

SYLLABUS OF THE COURSE		
1.	NAME OF THE COURSE <b>Psychology of Business and Management</b>	
2.	FIELD OF SCIENCE <b>POLITICAL SCIENCE AND ADMINISTRATION</b>	
3.	LANGUAGE OF TUITION <b>ENGLISH</b>	
4.	UNIT OFFERING THE COURSE <b>THE CHAIR OF EUROPEAN STUDIES</b>	
5.	CODE OF THE COURSE <b>26-ES-S2-E4-PBM</b>	
6.	TYPE OF THE COURSE <b>OBLIGATORY</b>	
7.	FIELD OF STUDIES (SPECIALISATION) <b>European Studies, (Regional Policy)</b>	
8.	TYPE OF STUDIES <b>MASTER</b>	
9.	YEAR OF STUDIES <b>2<sup>nd</sup></b>	
10.	SEMESTER <b>summer 2021/2022</b>	
11.	MODE OF STUDIES <b>discussion session, 30 hours</b>	
12.	PRELIMINARY REQUIREMENTS: <b>- basics of economics</b> <b>- basics of management</b>	
13.	AIMS OF THE COURSE: <ul style="list-style-type: none"> <li>- Discussion of significance of psychology in business and management</li> <li>- Presentation and practical exercises on various aspects of human resources management</li> <li>- Exploration and practice of interpersonal skills necessary in business and management</li> <li>- Teamwork and discussion exercises</li> </ul>	
14.	COURSE CONTENT: 1. Management – basic terms and components 2. Organisational culture 3. HRM – job design 4. HRM – motivation and performance appraisal 5. HRM – team building 6. HRM – training and staff development 7. Leadership and leadership styles 8. Communication and communication management 9. Decision making 10. Conflict management	

	11. Introduction to negotiations 12. Negotiations 13. Stress in workplace environment 14. Resisting and embracing change 15. Corporate social responsibility	
15.	Assumed learning outcomes:	Symbols of matching programme learning outcomes:
	<p><u>Knowledge:</u></p> <ul style="list-style-type: none"> <li>the student knows basic concepts necessary for understanding and applying interpersonal skills in management</li> <li>the student understands factors, as well as social and psychological considerations that affect management and business relations</li> </ul> <p><u>Skills:</u></p> <ul style="list-style-type: none"> <li>the student can analyse various situations related to management and business, as well develop and suggest solutions</li> <li>the student can select the right styles and forms of behaviour</li> <li>the student can react properly in interaction with others, taking into account the business context</li> </ul> <p><u>Social competences:</u></p> <ul style="list-style-type: none"> <li>the student can cooperate in teams and taking leading positions</li> <li>the student can present and argue their opinions and stances in an assertive way</li> </ul>	<ul style="list-style-type: none"> <li>K_W05</li> <li>K_W05, K_W12</li> <li>K_U04</li> <li>K_U08, K_U11</li> <li>K_U08, K_U11</li> <li>K_K03, K_K04</li> <li>K_K06</li> </ul>
16.	<b>LITERATURE (basic and supplementary)</b> <ol style="list-style-type: none"> <li>Boddy D., <i>Management. An Introduction</i>, Pearson Education Limited 2002</li> <li>Levi D., Askay A. A., <i>Group Dynamics for Teams</i>, Sage 2020</li> <li>Lewicki R. J., Barry B., Saunders D. M., <i>Essentials of Negotiation</i>, McGraw Hill Education 2016</li> <li>Madalina O., <i>Conflict Management, a new challenge</i>, "Procedia Economics and Finance" 39 (2016)</li> <li>McKenna E., <i>Business Psychology and Organisational Behaviour</i>, New York 2001</li> <li>Parkinson M., <i>Using Psychology in Business</i>, Aldershot 1999</li> </ol>	
17.	Methods of evaluation:	
	<ul style="list-style-type: none"> <li>required attendance (at least 26 out of 30 hours)</li> <li>participation (graded at the end of each session) – 30%</li> <li>team tasks performed during the classwork (obligatory grade for four out of five tasks) – 40%</li> <li>final paper – 30%</li> </ul>	

18.	Form and conditions of completion:	
	STUDENT WORKLOAD	
	FORM	NUMBER OF HOURS
	CLASSES WITH ACADEMIC TEACHER (teaching hours):	
	- discussion sessions	30
	INDIVIDUAL	
	- required readings	30
	- preparation for tasks	25
	- development and writing of the final thesis	40
	TOTAL HOURS (1 ECTS = 25-30h)	125
	CREDITS	5