APPROVED:
Vice-Rector for Education
_____ A.I. Vokin
February 28, 2025

Syllabus

Discipline Б1.О.03 Psychology of Social Interaction, Self-Development, and Self-Organization

Major: All fields of study

University Degree: Bachelor

Full-time, part-time, extramural (the program is implemented entirely via e-learning and distance educational technologies)

Recommended by Department of Social, Extreme, and Penitentiary Psychology
Protocol № 7 of January 14, 2025

Department Chair A.V. Glazkov

Irkutsk 2025

Contents

I. Goal and Objectives of the Discipline (Module)

Goal: to equip students with practical knowledge in the sphere of social interaction and team building, and to develop skills in time management and methods of personal self-development.

Objectives:
— to provide students with the opportunity to master the theoretical and applied aspects of social interaction;
— to develop skills of effective communication and teamwork;
— to cultivate skills of self-organization and personal time management;
— to master the principles of learning for personal self-development.

II. Place of the Discipline in the CPEP Structure

The course "Psychology of Social Interaction, Self-Organization, and Self-Development" is part of the mandatory component.

III. Requirements for the Discipline Learning Outcomes

The process of mastering the discipline is aimed at forming competencies in accordance with the Federal State Educational Standard of Higher Education (FSES HE) and Core Educational Program of Higher Education (CEP HE)in the bachelor's training field(s).

List of Planned Learning Outcomes for the Discipline, Mapped to Competency Achievement Indicators

Competency	Competency Achievement Indicator	Learning Outcomes
UC-3 Is able to carry out social interaction and fulfill one's role in a team	**UC-3.1** Defines one's role in a team based on a cooperation strategy to achieve the set goal **UC-3.2** Takes into account the experience, ideas and behavioral characteristics of team members to achieve the set goal **UC-3.3** Adheres to established norms and rules of teamwork; bears personal responsibility for the collective result	**Knows** scientifically-grounded methods of effective social interaction within a team. **Is able to** adapt within a team and resolve conflict situations during interaction. **Possesses** methods for selecting optimal communication and negotiation techniques in team interaction.
UC-6 Is able to manage one's time, build and implement a self-development trajectory based on the principles of lifelong learning	**UC-6.1** Selects and uses time management tools and methods when performing specific tasks **UC-6.2** Defines self-development and professional growth tasks, builds a time trajectory for their achievement with justification of relevance and determination of necessary resources for their implementation **UC-6.3** Carries out planning and builds a trajectory of personal and professional development based on the principles of lifelong learning, using tools of continuous education	**Knows** the theoretically grounded methods of time management. **Is able to** control time frames and build a trajectory of self-development. **Possesses** optimal methods for time management and self-development based on the principles of education.

IV. Contents and Discipline Structure

Discipline scope is 2 credit units, 72 hours, including **0.22 credit units, 8 hours** allocated for the summative assessment (pass/fail credit). Out of this total, **16/8/4 hours** are delivered using e-learning and distance educational technologies (for full-time/part-time/extramural forms of study, respectively). Out of these, **0 hours** are allocated to practical training.
The form of summative assessment is: **pass/fail credit**.

4.1. Discipline Content, Structured by Topics, with Indicated Types of Classes and Allocated Academic Hours

№	Discipline/Topics Section	Semester	Total Hours			Of these, practical training of students	Types of Educational Activities, Including Self-Study, Practical Sessions, and Workload (in hrs)							Self-Study			Formative Assessment Formats; Summative Assessment Format *(by semesters)*
							Teacher Contact Hrs										
							Lectures			Seminars /practical. /laboratory. classes			Consultations				
			Full-time	Part-time	Extramural		Full-time	Part-time	Extramural	Full-time	Part-time	Extramural		Full-time	Part-time	Extramura	
1.	Topic 1. Psychology. Social interaction and attitude.	3	4	2	11	-	2	1	0,5	2	1	0,5	-				
2.	Topic 2. Social psychology of communication.	3	5	2	1	-	3	1	0,5	2	1	0,5	-				
3.	Topic 3. Conflict as a form of social interaction.	3	6	4	2	-	2	2	1	4	2	1	-				
4.	Topic 4. Psychology of social-role and team interaction.	3	18	20	22	-	4	2	1	4	2	1	-	10	16	20	
5.	Topic 5. Psychology of personal self-development.	3	16	18	21	-	4	1	0,5	2	1	0,5	-	10	16	20	

№	Discipline/Topics Section	Semester	Total Hours			Of these, practical training of students	Teacher Contact Hrs						Consultations	Self-Study			Formative Assessment Formats; Summative Assessment Format *(by semesters)*
							Lectures			Seminars /practical. /laboratory. Classes							
			Full-time	Part-time	Extramura		Full-time	Part-time	Extramura	Full-time	Part-time	Extramura		Full-time	Part-time	Extramura	
6.	Topic 6. Time management "Time management".	3	14	18	21	-	1	1	0,5	2	1	0,5	-	12	16	20	
	Total Hours		**72**			**-**	**16**	**8**	**4**	**16**	**8**	**4**	**-**	**32**	**48**	**60**	**8/8/4** (3rd semester – credit)

4.2. Plan for Out-of-Class Student Self-Study of the Discipline

Semester	Section, Themes	Self-Study			Assessment Tool	Self-Study Educational and Methodological Support
		Type of Self-study	Deadlines	Load (hr.)		
3	Topic 4. Psychology of social-role and team interaction.	Research paper	During the semester	10/16/20	Research paper	All primary and supplementary sources from the list in this Syllabus
3	Topic 5. Psychology of personal self-development.	Self-assessment of personal development and creation of a 5-year personal self-development plan	During the semester	10/16/20	Written report	
3	Topic 6. Time management "Time management".	Coursework project with specified deadlines and timelines for each stage	During the semester	12/16/20	Written report	
Total volume of the self-study of the discipline (hrs)				**32/48/60**		
Of these, the volume of self-study using e-learning and distance educational technologies (hrs)				-		

4.3. Learning Content

Topic 1. **Psychology. Social Interaction and Communication. Introduction to Psychology.** Goal, objectives, structure of the discipline. Subject, objectives, principles, categories, and methods of psychology. History of the development of ideas about the subject of psychology and main schools of thought in psychology. The psyche, its functions, structure, and patterns of development. Psychology in the system of social interaction. The essence, structure, and functions of social interaction, social relations, and communication. Concept and types of social relations, their interconnection with communication. The relationship between interpersonal and social relations.

Topic 2. **Social Psychology of Communication.** Communication in the system of interpersonal and social relations. Concept and types of communication. Patterns of communication and interaction between people. Communication and activity. Structure of communication (according to G. M. Andreeva): communicative, perceptual, interactive aspects. Dynamics of communication.

Topic 3. **Conflict as a Form of Social Interaction.** The meaning of the concept of conflict in everyday consciousness. Causes of conflicts. Structural characteristics of a conflict: parties to the conflict, conditions of the conflict, subject of the conflict, perception of the conflict situation, actions of the participants (conflict interaction styles according to Thomas-Kilmann), outcome of the conflict. Negotiations as the primary method of conflict resolution. Functions of conflict, the individual in conflict, consequences of conflict.

Topic 4. **Psychology of Social-Role and Team Interaction.** Socio-psychological characteristics of various groups. Structure of a small group, dynamic processes. Concept and characteristics of a team. Team formation. Roles in a team. Leadership and leadership qualities. Leadership and management of a small group. Management styles. Personal effectiveness in conditions of teamwork.

Topic 5. **Psychology of Personal Self-Development.** Introduction to the psychology of personal self-development. The concept of "personality formation." Psychological properties of personality. The relationship between the concepts of individual, personality, individuality. Individual-typological properties of personality. Personality and character. Factor theories of personality. Factors determining personality formation. Age-related and professional development of personality. Personal self-development, motivation, and mechanism. Means of managing the process of personal self-development. SMART technology. Crises of personality formation. Psychological barriers to personal self-development. Types of personality destructiveness.

Topic 6. **Time Management.** Basic concepts. Planning a specialist's working time. Basic principles of time management. Eisenhower Matrix and other priority-setting methods. Methods for organizing plans. Managing free time. Algorithms for organizing time.

4.3.1. List of Seminars, Practical Classes, and Laboratory Work

№	Theme Number	Seminars, Practical and Laboratory Work	Load (hr.)		Assessment Tools	Developed Competencies (Indicators)
			Total hrs	Including Practical Sessions		
1	2	3	4	5	6	7
1.	Topic 1	Psychology. Social Interaction and Relationships	2/1/0,5	-	Group discussion	UC-3.1 UC-3.2 UC-3.3

2.	Topic 4	Psychology of Social-Role and Team Interaction	2/1/0,5	-	Practical task	UC-3.1 UC-3.2 UC-3.3
3.	Topic 2	Social Psychology of Communication	4/2/1	-	Practical task	UC-3.1 UC-3.2 UC-3.3
4.	Topic 3	Conflict as a Form of Social Interaction	4/2/1	-	Practical task	UC-3.1 UC-3.2 UC-3.3
5.	Topic 5	Psychology of Personal Self-Development	2/1/0,5	-	Quiz	UC-6.1 UC-6.2 UC-6.3
6.	Topic 6	Time Management	2/1/0,5	-	Quiz	UC-6.1 UC-6.2 UC-6.3

4.3.2. List of Topics (Questions) Assigned for Independent Work as Part of Student Self-Study

№	Theme	Task	Competency	Indicators
1.	Topic 4. Psychology of Social-Role and Team Interaction	Research paper	UC-3	UC-3.1 UC-3.2 UC-3.3
2.	Topic 5. Psychology of Personal Self-Development	Take diagnostic tests (7-factor personality questionnaire, career anchors) and write up a conclusion. Based on the psychodiagnostic results, using the syntonic communication model, develop a personal self-development plan for a five-year period.	UC-6	UC-6.1 UC-6.2 UC-6.3
3.	Topic 6. Time Management	Using the "Time Management" algorithm, prepare a weekly schedule specifying deadlines and timeframes for each activity		

4.4. Guidelines for Organizing Student Self-Study

4.4.1. Guidelines for the Research Paper

Technical Requirements for the Research Paper: File format: Word document, Times New Roman font, 14pt, line spacing 1.5. File name: Student's Last Name First Name_Self-Study 1 (e.g., "Ivanov Ivan_ Self-Study 1").

Methodological Guidelines for Preparing the Research Paper
1. **Title Page**
2. **Table of Contents**
3. **Introduction.** This section justifies the relevance of the problem chosen by the student for consideration. The goal of the research paper and the objectives set by the author are formulated. The introduction typically spans one page.
4. **Main Body.** This section constitutes the bulk of the research paper. It systematically develops the chosen topic.
5. **Conclusion.** In this section, the author summarizes the work done and presents their own conclusions based on the analysis of literature sources presented in the research paper. The conclusions should be concise and clearly formulated. The conclusion typically spans one page.
6. **List of References.** The list includes only those literary sources that are cited in the text of the research paper. For preparing the research paper, it is permissible to use educational literature (textbooks, study guides, teaching materials) as well as monographs and journal articles. The required number of sources depends on the specifics of the topic chosen by the student. However, on average, the reference list should contain no fewer than 5-6 sources.

The volume of the research paper is 10-15 pages (including the title page, table of contents, and reference list). The research paper has a specific structure comprising the sections listed below (each section should start on a new page):

This type of work is performed by the student individually and is organized according to the following stages:
1. The student familiarizes themselves with information about what a research paper on the topic entails.
2. The student is provided with a list of topics for the research paper, a general outline, and corresponding requirements regarding content, volume, and the number of literature sources to be used.
3. The student is assigned tasks to review the suggested literature on the topic, independently search for additional literature on the chosen topic, and is given recommendations for online source searching.
4. The final selection of sources for the research paper is made in collaboration with the instructor.
5. The student agrees on a schedule for completing the research paper.
6. If necessary, instructions for revising the research paper text are given, followed by its assessment.

Technical Requirements for Writing the Research Paper: Typed text, font size 14, line spacing – 1.5, volume – 10-15 A4 pages.

Sample Research Paper Topics
1. Communication and personality development in a team.
2. Reasons for the growing interest in researching theoretical and practical problems of communication.
3. Main directions in applied psychology of communication.
4. Communication and relationships in a team.
5. Personal empathy and communication in a team.
6. Features of trust-based communication in a team.
7. Nonverbal means of communication.
8. Manipulative communication in a team.
9. Criteria for creative communication.

10. Personal factors for successful communication.
11. Mutual understanding in communication.
12. Structure of the relationships of a subject experiencing difficult and non-difficult communication.
13. Features of empathy in situations of difficult communication.
14. Socio-psychological portrait of a "difficult" and an "optimal" subject of communication.
15. The concept of communication in the works of K.S. Stanislavsky.
16. Socio-psychological indicators of business communication.
17. Analytical models of interpersonal communication.
18. Types of personal influence in communication.
19. Mechanisms of interpersonal cognition.
20. Factors for an adequate first impression.
21. Features of understanding and interpretation in interpersonal communication.
22. Scenarios and mechanisms of interaction.
23. Nonverbal interactions as an indicator of relationships in communication.
24. Principles for exiting situations of difficult interaction.
25. Methods for studying the personality as a subject of difficult and non-difficult communication.

4.4.2. Guidelines for the Written Report

Technical requirements for the report: File format: Word document, Times New Roman font, 14pt, line spacing 1.5. File name: Student Last Name Firs tName_Self-Study2 (e.g., "Ivanov Ivan_ Self-Study2 ").
Students are required to complete self-diagnostics using the following methods:
- Method of 7 qualities (R. Cattell, modification by A.G. Gretcov).
- "Career Anchors" method for diagnosing value orientations in a career (E. Schein, translation and adaptation by V.A. Chiker, V.E. Vinokurov).

Write a conclusion: Each conclusion must contain a) a description of the formal aspects of the psychodiagnostic work, b) a description of the methods and procedures, c) a description of the results, d) a holistic assessment of the conducted examination with justification for all conclusions and inferences.

Based on the psychodiagnostics and using the syntonic (NLP) communication model, develop a personal self-development plan for 5 years. In accordance with the syntonic communication model, the main communication skills and the steps that facilitate mastering these skills are identified. The basic communication skills in NLP include: defining desired goals; sensory acuity; congruence; rapport.

4.5. Sample Topics for Term Papers (Projects)
Term papers are not included in the syllabus.

V. Educational, Methodological, and Information Support for the Discipline

a) list of literature

Main Literature

1. Social Psychology for Bachelors [Text]: Textbook for students enrolled in bachelor's degree programs 37.03.01 "Psychology", 38.03.02 "Management", 38.03.04 "State and Municipal Administration", 39.03.01 "Sociology", 39.03.02 "Social Work", 44.03.01 "Pedagogical Education" / A. M. Rudenko [et al.] ; ed. by A. M. Rudenko. — Rostov-on-Don : Feniks, 2016. — 332 p. : illustrations ; 21 cm. — (Higher Education). — Authors listed on the verso of the title page. — Bibliography: p. 319-329. — ISBN 978-5-222-27016-5 : 575.00 RUB. 15 copies.

2. Myers, David G. Social Psychology [Text] : scientific publication / D. G. Myers. — 7th [international] ed. — St. Petersburg : Piter, 2005. — 793 p. : illustrations ; 24 cm. — (Masters of Psychology). — Alphabetical index: p. 782-793. — Translation of: Social Psychology / D.G. Myers. — 2002. — ISBN 5-88782-430-1 : 175.71 RUB, 10 copies.

3. Social Psychology: Modern Theory and Practice : study guide for universities / V. V. Makerova [et al.] ; general editorship by L. V. Okonechnikova. — Moscow : Yurait Publishing House, 2022. — 231 p. — (Higher Education). — ISBN 978-5-534-05381-4. — URL: https://urait.ru/bcode/493472

4. Semechkin, N. I. Social Psychology : textbook for universities / N. I. Semechkin. — 2nd ed., revised and enlarged. — Moscow : Yurait Publishing House, 2022. — 423 p. — (Higher Education). — ISBN 978-5-534-08667-6. — URL: https://urait.ru/bcode/492412

5. Sarychev, S. V. Social Psychology. Practical Course : study guide for universities / S. V. Sarychev, O. V. Chernyshova. — 2nd ed., revised and enlarged. — Moscow : Yurait Publishing House, 2022. — 74 p. — (Higher Education). — ISBN 978-5-534-09721-4. — URL: https://urait.ru/bcode/492431

Additional Literature

6. Sarychev, S. V. Social Psychology : study guide for universities / S. V. Sarychev, O. V. Chernyshova. — 2nd ed., revised and enlarged. — Moscow : Yurait Publishing House, 2022. — 127 p. — (Higher Education). — ISBN 978-5-534-03250-5. — URL: https://urait.ru/bcode/492432

7. Social Psychology : textbook and workbook for universities / I. S. Kletsina [et al.] ; edited by I. S. Kletsina. — Moscow : Yurait Publishing House, 2022. — 348 p. — (Higher Education). — ISBN 978-5-534-01175-3. — URL: https://urait.ru/bcode/489769

8. Krys'ko, V. G. Social Psychology : textbook for bachelors / V. G. Krys'ko. — 4th ed., revised and enlarged. — Moscow : Yurait Publishing House, 2022. — 553 p. — (Bachelor's Degree. Academic Course). — ISBN 978-5-9916-2588-3. — URL: https://urait.ru/bcode/508799

b) periodicals

№	Journals	Period/half-year	2020	2021	2022	2023	2024
1	Issues in Psychology	3	6	6	-	-	-
2	Siberian Psychological Journal	2	4	4	-	-	-

c) electronic journals available on the e-LIBRARY platform and the "IVIS" database

№	Journals	Number of issues per year									
		2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
1.	Moscow University Bulletin. Series 14: Psychology	4	4	4	4	4	4	4	4	-	-
2.	Вестник Санкт-Петербургского университета. Психология	-	-	-	-	-	-	-	-	4	-
3.	Психологический журнал	6*	6*	6*	6*	6*	6*	6*	6*	6*	6*
4.	Психология обучения	-	-	-	-	-	-	-	2*	2*	2*

*HR Director - access to the editorial platform for HR Director publications, "Organized by login/password. It is possible to download the PDF version of the publication in its entirety and save it on external media, the ability to copy and print, and carry out a single search on the publishing platform.

d) databases, information-reference and search systems

№	List
1	http://elibrary.ru/ is the largest Russian information portal in the field of science, technology, medicine and education, containing abstracts and full texts of more than 14 million scientific articles and publications
2	http://e.lanbook.com/ ELS "Lan Publishing House", collection "Psychology. Pedagogy"
3	https://isu.bibliotech.ru/ ELS ERR «Bibliotech»
4	http://rucont.ru/ ELS National Digital Resource "Rukont" electronic versions of printed publications section "Psychology"
5	http://ibooks.ru e-library ELS «I-books.ru», e-library «Intuit.ru»
6	http://diss.rsl.ru/ Electronic Library of Dissertations of the Russian State Library
7	http://azps.ru – Psychology website: description of psychological tests, on-line testing, trainings, exercises, articles, advice from psychologists
8	http://www.edu.ru/ -Federal Educational Portal
9	https://www.koob.ru/ – Electronic Library of Psychological Literature
10	Search engines: Yandex, Google, etc.

VI. Material and Technical Support for the Discipline

Special Premises: Computer Lab (classroom) for group and Individual consultations, organization of self-study, including research.	The classroom is equipped with: — *Specialized educational furniture* with a seating capacity of 35; — *Technical training tools* for presenting educational information to a large audience in the discipline: a PC with unlimited Internet access, — *Software*: Microsoft Office application suite.

6.1. Educational and Laboratory Equipment is not used

6.2. Software

The university is provided with the necessary set of licensed and freely distributed software, including domestic production (detailed information is available on the ISU website).

№	Item
1.	Антиплагиат.ВУЗ
2.	Adobe Reader DC 2019.008.20071
3.	BigBlueButton video conferencing system (bbb.isu.ru)
4.	Google Chrome
5.	Kaspersky Endpoint Security for Business - Standard (Russian)
6.	Mozilla Firefox
7.	Java 8
8.	OpenOffice 4.1.3
9.	PDF24Creator 8.0.2
10.	Skype 7.30.0
11.	VLC Player 2.2.4
12.	WinPro 10 RUS Upgrd OLP NL Acdmc.
13.	7zip

6.3. Technical and Electronic Learning Tools

Multimedia tools and other equipment for presenting educational material, computerized psychodiagnostic methods (custom software tools — testing and results processing programs), slides, educational film clips, modern licensed computer statistical systems for data analysis and processing of empirical research results.

VII. Educational Technologies

The discipline "Psychology of Social Interaction, Self-Organization and Self-Development" involves the use of problem-based lectures with electronic presentation of materials, discussion of specific situations, the "brainstorming" technique, laboratory classes, and solving psychological problems. In mastering the following topics of the discipline, the following teaching methods are applied: problem-based learning technology (20%), research-based learning method (25%), and game-based learning method (25%):
   — Topic 2: "Social Psychology of Communication",
   — Topic 3: "Conflict as a Form of Social Interaction",
   — Topic 4: "Psychology of Social-Role and Team Interaction",
   — Topic 5: "Psychology of Personal Self-Development",
   — Topic 6: "Time Management".
Student self-study includes: familiarization with literary sources, their analysis, writing an essay, completing written homework reports, and developing plans and conducting a psychodiagnostic study.

VIII. Materials for Formative and Summative Assessment

8.1. Materials for diagnostic assessment

Diagnostic assessment of students' knowledge and skills for this discipline is not conducted. The discipline belongs to the general humanities cycle.

8.2. Materials for formative assessment

Questions for group discussion (Topic 1).
1. What is the purpose of your knowledge in the field of psychology? Personal and professional aspects.
2. The difference between specialists: psychologist – psychotherapist – psychiatrist.

3. When is it necessary to seek help and from whom?

Sample questions for oral assessment (Topic 2).
1. Communication within the system of social and interpersonal relations.
2. Communication as communication (communication).
3. Communication as interaction (interaction).
4. The phenomenon of causal attribution.
5. Communication as social perception.
6. Mechanisms of interpersonal perception: reflection, empathy, identification, attraction.
7. Means of communication.
8. Non-verbal means of communication.
9. The structure of communication (according to G. M. Andreeva).

Business Game: "Getting a Job" (Topic 2)

Instructions
Instructions for those outside the door: "You have read a newspaper advertisement stating that an organization needs an employee in your profession. Your task is to come for an interview and succeed in being hired for this position. During the interview, you will need to talk about yourself, but also try to learn as much as possible about the job and agree on all important details: working hours, conditions, and salary."
Instructions for those who remain inside: "You are the head of a large organization, and you need an employee in the specialty that the applicant will represent. You placed an ad in the newspaper, and now a person is coming for an interview. Your task is to talk with this person and decide whether they are suitable for you or not."

Business Game "Plane Crash" (Topic 3).
Facilitator's instructions: "You are all passengers on a plane flying over the Ural Mountains. Your plane gets caught in a blizzard and flies in an unknown direction for an hour, then crashes. The pilot died, the plane burned, but you all survived. Everyone is in regular winter clothing; you crashed on a flat area approximately 1000 meters above sea level, the air temperature is -4°C, it's snowing, and there is a blizzard. 100 meters below, down a gentle slope, a forest is visible. You need to decide on a survival strategy: to go or to wait for help.
Your task is to rank these items according to their importance for your survival. To do this, put number 1 next to the most important item, number 2 next to the second most important, and so on up to the fifteenth, least important for you. Fill in the numbers in the first column of the worksheet. Everyone works independently for 15 minutes."

List of items:
1. Six wool blankets;
2. One rifle and eight cartridges;
3. One pair of skis;
4. A cosmetic mirror;
5. One large candle;
6. 20 packets with sandwiches, two sandwiches per packet;
7. A polyethylene sheet 4 x 6 meters;
8. An electric flashlight;
9. A knife;
10. An aviation map;
11. Four bottles of vodka;
12. Six pairs of sunglasses;
13. Four boxes of matches.

Facilitator's instructions: "Now the whole group splits into pairs. Rank these items again for ten minutes, this time jointly with your partner, and fill in the second column in the worksheet with the list of items.

The next stage of the game is a whole group discussion aimed at reaching a consensus regarding the order of the items, for which at least 30 minutes are allocated.

After the discussion, the facilitator announces that the game is over, congratulates all participants on their safe rescue, and suggests discussing the results of the game. The first question the facilitator asks all participants to answer in turn is the following: 'Are you personally satisfied with the results of the past discussion? Explain why?'"

Sample questions for oral assessment (Topic 4).

1. Interpersonal conflict: definition, structure, dynamics.
2. Negotiation as the primary method of conflict resolution.
3. Mediation in negotiations.
4. Structural and dynamic characteristics of a small group (group composition and structure, group formation, group cohesion, group decision-making).
5. The phenomenon of group pressure. Conformity.
6. Features of group decision-making. Group polarization.
7. The problem of the individual and the group. Leadership and management. Theories of leadership origin.

Business Game "The Deal" (Topic 4).

Each member of the pair is a businessperson, and each is a competitor to the other, since according to the game's conditions, you are both in the same line of business. Both of you have received a very profitable offer promising a good income. However, this offer comes from criminal organizations, which, of course, makes it risky.

You can go through with this deal, or you can refuse. In principle, both decisions could bring you profit, but it will depend on the choice of your partner-competitor.

— If both businesspeople make a deal with the criminal organizations, they both lose three thousand dollars.
— If one of you makes the deal and the other refuses, the one who makes the deal earns five thousand, and the other loses five thousand.
— Finally, if both businesspeople refuse the deal, they each receive three thousand.

Our game will have six rounds. After making your decision, you report it to the facilitator. After receiving the results from both sides, the facilitator announces the outcome, and you begin considering the next move.

Practical task in psychodiagnostics (Topic 5).

It is necessary to complete the following psychodiagnostic methods:
— Self-esteem assessment using the **"Dembo-Rubinstein"
method**: https://psytests.org/trait/demborp.html
— Self-efficacy assessment (J. MADDUX, M. SHERER, 1986): https://psytests.org/life/seffs.html
— Oxford Happiness Questionnaire: https://psytests.org/life/ohq-run.html
The report must include screenshots of all results and a summary of the conclusions.

Practical Task "Wheel of Life Balance" (Topic 5).

It is necessary to draw a Wheel of Life Balance and perform an assessment.
— 1-3 — critical values, i.e., you are completely dissatisfied, things are very bad.
— 4-7 — normal state of affairs.
— 8-9 — satisfaction.
— 10 — indicates the achievement of complete satisfaction at the present time, in the current moment of life.

Sample questions for oral assessment (Topic 6).
1. The concept of personal self-development.
2. Trajectories of personal self-development.
3. Factors determining personality formation; determinants of personality formation.
4. General concept of crises.
5. Typology of personal crises.
6. The concept of time management.
7. Motivation as the basis of time management.
8. The Time Management algorithm.

Practical task (Topic 6).

Using the results obtained in the previous topic (Topic 5), identify problem areas and outline a development trajectory by formulating one long-term goal (from 1 to 5 years) and 5 short-term goals. Describe the short-term goals according to the SMART criteria.

Criteria for oral assessment:
A grade of "Pass" is awarded if the student:
— Demonstrates knowledge of all the studied program material. Gives a complete and correct answer based on the studied theories; makes minor errors and inaccuracies when reproducing the studied material, defining concepts, or uses scientific terminology or makes conclusions and generalizations from observations and experiences with slight imprecision; presents material in a logical sequence, making one minor error or no more than two shortcomings, which they can correct independently upon request or with minimal assistance from the instructor; supports their answer with specific examples; correctly answers the instructor's additional questions.
— Is able to independently identify the main points in the studied material; generalize, draw conclusions, and establish interdisciplinary connections based on facts and examples. Applies the acquired knowledge in practice in a modified situation, adheres to the basic rules of oral and written communication culture, and uses scientific terminology.
A grade of "Fail" is awarded if the student:
— Has not mastered or disclosed the main content of the material; does not draw conclusions or generalizations.
— In their answer (to one question) makes more than two serious errors, which they cannot correct even

with the instructor's assistance.
— Cannot answer any of the posed questions.
— Has not mastered the material at all.

Criteria for assessing business games:

A grade of "Pass" is awarded if the student:
— Participates in the game.
— Uses theoretical material.
— Provides feedback.
A grade of "2" is awarded if the student:
— Does not participate or disrupts the conduct of the game.
— Does not use theory.
— Refuses to provide feedback.

Criteria for assessing the practical task on Topic 5.

A grade of "Pass"
— All methods have been completed; all result screenshots are attached.
— A drawing of the "Wheel of Life Balance" has been made.
— A written summary report in free form is provided.
A grade of "Fail"
— The methods have not been completed.
— There is no drawing.
— There is no report.
—

Criteria for assessing the practical task on Topic 6.

A grade of "Pass"
— A realistic long-term goal has been formulated.
— Five short-term goals have been formulated.
— The short-term goals are formulated according to the SMART criteria.
A grade of "Fail"
— There is no realistic long-term goal.
— Five short-term goals have not been formulated.
— The goals do not meet the SMART criteria.

8.3. Materials for summative assessment

Summative assessment is conducted in the form of testing. To receive a passing grade, a student must complete 60% of the work across ongoing assessments, self-study, and summative assessment.

Sample test questions for the pass/fail credit:

1. In the modern understanding of domestic scientists, psychology is the science of...
    — the development and functioning of consciousness
    — personality development
    — human behavior
    — the facts, regularities, and mechanisms of the psyche
2. What is the name of the model for setting priorities in time management?
    — Thomas-Kilmann Conflict Mode Instrument
    — Eisenhower Matrix
    — Blake-Mouton Managerial Grid
3. Psyche is...
    — a reflection of physiological processes in the brain

— an independent phenomenon, independent of the brain
— a product of the brain, a subjective image of the real world
— brain biocurrents

4. What is the name of the model of leadership styles that includes two parameters: concern for people and concern for production?
— Thomas-Kilmann Conflict Mode Instrument
— Eisenhower Matrix
— Blake-Mouton Managerial Grid

5. Interpersonal relationships can be...
— positive, negative
— positive, negative, neutral
— non-evaluative

6. Which aspect of communication do the mechanisms of empathy, reflection, identification, and causal attribution belong to?
— communicative aspect
— perceptual aspect
— interactive aspect

7. Who is the founder of the school of depth psychology (psychoanalysis):
— S. Freud
— M. Wertheimer
— H. Spencer
— I.M. Sechenov

8. Which aspect of communication is responsible for organizing interpersonal interaction?
— communicative aspect
— perceptual aspect
— interactive aspect

9. Personal self-development is....
— a process expressed in independent study of something and the application of this knowledge in practice, all carried out without any external control.
— the study of one's personal mental and physical characteristics, self-reflection.
— a specific activity aimed at discovering and confirming one's certain personality traits, character traits, and ways of behaving and acting.

10. The most effective behavioral strategy, which takes into account the interests of all parties, is:
— Avoidance
— Compromise
— Collaboration
— Competition

11. What is the term for a human as a representative of the species *homo sapiens*, a bearer of the prerequisites (inclinations) for human development.
— Individual
— Personality
— Individuality

12. Effective listening skills include:
— clarification, paraphrasing, summarization
— passive listening, support.
— passive, active, empathic listening
— empathic listening, reflection of feelings

13. The most acute way of resolving significant contradictions that arise in the process of communication, consisting of the opposition of subjects, is...
— pre-conflict situation

— conflict
— discussion
— confrontation

14. Which aspect of communication is the odd one out?
   — Interactive
   — Subjective
   — Communicative
   — Perceptual

15. Mastery of facial expressions, gestures, and movements that contribute to the adequate transmission of thoughts relates to...
   — non-verbal means of communication
   — speech abilities
   — perceptual abilities
   — verbal means of communication

16. Social relations are...
   — Relations between social groups or their members.
   — Diverse connections arising between these communities, as well as within them, in the process of economic, social, political, and cultural life and activity.
   — Subjective manifestations of a person in the process of their interaction with various objects of the external world, including their attitude towards themselves.

17. Mental attitude is...
   — A purely individual, subjective orientation of a person towards someone or something.
   — In their developed form, the personality's holistic system of its individual, selective, conscious connections with various aspects of objective reality.
   — They reveal the attractiveness of an object, favorably or unfavorably affecting a person's senses.

18. Which substructure of personality do knowledge, skills, and abilities (ZUN) belong to?
   — Mental processes
   — Mental states
   — Mental formations
   — Mental properties

19. Which substructure of personality does temperament and character belong to?
   — Mental processes
   — Mental states
   — Mental formations
   — Mental properties

20. A small group of people with business connections, aimed at a result, characterized by a clear distribution of roles is called?
   — A small social group
   — A collective
   — A team

Sample list of questions for the pass/fail credit (for an oral credit in the form of an interview):
   1. Classification of basic socio-psychological phenomena.
   2. Communication within the system of social and interpersonal relations.
   3. Communication as communication (the communicative aspect).
   4. Communication as interaction (the interactive aspect).
   5. The phenomenon of causal attribution.
   6. Communication as social perception.
   7. Mechanisms of interpersonal perception: reflection, empathy, identification, attraction.

8. Means of communication.
9. Non-verbal means of communication.
10. The structure of communication (according to G. M. Andreeva).
11. Interpersonal conflict: definition, structure, dynamics.
12. Negotiation as the primary method of conflict resolution.
13. Mediation in negotiations.
14. Structural and dynamic characteristics of a small group (group composition and structure, group formation, group cohesion, group decision-making).
15. The phenomenon of group pressure. Conformity.
16. Features of group decision-making. Group polarization.
17. The problem of the individual and the group. Leadership and management. Theories of leadership origin.
18. The concept of personal self-development.
19. Trajectories of personal self-development.
20. Factors determining personality formation; determinants of personality formation.
21. General concept of crises.
22. Typology of personal crises.
23. The concept of time management.
24. Motivation as the basis of time management.
25. The Time Management algorithm.

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I.V. Glebets
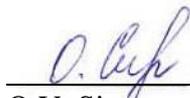
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Department Chair A.V. Glzkov

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