IÉSEG School of Management

International Summer Academy 2016

Global Business & Management

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Assistant Professor

Marketing and Negotiation Department

Psychology at the Workplace

Dates: 18, 19, 21, 22 July 2016

General Information

Course credits: 2 credits

Course length: 16 hours

Course Description

Do you want to make a smarter decision? How does the group influence us in the

teamwork? What people can do to manage conflicts and cultural differences in their daily

work? This course is designed to answer these questions from a psychological perspective. In

specific, the course applies various psychological theories to provide students with both

theoretical backgrounds and practical implications about how people think and behave in

the business context. In addition, the course incorporates video clips, decision-making tasks,

role-playing games, group exercises, and in-class discussions to facilitate students' learning.

Learning Objectives

At the end the course, students will be able to:

(1) use a scientific perspective to understand psychology and experiments

- (2) understand implications of psychological theories in daily lives
- (3) gain an intellectual view of point on decision-makings, group interactions, cultural differences, conflict management, etc.
- (4) develop an analytical and critical thinking on business-related issues

Course Outline

Session	Topic	
Session 1	Individual: how do you make decisions?	
Session 2	Group: three is better than one?	
Session 3	Culture: know the game, play the game	
Session 4	Conflict: what is your problem?	

Course Assessment

Assessment	Percentage	Content
Participation	40%	Students' attendance, active learning, and critical thinking during the class
Final exam	60%	20 multiple choice questions (3 * 20 = 60 marks) 2 open-ended questions (20 * 2 = 40 marks)