

Subject card

Subject name and code	Psychology Workshop, PG_00152973						
Field of study	International Business						
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 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		
	[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		The student has in-depth knowledge of psychological foundations of contemporary economic and financial systems and understands psychological determinants of differences between contemporary streams of international business theory, including the impact of cultural, cognitive and behavioral factors on strategies and decision-making processes in the global economy		[SW4] test/exam - oral or written [SW2] presentation/project/paper/ report		
	[IBMU2_W02] knows and understands methods and tools for describing economic phenomena, including data acquisition techniques, which make it possible to describe and analyse business entities functioning on the international market as well as processes and phenomena occurring in them and between them		The student knows and understands psychological methods and tools for describing and analyzing economic phenomena, including data collection techniques related to psychological factors (motivation, attitudes, decision-making processes), which enable the description and analysis of psychological determinants of economic entities functioning in the international market as well as behavioral processes occurring within these entities and in relationships between them.		[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	No														
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>Egzamnin</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	Egzamnin	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%
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Recommended reading	<table><tr><td rowspan="2">Basic literature</td><td colspan="2">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.</td></tr><tr><td colspan="2">Gerrig, R. J., & Zimbardo, P. G. (2006). <i>Psychologia i życie [Psychology and Life]</i>. Warszawa: Wydawnictwo Naukowe PWN.</td></tr><tr><td>Supplementary literature</td><td colspan="2">literature will be provided later</td></tr><tr><td>eResources addresses</td><td colspan="2"></td></tr></table>			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			
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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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