

Faculty of International Economics and Administration
Department: International Economics and Politics
Professional area: Economics
Major: Marketing
Inter-University Program: International Marketing
Educational-and-qualification Degree: Master

COURSE DESCRIPTION

1. Course unit title: Social Interactions and Teamwork
2. Course unit code: SOC 3020
3. Type of course: compulsory
4. Level of course unit: Master
5. Year of study: second
6. Semester: third
7. Number of ECTS credits allocated: 4.5
8. Name of lecturer(s): Prof. D.Sc. Galya Gercheva
9. Learning outcomes of the course unit: knowledge of the basic theoretical concepts about the psychological nature of social interactions in social groups and teams; established practical skills for effective social work in groups and teams; already formed positive attitude towards group work and teamwork.
10. Mode of delivery: face-to-face.
11. Prerequisites and co-requisites: basic knowledge about social communities and their management
12. Course contents (annotation): Social groups. Group processes. Communications Group and the team. Team activity- problem solving, decision making, group polarization, group thinking. Basic requirements for the leader to effectively guide the work of the team. Key signs of team effectiveness. Leadership - leadership styles of interaction. Personal qualities of the leader and manager, determining the effectiveness of the management of the team. Interactions occurring as conflicts. Conflict Management.
13. Recommended or required reading:
 1. Арънсън, Елиът Човекът - "социално животно" / Елиът Арънсън . - 2. доп. изд. . - София : Дамян Яков, 2009
 2. Герчева-Несторова, Г., Психология в управлението, Комуникативен разрез, Варна, УИ на ВСУ „Черноризец Храбър”, 2004
 3. Герчева-Несторова, Г., Психология в управлението, Комуникативен практикум, Варна, УИ на ВСУ „Черноризец Харбър, 2005
 4. Герчева-Несторова, Г.Т., Личност и общуване, С., Албатрос 2010
 5. Гюрова, В., Божилова, В. Магията на екипната работа. С., ЕВРОПРЕС, 2006
 6. Пелерин, Ч. Дж. Как НАСА създава екипи. С., ИК „ИнфоДАР” ЕООД, 2011
 7. Социална психология. Под. Ред. На Серж Московичи.с., Изд. „ Дамян Яков“, 2006
 8. Социална психология. Хрестоматия. С. Изд. „ Дилок“, 2001
 9. Христова, Т., Христов,Т., Христов, С. 10те златни правила за работа в

екип. С., СИЕЛА, 2006

10. Аронсон, Э., Уилсон, Т., Эйкерт, Р. Социальная психология. Психологические законы поведения человека в социуме. Санкт-Петербург „ Прайм-ЭВРОЗНАК“, М. „ ОЛМА - ПРЕСС“, 2004
11. Тейлор, Ш., Пишло, Л., Сирс, Д. Социальная психология. Санкт-Петербург, „ ПИТЕР“, 2004
12. Harris, Th. E., Nelson, M.D. Applied Organizational Communication. New York – London, Taylor & Francis Group, LLC, 2008
14. Planned learning activities and teaching methods: a course of lectures, seminar and trainings, which provide both the theoretical and the practical preparation of students.
15. Assessment methods and criteria: the overall grade is the average of 15.1 and 15.2:
 - 15.1 Continuous assessment:
 - Active participation during lectures - preparation and submission of a presentation, a case study;
 - Participation during seminars, expression of their own opinion during at least two seminars
 - 15.2. Written exam - a test that includes questions from the lectures and seminars. The test is passed, if more than 50% of the problems are solved.
16. Language of instruction: Bulgarian.
17. Work placement(s): none.