

Subject card

Subject name and code	Psychology of lies and manipulation - lecture, PG_00151215						
Field of study	Law						
Date of commencement of studies	October 2026		Academic year of realisation of subject		2026/2027		
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_W01] 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] Is able to observe and interpret social phenomena, and analyse their links with various fields of knowledge. [KRYML3_KK01] Is aware of their level of knowledge and skills, and understands the need for lifelong learning.	[SW4] test/exam - oral or written
	[PRAWOJ5_U01] is able to prepare oral presentations and written work in Polish and a foreign language in the field of law and related disciplines	Upon completion of the module, students will be able to: - discuss methods of social influence, - ensure compliance with ethical principles, - demonstrate responsibility for educating those around them when they notice manipulative techniques being used, - take action to counteract the use of manipulation, - fulfil an educational role in informing those around them about the risks arising from becoming involved in manipulative influence.	[SU4] test/exam - oral or written
	[PRAWOJ5_K07] behaves in an ethical and professional manner, acting in accordance with ethical principles	Upon completion of the module, students will be able to: - compare techniques and methods of social influence, - anticipate the consequences of the manipulation methods used, - analyse the causes of compliance, - identify methods of influence, - assess the effectiveness of the techniques used.	[SK4] test/exam - oral or written
	[PRAWOJ5_W05] identifies in depth the various forms of social life, including the rights and duties of individuals in different contexts, with particular reference to the phenomena of violation of the law and their consequences	Upon completion of the module, students will be able to: - list methods of social influence and manipulation, - describe how sequential techniques work, - explain the principles of susceptibility to social influence, - illustrate basic techniques of social influence using examples	[SW4] 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	No		

Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	test	51.0%	100.0%
Recommended reading	Basic literature	Cialdini, R. B. (2009). <i>Wywieranie wpływu na ludzi. teoria i praktyka</i>. Gdańskie Wydawnictwo Psychologiczne. Ekman, P. (2003). <i>Kłamstwo i jego wykrywanie w biznesie, polityce i małżeństwie</i>. Wydawnictwo Naukowe PWN. Doliński, D. (2003). <i>Psychologiczne mechanizmy reklamy</i>. Gdańskie Wydawnictwo Psychologiczne.	
	Supplementary literature	Doliński, D. (2000). <i>Psychologia wpływu społecznego</i>. Wrocławskie Wydawnictwo Naukowe PAN. Doliński, D., Grzyb, T. (2022). <i>Sto technik wpływu społecznego: kiedy i dlaczego wywieranie wpływu na innych jest skuteczne</i>. Smak Słowa. Pratkanis, A., Aronson, E. (2003). <i>Wiek propagandy. Używanie i nadużywanie perswazji na co dzień</i>. Wydawnictwo Naukowe PWN. Tokarz, M. (2006). <i>Argumentacja perswazja manipulacja</i>. Gdańskie Wydawnictwo Psychologiczne. Witkowski, T. (2000). <i>Psychomanipulacje. Jak je rozpoznawać i jak sobie z nimi radzić</i>. 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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