



INTERPERSONAL PSYCHOLOGY

Course code	<i>HUM101</i>
Course title	<i>Interpersonal psychology</i>
Type of course	<i>Elective</i>
Year of study	1st or 2nd
Semester	<i>Spring</i>
ECTS	<i>6 credits: 48 class work hours, 112 individual work hours</i>
Coordinating teacher	<i>Phd Cand. Rytis Komičius</i>
Study form	<i>Full-time classes</i>
Course prerequisites	<i>None</i>
Language of instruction	<i>English</i>

THE AIM OF THE COURSE:

This university-level course delves into the multifaceted realm of general psychology, with a distinctive emphasis on interpersonal communication. Drawing from an interdisciplinary framework, students will explore the intricacies of human behavior through the lenses of research methodology, biological processes, cognitive mechanisms, and social dynamics. The course is designed to provide a comprehensive understanding of the factors that shape individual and collective behavior, with a particular focus on communication and interpersonal relationships.

MAPPING OF COURSE LEVEL LEARNING OUTCOMES (OBJECTIVES) WITH DEGREE LEVEL LEARNING OBJECTIVES (See Annex), ASSESMENT AND TEACHING METHODS

Course level learning outcomes (objectives)	Degree level learning objectives (Number of LO)	Assessment methods	Teaching methods
CLO1. To identify, define, and illustrate interpersonal psychological concepts, theories and research	BLO1.1.	Lectures, group work, independent studies	Midterm, group assignments, examination
CLO2. To evaluate and explain how concepts relate to application in the processes of interpersonal interaction, give examples.	BLO1.2.	Lectures, group work, independent studies	Midterm, group assignments, examination
CLO3. To combine and apply concepts, theories and research to improve functioning of individuals and groups in a variety of situations.	BLO1.1. BLO1.2. BLO4.2.	Lectures, group work, independent studies	Midterm, group assignments, examination
CLO4. To explain ethical problems from an interpersonal psychology perspective.	BLO1.1. BLO1.2.	Lectures, group work, independent studies	Midterm, group assignments, examination



CLO5. To reflect on creativity in action.	BLO4.1. BLO4.2.	Lectures, group work, independent studies	Midterm, group assignments, examination
CLO6. To participate in group projects applying social competence skills	BLO1.2. BLO4.2.	Lectures, group work, independent studies	Midterm, group assignments, examination
CLO7. To understand how to work better in a team	BLO1.2. BLO4.2.	Lectures, group work, independent studies	Midterm, group assignments, examination

ACADEMIC HONESTY AND INTEGRITY

The ISM University of Management and Economics Code of Ethics, including cheating and plagiarism are fully applicable and will be strictly enforced in the course. Academic dishonesty, and cheating can and will lead to a report to the ISM Committee of Ethics. With regard to remote learning, ISM remind students that they are expected to adhere and maintain the same academic honesty and integrity that they would in a classroom setting.

COURSE OUTLINE

NO.	Topic	Subtopic	In-class hours
1	Research methodology	<ul style="list-style-type: none"> • Research in psychology • Quantitative research: the experiment • Quantitative research: correlational studies • Qualitative research • Qualitative research methods • Ethics in psychological research 	8
2	Biological approach to behaviour	<ul style="list-style-type: none"> • Localization • Neuroplasticity • Neurotransmitters and behaviour • Techniques used to study the brain in relation to behaviour • Hormones and behaviour • Pheromones and behaviour • Genes and behaviour, genetic similarities • Evolutionary explanations for behaviour 	8
3	Cognitive approach to behaviour	<ul style="list-style-type: none"> • Concepts and principles of the cognitive approach to behaviour • Models of memory • Schema theory • Thinking and decision-making • Reliability of cognitive processes: reconstructive memory • Biases in thinking and decision-making • Emotion and cognition 	8



4	Sociocultural approach to behaviour	<ul style="list-style-type: none"> • Cultural influences on individual attitudes, identities and behaviour - culture and cultural norms • Cultural origins of behaviour and cognitions - cultural dimensions • The individual and the group - social cognitive theory • The individual in the group - social identity theory and stereotypes 	8
5	Psychology of human relationships and communication	<ul style="list-style-type: none"> • Personal relationships • Group dynamics • Prejudice and discrimination • Origins of conflict and conflict resolution • Social responsibility • Verbal and non-verbal communication • Social identities in communication • Interpersonal Power and Influence • Leadership and Management 	16
Total number of in-class hours			48

FINAL GRADE COMPOSITION

Type of assignment	%
<i>Group Components 40%</i>	
Group assignments	40
<i>Individual Components 60%</i>	
Midterm exam	30
Final exam	30
Total:	100

ASSIGNMENTS

1. **Midterm exam.** Students will be asked to answer questions from the first three topics. The duration of the midterm exam is 90 minutes. Question types: closed-ended, open-ended, small case study.
2. **Final exam.** Students will be asked to answer questions from the last two topics. The duration of the final exam is 90 minutes. Question types: closed-ended, open-ended, small case study.
3. **Group assignments.** Student groups will be asked to analyze specific cases related to the topics discussed in the lectures. Five cases are expected to be analyzed in the course:
 - (6%) *Research application in interpersonal psychology,*
 - (6%) *Biological approach in interpersonal psychology,*
 - (6%) *Cognitive approach in interpersonal psychology,*
 - (6%) *Sociocultural approach in interpersonal psychology,*
 - (6%) *Human relationships and communication in interpersonal psychology.*

RETAKE POLICY

(Provide short description and percentage of the final grade)



The Retake exam will replace the 30% of final grade corresponding to the Final Exam. The Retake Exam will have the same duration and will follow the same structure of the Final Exam. Acquired scores from all assignments will be summed up and the final (cumulative) grade will be given.

ADDITIONAL REMARKS

Given that the course deals with a rather dynamic domain of knowledge, a certain proportion of the lecture and discussion material for the course will be delivered "just-in-time" (uploaded to e-learning or indicated for downloading from the Internet). This is intended to ensure up-to-date coverage of the course topics. Students should be committed to follow the e-learning system and observe uploaded course material on a daily basis. The instructor may assign additional articles, publications, interviews and studies published by top scholarly and practitioner journals.

REQUIRED READINGS

1. Myers, D.G. (2001). Psychology. Worth Publishers. ISBN: 9781572597914, 1572597917
2. Myers, D.G. (2000). Social Psychology. McGraw-Hill Ryerson Higher Education. ISBN: 978-0070442924
3. Popov A., Parker L., Seath D. (2018). IB Psychology Print and Online Course Book Pack: Oxford IB Diploma Programme. ISBN: 9780198398165
4. Aronson E., Wilson T.D., Akert R.M. (2010). Social Psychology. N.J.: Prentice Hall.

Additional readings will be provided at the end of each lecture (if required).

ANNEX

DEGREE LEVEL LEARNING OBJECTIVES

Learning objectives for the Bachelor of Business Management

Programmes:

*International Business and Communication,
Business Management and Marketing, Finance,
Industrial Technology Management*

Learning Goals	Learning Objectives
Students will be critical thinkers	BLO1.1. Students will be able to understand core concepts and methods in the business disciplines
	BLO1.2. Students will be able to conduct a contextual analysis to identify a problem associated with their discipline, to generate managerial options and propose viable solutions
Students will be socially responsible in their related discipline	BLO2.1. Students will be knowledgeable about ethics and social responsibility
Students will be technology agile	BLO3.1. Students will demonstrate proficiency in common business software packages
	BLO3.2. Students will be able to make decisions using appropriate IT tools
Students will be effective communicators	BLO4.1. Students will be able to communicate reasonably in different settings according to target audience tasks and situations
	BLO4.2. Students will be able to convey their ideas effectively through an oral presentation
	BLO4.3. Students will be able to convey their ideas effectively in a written paper

Learning objectives for the Bachelor of Social Science

Programmes:

*Economics and Data Analytics,
Economics and Politics*

Learning Goals	Learning Objectives
Students will be critical thinkers	ELO1.1. Students will be able to understand core concepts and methods in the key economics disciplines



	ELO1.2. Students will be able to identify underlying assumptions and logical consistency of causal statements
Students will have skills to employ economic thought for the common good	ELO2.1. Students will have a keen sense of ethical criteria for practical problem-solving
Students will be technology agile	ELO3.1. Students will demonstrate proficiency in common business software packages
	ELO3.2. Students will be able to make decisions using appropriate IT tools
Students will be effective communicators	ELO4.1. Students will be able to communicate reasonably in different settings according to target audience tasks and situations
	ELO4.2. Students will be able to convey their ideas effectively through an oral presentation
	ELO4.3. Students will be able to convey their ideas effectively in a written paper