Faculty of International Economics and Administration
Department: Administration, Management and Political Science
Professional area: Administration and Management
Major: Business Administration and Management – International Business Management
Educational-and-qualification Degree: Bachelor

COURSE DESCRIPTION

1. Course unit title: Psychology of Management
2. Course unit code: PSY 1040
3. Type of course unit: compulsory
4. Level of course unit: Bachelor
5. Year of study: second
6. Semester: third
7. Number of ECTS credits allocated: 4,5
8. Name of lecturer(s): Prof. Galya Gercheva, D.Sc.
9. Learning outcomes of the course unit: thorough knowledge of basic theoretical concepts of the psychological nature of human communities management (organizations, groups, teams); built practical social skills for effective management; formed positive attitude to individual personal development.
10. Mode of delivery: face-to-face; distance learning
11. Prerequisites and co-requisites: Students need to have prior knowledge of the main principles of management.
12. Course contents: psychological knowledge and the basic theoretical and applied issues of the psychology of social management; social groups withinin organizations - formal and informal characteristics; motivation in management - basic approaches based on individual needs; personal characteristics of the manager; personal characteristics of the employees in organizations; specifics of communication in management; Self-knowledge and personal development; Management styles, typical for managers and leaders; Negotiations - basic techniques.
13. Recommended or required reading:

- Арънсън, Е. Човекът - "социално животно" С., Дамян Яков, 2009
- Герчева-Несторова, Г. Личност и общуване. С., Изд. „ Албатрос”, 2010.
- Герчева-Несторова, Г. Психология в управлението. Комуникативен разрез. Варна, УИ ВСУ „ Черноризец Храбър”, 2004.
- Герчева-Несторова, Г. Психология на управлението. Комуникативен практикум”, Варна, УИ ВСУ „Черноризец Храбър”, 2005.
- Маслоу, Е. Мотивация и личност, С. Изд. „Кибеа”, 2010
- Социална психология. Под. ред. на Серж Московичи. С., Изд. „Дамян Янков”, 2006
- Розанова, В.А. Психология управления, М. Альфа-Пресс, 2008

14. Planned learning activities and teaching methods: a course of lectures and case studies
15. Assessment methods and criteria: The final grade represents the average score of 15.1 and 15.2 as follows:

15.1 Continuous assessment:

- writing and presenting course assignments – up to 3 a semester;
- regular seminar attendance with minimum four presentations of personal views;
- successful participation in a colloquium.

15.2 Written semester examination – test covering the material taught in the lectures and seminars. Students are given a pass grade provided they have done correctly more than 50% of the tasks.

16. Language of instruction: Bulgarian.
17. Work placement(s): None.