COURSE INFORMATON					
Course Title	*Code*	*Semester*	*L+P Hour*	*Credits*	*ECTS*
Sozialpsychologie	MAN 114	1	3 + 0	3	7

Prerequisites	-

Language of Instruction	German
Course Level	Bachelor's Degree (First Cycle Programmes)
Course Type	Compulsory
Course Coordinator	Volker Andreas Müller
Instructors	Volker Andreas Müller
Assistants	
Goals	The aim of this course is to provide students with basic psychology, behavior of people and groups, and to teach the theories of Communication and research. On the basis of the topics of the course, the person, the ability to manage their own behavior and the ability to manipulate life and aims across the Member
Content	Social psychology course, developed in a group of people or behaviors, thoughts and emotions can be determined by examining the communication methods, accurate and contains a learning where desired

Learning Outcomes	Program Learning Outcomes	Teaching Methods	Assessment Methods
1) Describes the concepts of psychological needs, expectations and perception	**1**	1,2,3	A,C
2) Identify the person himself tells the appropriate methods	2	1,2,3	A,C
3) Psychology describes basic psychological information	4	1,2,3	A,C
4) Describes the management and motivation	14	1,2,3	A,C

5) Describes the effects of human behavior, learning theories	17	1,2,3	A,C
6) Provides information about the communication methods	11	1,2,3	A,C
7) Returns basic information about customer behavior	10	1,2,3	A,C
8) Target audience and provides information about groups	8	1,2,3	A,C
9) The basic principles of behavior and management at work	13	1,2,3	A,C

Teaching Methods:	1: Lecture, 2: Question-Answer, 3: Discussion, 9: Simulation, 12: Case Study
Assessment Methods:	A: Testing, B: Homework, C: Performance

COURSE CONTENT		
Week	**Topics**	**Study Materials**
1	**Einführung in die Sozialpsychologie** Psychologie als Wissenschaft, sozialer Einfluss, Kognition,	
2	**Grundlagen, Methoden und Forschung** Beobachtung, Korrelation, Experiment, Kausalität	
3	**Soziale Kognition I** automatisches vs. kontrolliertes Denken, Schemata,	
4	**Soziale Kognition II** Perseveranzeffekt, Selbsterfüllende Prophezeiung,	
5	**Soziale Wahrnehmung** Implizite Persönlichkeitstheorien	
6	**Soziale Wahrnehmung II** Kausale Attribution, fundamentaler Attributionsfehler	
7	Zwischenprüfung	
8	**Dissonanztheorie** Einführung, Dissonanzreduktion	
9	**Verzerrung in der Selbstwahrnehmung** Selbstbestätigungstheorie, Impact Bias,	
10	**Die Rechtfertigung unserer Anstrengungen** Aronson & Mills 1959: Harte Aufnahmebedingungen	
11	**Die Psychologie der unzureichenden Rechtfertigung** Die erstaunliche Wirkung milder Strafen, gute und schlechte	

12	**Einstellungen** Komponenten von Einstellungen, kognitiv- & affektiv basierte Einstellungen
13	**Einstellungen II** Klassische Konditionierung, Operante Konditionierung
14	**Gruppenprozesse** Grundlagen, Konflikt und Kooperation

RECOMMENDED SOURCES

Textbook	1) Elliot Aronson, Timothy D. Wilson, Robin M. Akert (2008): Sozialpsychologie
Additional Resources	2) Richard J. Gerrig, Philip G. Zimbardo (2008): Psychologie.

MATERIAL SHARING

Documents	
Assignments	
Exams	

ASSESSMENT

IN-TERM STUDIES	NUMBER	PERCENTAGE
Mid-terms	1	35
Quizzes	1	50
Assignment		15
Total		**100**
CONTRIBUTION OF FINAL EXAMINATION TO OVERALL GRADE		50
CONTRIBUTION OF IN-TERM STUDIES TO OVERALL GRADE		50
Total		**100**

COURSE CATEGORY	Expertise/Field Course s

COURSE'S CONTRIBUTION TO PROGRAM		
No	**Program Learning Outcomes**	**Contribution**

		1	2	3	4	5
1	Students should be able to use basic knowledge of International Business Management theoretically and practically for identification, modeling and solving of problems for businesses operating on a global scale.			x		
2	Students should possess the essential body of knowledge related to International Business Management including the state-of-the art concepts, theories and models, historical evolution of that discipline, the scientific methodology in general, and the research tools and techniques utilized in that discipline, in particular.		x			
3	Students should understand the core competences of juridical, political, social, and economic psychological dimensions related to International Business Management.				x	
4	Students should be able to conduct independent research in their discipline by specifying information needs for investigating a topic-of interest, accessing the appropriate sources of knowledge, and preparing a comprehensive report.				x	
5	Students should understand the interdependency and interrelationship among disciplines should be able to relate and synthesize International Business Management knowledge with diverse disciplines, and generate new information accordingly.			x		
6	Students should be able to fulfill their responsibility as team leader or team member in project implementations or applied studies that are related to International Business Management.			x		
7	Students should be able to design and plan projects to achieve organizational goals and objectives setted or to improve organizational performance.			x		
8	Students should be able to critically evaluate the knowledge in the area of International Business Management, assess self-competency and direct self-learning efforts accordingly.				x	
9	Students should understand the importance of life-long learning and self-assessment to maintain their personal and professional development.				x	
10	By rapidly changing global circumstances, students should be able to show that they understand the importance of flexibility in thinking and generating creative solutions in order to succeed in professional life.			x		

No	Outcome				
11	Students should be able to effectively communicate in written and oral German on a corporate level with people from diverse backgrounds.			x	
12	Students should have the German proficiency to be able to follow and interpret the global dynamics that shape their discipline.			x	
13	Students should indicate, express and present their knowledge in in national/international interdisciplinary academic and professional settings, should offer and make comments about the results of the works to other people from not only their field, but also from any other disciplines by clearly expressing in Turkish and German via using right data.			x	
14	Students should evaluate the differences between cultures and individuals by being aware of importance of respect for individual and cultural diversity, should be able to emphatically interact with individuals from diverse cultural backgrounds in social and professional settings and should contribute to the team works as a team coordinator or a team member.				x
15	Students should use effectively widespread and valid information technologies in their field.	x			
16	Students should understand personal, professional and social ethics, should evaluate the ethical implications of various practices related to social and professional life, should be aware of the importance how these ethical behavior add value to the society.				x
17	Students should know the concept of social responsibility on individual, social and ecological dimensions should indicate active citizenship for him-/herself within that frame.				x
18	Students should grasp the importance of the scientific point of view for social development and global competitiveness as well as social rights and social justice, which are the basis of modern societies.				x
19	Students should grasp the importance of quality management, health and safety, corporate social responsibility, professional and cultural respect and principles of corporate ethics for corporate sustainability.		x		
20	Students should evaluate the contribution of basic business solutions to management and financial problems within a global and social framework.		x		

ECTS ALLOCATED BASED ON STUDENT WORKLOAD BY THE COURSE DESCRIPTION			
Activities	Quantity	Duration (Hour)	Total Workload (Hour)
Course Duration (Including the exam week: 16x Total course hours)	16	3	48
Hours for off-the-classroom study (Pre-study, practice)	16	3	48
Mid-terms	1	5	5
Final examination	1	5	5
Total Work Load			106
Total Work Load / 25 (h)			4.24
ECTS Credit of the Course			4