



## INTERPERSONAL PSYCHOLOGY

|                                |  |
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| <b>Course code</b>             | <i>HUM101</i>  |
| <b>Course title</b>            | <i>Interpersonal psychology</i>                                  |
| <b>Type of course</b>          | <i>Elective</i>  |
| <b>Year of study</b>           | <i>1<sup>st</sup> or 2<sup>nd</sup></i>                          |
| <b>Semester</b>                | <i>Autumn</i>  |
| <b>ECTS</b>                    | <i>6 credits: 48 class work hours, 112 individual work hours</i> |
| <b>Coordinating teacher</b>    | <i>Yannick Joye</i>  |
| <b>Study form</b>              | <i>Full-time classes</i>   |
| <b>Course prerequisites</b>    | <i>None</i>  |
| <b>Language of instruction</b> | <i>English</i>   |

### Annotation

The course is designed for developing knowledge of the self and others in the process of interpersonal interaction and to build corresponding skills. Main concepts of interpersonal psychology are introduced, influence of cultural contexts, as well as understanding of self-concept, self-esteem, and impression formation. Processes of verbal, nonverbal and listening interaction are analyzed.

The importance of emotional interaction skills in everyday life is discussed, accenting development of abilities to create and develop relationship and to resolve conflicts. Practical sessions involve self-tests, student analyze their own personal characteristics, build self-confidence and provide choices by which personal actions can be controlled. The course explicitly involves ethical issues of interpersonal psychology, such as verbal and nonverbal communication and others.

Upon completion of this course, students should know the basic features of interactions, and be able to analyze reasons for social behavior by individuals, as well as their own personal internal processes, which should lead to effective managerial practices in their post-graduate activities. The behaviors of mindfulness, immediacy, empathy, assertiveness, openness, expressiveness as well as creativity will be developed during the course, too.

### Aim

The course aims to provide students with information, needed to become cognate of the self and others, know the factors for successful interactions, as well as to encourage formation of skills for effective interactions and understanding of the self and others in practice. Special emphasis is placed on development of ethical awareness in interpersonal psychology and creativity.

### Learning outcomes

| <b>Subject learning outcomes (CLO)</b>  | <b>Study methods</b>                    | <b>Assessment methods</b>          |
|---|---|------------------------------------|
| CLO1. To identify, define, and illustrate interpersonal psychological concepts, theories and research                                   | Lectures, teamwork, independent studies | Midterm, team project, examination |
| CLO2. To evaluate and explain how concepts relate to application in the processes of interpersonal interaction, give examples.          | Lectures, teamwork, independent studies | Midterm, team project, examination |
| CLO3. To combine and apply concepts, theories and research to improve functioning of individuals and groups in a variety of situations. | Lectures, teamwork, independent studies | Midterm, team project, examination |
| CLO4. To explain ethical problems from an interpersonal psychology perspective.   | Lectures, teamwork, independent studies | Midterm, team project, examination |
| CLO5. To reflect on creativity in action.   | Lectures, teamwork, independent studies | Midterm, team project, examination |
| CLO6. To participate in group projects applying social competence skills  | Lectures, teamwork, independent studies | Midterm, team project, examination |
| CLO7. To understand how to work better in a team  | Lectures, teamwork, independent studies | Midterm, team project, examination |



### Teaching and learning methods

Lectures, self-tests, discussions, training games for self-understanding, videos, individual and group activities by students to resolve practical situations and assignments, and independent work by students.

### Quality assurance

Discussing assessment process and results, individual and group consultations on a regular basis, on-going feedback to students.

### Cheating prevention

ISM community behaviors should comply with ISM Code of Ethic, actively supporting academic honesty standards in teaching; learning and research.

Variety of assignments for individual and group work will reduce chances for plagiarism (for understanding plagiarism, visit [www.plagiarism.org](http://www.plagiarism.org)). Cheating possibilities may be prevented by having extra help to inhibit any acts of dishonesty during exams. If student is caught cheating or plagiarizing in this course on any assignment, the incident will be reported to the Dean for the further measures. All individually graded assignments should reflect an individual's independent work.

### Course contents

| NO. | SUBJECT   | CLASS HOURS |           |
|-----|---|-------------|-----------|
|     |   | LECTURES    | PRACTICE  |
| 1   | Introduction to Interpersonal Psychology: ISM values and building your teams.   | 2           | 2         |
| 2   | Foundations of Interpersonal Psychology.  | 2           | 2         |
| 3   | The Self: Who am I and how do other individuals see me? Self and Identity. Social perception: How do we perceive others?                                  | 2           | 2         |
| 4   | Attitudes and Attitudes Change. Stereotypes. How attitudes are affecting our behavior? How do we perceive others?   | 2           | 2         |
| 5   | Motivation. Goals and Values.   | 2           | 2         |
| 6   | Types of Intellect: Mental Intellect, Physical Intellect, Emotional Intellect, Spiritual Intellect. Emotional Competence. Skills for Expressing Emotions. | 2           | 2         |
| 7   | Midterm exam<br>Group Psychology. Norms, Roles, Processes.  | 2           | 2         |
| 8   | Group and team. Cooperation and Competition.  | 2           | 2         |
| 9   | Decision Making. Conformity. Influence. Decision Making in a Group. Group thinking.   | 2           | 2         |
| 10  | Interpersonal Conflict and Conflict Management. Stress Management.  | 2           | 2         |
| 11  | Interpersonal Power and Influence. Leadership and Management.   | 2           | 2         |
| 12  | Presentations of Course Teamwork Projects.  | 0           | 2         |
|     | <b>Total</b>  | <b>22</b>   | <b>26</b> |

### Self-study and assignments

| Assignment                | Number of self-study hours | Percentage of the total grade (%) |
|---------------------------|----------------------------|-----------------------------------|
| Midterm Test (topics 1-6) | 34                         | 30                                |
| Course Teamwork Project   | 34                         | 30                                |
| Exam (topics 7-11)        | 44                         | 40                                |
| <b>Total</b>              | <b>112</b>                 | <b>100</b>                        |



## Assignments

1. **Midterm Test (*mid-term examination, length is 90 min.*)** The Interim Test is given to students to check upon the scope (theoretical and practical) of the first six topics of the course. The test will also include all material covered during the practical sessions. The date of Interim Test will be announced in the Course Schedule. The Interim test will consist of open and/or closed questions/situational analysis. The accumulative weight of the Interim Test is **30%**.
2. **Course Teamwork Project.** Project is a practical task, to be performed in the out-of class environment in order to work on theoretical material covered in the class. Each delivery should be presented in a class and prepared in written form. A group will be given up to 15 min for delivery (each student should make around 3-5 min presenting). The accumulative weight of course project is **30%** (50% of this evaluation for written form and 50% for presentation).
3. **Exam** is taken during the winter exam session (***length of the exam is 90 min.***). The exam is given to students to check upon the scope (theoretical and practical) of topics 7-11 of the course. The exam will consist of eight broad questions/situational analysis, each of them will have equal weight. The student will choose any four questions/situations, the weight of which is 25% each. The length of the Exam is 90 min. The accumulative weight of the Exam is **40%**.
4. **Examination and assessment regulations.** The final grading for the course is calculated according to the accumulative formula as indicated in the Guidelines for the Bachelor Studies at ISM. Results of the projects', interim test and examinations are assessed separately, each one based on the 10-point grading system (ECTS grading system). In case a student fails, he/she is allowed to re-take the examination once.
5. **Grading.** Student earns his/her grade by turning in interim test, exam and project. The grade is reduced if a student misses the class 3 times and more.

## Literature

### Main textbook

1. Social Psychology. Aronson E., Wilson T.D., Akert R.M. (2010), N.J.: Prentice Hall.
2. Socialinė psichologija. David G. Myers (2008) 7/ed.: Poligrafija ir informatika.

### Other textbooks

3. Choice & change : the psychology of personal growth and interpersonal relationships / April O'Connel, Vincent O'Connell, Lois - Ann Kuntz. (2005) 7th ed. Upper Sadle River : Pearson Prentice Hall.
4. DeVito, J. (2008). The Interpersonal Communication Book 12th Edition (MyCommunicationLab Series). Wadsworth: Thompson Learning
5. Bendravimo psichologija (2006). Kaunas: Technologija. (154 copies ISM Library)
6. Handbook of interpersonal communication / edited by Mark L. Knapp and John A. Daly . – London : SAGE, 2002 .
7. Hargie O., Saunders Ch., Dickson D. (2000). Skill in interpersonal communication. London: Routledge.
8. Lekavičienė R. (2001). Socialinės kompetencijos psichological kriterijai ir vertinimas. Lietuvos studentų tyrimas. VDU: Kaunas.
9. Myers, D. G. (2000). Psichologija. Kaunas: Poligrafija ir informatika. (5 copies ISM library)
10. Suslavičius A., Valickas G. (1999). Socialinė psichologija. Vilnius: LTA.
11. J. Parikh (2001). Managing your self. Oxford: Blackwell.
12. Psichologija studentui (2005). Kaunas: Technologija. (152 copies ISM Library)
13. Psychology: brain, behavior, & culture / Drew Westen (2002). – New York: John Wiley.
14. Social psychology /Shelley E. Taylor, Letitia Anne Peplau, David O. Sears, Upper Saddle River, (2003), N.J. : Prentice Hall.