literature                                          | literature will be provided later                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                               |                                                                                                                                                                                                                                                                                                                                                                                                                                |                               |                                   |                      |      |                          |       |       |                                                                   |       |       |  |  |
| eResources addresses                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                               |                                                                                                                                                                                                                                                                                                                                                                                                                                |                               |                                   |                      |      |                          |       |       |                                                                   |       |       |  |  |
| Example issues/<br>example questions/<br>tasks being completed    | <div>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.</div> <div>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.</div> <div>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.</div>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                               |                                                                                                                                                                                                                                                                                                                                                                                                                                |                               |                                   |                      |      |                          |       |       |                                                                   |       |       |  |  |
| Work placement                                                    | Not applicable                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                               |                                                                                                                                                                                                                                                                                                                                                                                                                                |                               |                                   |                      |      |                          |       |       |                                                                   |       |       |  |  |

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