Psychology of Managerial Interaction

Work Program of the Discipline (Syllabus)

Details of the Discipline

Level of higher education	*Third (educational and scientific)*
Field of knowledge	*05 Social and behavioral sciences*
Specialty	*053 Psychology*
Educational and scientific program	*Psychology*
Status of discipline	*Selective*
Form of study	*full-time / remote*
Course and semester	*2nd year, autumn (first) semester*
The scope of the discipline	*5 credits ECTS / 120 hours*
Semester control / control measures	*Exam*
Lessons schedule	*Lectures: Thursday 10.25-12.00 (1st week)*
	Practical training: Thursday 10.25-12.00 (2nd week)
Language of study	*Ukrainian*
Information about course leader / teachers	*Lecturer and practical: Ph.D., Professor Vynoslavska Olena Vasylivna, olenavynoslavska@gmail.com*
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Course placement	

Curriculum of the Discipline

1. Description of the Discipline, its Purpose, Subject of Study and Learning Outcomes

The subject of the discipline "Psychology of managerial interaction" are psychological patterns and mechanisms that govern the interaction of people in organized systems under influence of leaders. The course begins with the study of the phenomenology of socio-psychological space, then processes and bases of categorization by the person of a social environment, emotional are studied intelligence and human management, socio-psychological distance in interaction with people, organization of joint activities of the team, authority and socio-psychological maturity of the leader, leadership potential of the leader and its implementation in management interaction, the course is completed study of conflicts in managerial interaction.

The purpose of the course - to form in graduate students the ability: scientific orientation in the interdisciplinary field of knowledge, which is the discipline; analysis of current trends in organized management systems; definition of leadership as a paradigm of organizational power; performance evaluation interaction of people in various psychological situations.

Communication with the teacher is possible and will be encouraged in the classroom, as well as in within two hours of consultations with the teacher, which are held according to the schedule available on the site Department of Psychology and Pedagogy.

In accordance with the requirements of the educational and professional program, the purpose of the credit module is to form postgraduate students
abilities:

• conduct critical analysis, evaluation and synthesis of new and complex ideas and social psychological phenomena (LC 2);

• use information and communication technologies (LC 3);

• be aware of the need for and compliance with the norms of scientific ethics (LC 5);

• develop and manage research projects, make proposals for funding scientific research (LC 6);

• participate in the work of domestic and international research teams (LC 7);

The task of the credit module is to form the following learning outcomes

knowledge:

• features of mental phenomena, patterns of development of mental properties of the individual, the basis interaction and communication of the individual in a small group (ZN 9);

• individual psychological properties and qualities of personality as a subject of different types activities that promote self-realization and professional success (ZN 12);

• know the principles of organization of developmental influences on the psyche of the individual (ZN 13);

• dialogical forms of communication in joint activities (ZN 14).

ability:

• identify, systematize, solve, critically comprehend and predict significant psychological problems, factors and tendencies of functioning and development individuals, groups and organizations at different levels of psychological research (UM 6);

• have the techniques of personal self-development and self-improvement, actualization of their own potential opportunities and further self-realization (UM 9);

• adhere to the rules of scientific ethics, legal and social norms in the professional process and research and innovation (UM 11);

• analyze complex socio-psychological phenomena, link general psychological problems with solving problems that arise in professional activities (UM 13);

• identify problems and contradictions, analyze psychological phenomena and social processes reality (UM 14);

• work on their own development and improvement, determine their professional opportunities and show a desire to improve professional skills and professional mobility (UM 15);

• to organize and manage the cognitive activity of students, to form students critical thinking and the ability to carry out activities in all its components (UM 19).

As a result of mastering the credit module, postgraduate students will be able to:

• navigate and use the basic provisions and conceptual and terminological credit module apparatus;

• analyze current trends in the management of organized systems;

• be aware of the definition of leadership as a paradigm of organizational power;

• effectively assess the interaction of people in various psychological situations.

Communication with the teacher is possible and will be encouraged in the classroom, as well as in within two hours of consultations with the teacher, which are held according to the schedule available on the site Department of Psychology and Pedagogy. In addition, for more effective communication in order to understand the structure of the discipline and the assimilation of the material uses e-mail, Telegram messenger.

2. Requisites and Post Requisites of the Discipline (Place in the Structural and Logical Scheme of Education According to the Relevant Educational Program)

The credit module is studied after mastering the credit modules "Theoretical and methodological problems of psychology ", "Psychology of social phenomena", "Psychology of life environment", "Psychology of professional activity", "Psychology of scientific and technical creativity", "Research Methodology", which are part of the cycle of mandatory (normative) disciplines of the educational program.

The credit module is in some connection with such disciplines as basics management and psychology, creating a common worldview and methodological basis for students' perception of the content of the proposed credit module

3. The Content of the Discipline

Full-time

List of Topics	Number of hours			
	Hours in total	Allocation of time by the type of class		
		Lectures	Seminars (Practical training)	Independent work
1	2	3	4	5
Topic 1. Phenomenology of socio-psychological space	12	2	-	10
Topic 2. Processes and grounds for categorization personality of the social environment	12	2	-	10
Topic 3. Emotional intelligence and people management	12	-	2	10
Topic 4. Socio-psychological distance in interaction with people	12	2	-	10
Topic 5. Organization of joint activities of the team	12	2	-	10
Topic 6. The authority of the head	12	-	2	10
Topic 7. Socio-psychological maturity of the leader	12	-	2	10
Topic 8. Leadership potential of the leader and his implementation in management interaction	12	-	2	10
Topic 9. Conflicts in management interaction	12	-	-	12
Abstract	12	-	-	12
Exam	30	-	-	30
Total amount of hours	**150**	**8**	**8**	**134**

4. Educational Literature and Resources

For the successful study of the discipline it is enough to study the educational material, which is taught in lectures, as well as to get acquainted with:

4.1 Basic Literature:
1. Goulman D.. Emotsionalnoe liderstvo. Iskusstvo upravleniya lyudmi na osnove emotsionalnogo intellekta / D. Goulman, R. Boyatsis, E. Makki; per. s angl. – 4-e izd. – M. : Izd-vo Alpina Pablisherz, 2010. – 300 s. [in Russian].
2. Zhuravlev A.L. Nravstvenno-psihologicheskaya regulyatsiya ekonomicheskoy aktivnosti / A.L. Zhuravlev, A.B. Kupreychenko. – M.: Izd-vo IP RAN, 2003. – 436 s. [in Russian].
3. Zhuravlev A.L. Psihologiya sovmestnoy deyatelnosti / A.L. Zhuravlev. – M.: Izd-vo IP RAN, 2005. – 640 s. [in Russian].
4. Zhuravlev A.L. Sotsialno-psihologicheskoe prostranstvo lichnosti / A.L. Zhuravlev, A.B. Kupreychenko. – M.: Izd-vo IP RAN, 2012. – 95 s. [in Russian].
5. Zhuravlev A.L. Aktualnyie problemyi sotsialno-orientirovannyih otrasley psihologii / A.L. Zhuravlev. – M.: Izd-vo IP RAN, 2011. – 560 s. [in Russian].

6. Zankovskiy A.N. Psihologiya liderstva / A.N. Zankovskiy. – M.: Izd-vo IP RAN, 2011. – 290 s. [in Russian].

7. Kupreychenko A.B. Psihologiya doveriya i nedoveriya / A.B. Kupreychenko. – M.: Izd-vo IP RAN, 2008. – 46 s. [in Russian].

8. Latyinov V.V. Psihologiya kommunikativnogo vozdeystviya / V.V. Latyinov. – M.: Izd-vo IP RAN, 2013. – 368 s. [in Russian].

9. Lozhkin G.V. Liderstvo: istoriya i sovremennost // G.V. Lozhkin, N.Yu. Zubanova. – Personal. KiYiv: MAUP. 2001. – 50 s. [in Russian].

10. Lozhkin G.V. Prakticheskaya psihologiya konflikta / G.V. Lozhkin, N.I. Povyakel. – K.: MAUP, 2000. – 256 s. [in Russian].

11. Lozhkin H.V. Psykholohiia pratsi : [navch. posibnyk] / H.V. Lozhkin, N.Iu. Volianiuk. –Khmelnytskyi, 2013. – 206 s. [in Ukrainian].

12. Moskalenko V. V. Sotsialna psykholohiia / Moskalenko V. V. – [2-e vyd., vyprav. ta dopovn.] – K. : Tsentr uchbovoi literatury, 2008. – 688 s. [in Ukrainian].

4.2 Support Literature:

1. Adair D. Psihologiya liderstva / D. Adair. – M. : Izd-vo Eksmo,2006. – 352 s. [in Russian].

2. Bondyireva S.K. Tolerantnost (vvedenie v problemu) / S.K. Bondyireva, D.V.Kolesov. – M.: Izd-vo MPSI; Voronezh: Izd-vo NPO «MODEK», 2003. – 240 s. [in Russian].

3. Vynoslavska O.V., Karamushka L.M. Mizhosobystisni stosunky i konflikty / O.V. Vynoslavska, L.M. Karamushka // Psykholohiia / Za nauk. red. O.V.Vynoslavskoi. – 2-e vyd., pererob. ta dopovn. – Kyiv: Firma INKOS, 2007. – S. 225-232. [in Ukrainian].

4. Vynoslavska O.V., Malyhina M.P. Liudski stosunky / O.V. Vynoslavska, M.P. Malyhina. – 3-ye vyd., pererob. i dopovn. – Kyiv : Kompiuterpres, 2010. – 142 s. [in Ukrainian].

5. Volyanyuk N.Yu. Psihologiya vzaimodeystviya v sisteme «trener-sportsmen» / N.Yu. Volyanyuk, A.I. Buznik, G.V. Lozhkin. – K.: FFU, 2009. – 66 s. [in Russian].

6. Karamushka L.M. Formuvannia komandy yak faktor zabezpechennia konkurentnozdatnosti pidpryiemtsiv / L. M. Karamushka, O. A. Fil, S. M. Siushkina // Aktualni problemy psykholohii. Tom 1.: Ekonomichna psykholohiia. Orhanizatsiina psykholohiia. Sotsialna psykholohiia : zb. nauk. prats Instytutu psykholohii im. H. S. Kostiuka APN Ukrainy / za red. S. D. Maksymenka, L. M. Karamushky. – 2005. – Ch. 15. – S. 55–61. [in Ukrainian].

7. Kovalenko A. B. Sotsialna psykholohiia / A. B. Kovalenko, M. N. Korniev. – K. : Heoprynt, 2006. – 400 s. [in Ukrainian].

8. Moskalenko V. V. Psykholohiia sotsialnoho vplyvu / Moskalenko V. V. – K. : Tsentr uchbovoi literatury, 2007. – 448 s. [in Ukrainian].

9. Reznik S.D. Upravlenie kafedroy: Uchebnik. 2-e izd., pererab. i dop. – M.: INFRA-M, 2004. – 635 s. [in Russian].

10. Tekhnolohii roboty orhanizatsiinykh psykholohiv / Za nauk. red. L. M. Karamushky. – Kyiv: «INKOS», 2005. – 363 s. [in Ukrainian].

Educational Content

5. Methods of Mastering the Discipline (Educational Component)

Lectures

№	The title of the lecture topic and a list of key issues (tasks for independent work of students)
1	**Topic 1. Phenomenology of socio-psychological space** Characteristics and types of socio-psychological space. Basic provisions for formation of socio-psychological space. Functions of socio-psychological space. **Tasks for Self-study:**

	1. Describe the process of categorization of the individual socio-psychological space. 2. Discover the characteristics and types of socio-psychological space. 3. Analyze the factors of socio-psychological space. 4. Explain the basic provisions for the formation of socio-psychological space. 5. Analyze the functions of socio-psychological space.
2	**Topic 2. Processes and grounds for categorization of the social environment** Social behavior of the subject. Criteria of trust and distrust of the individual in business relations. Factors of trust and distrust of the individual to other people. Factors respect / disrespect of other people. **Tasks for Self-study:** 1. Analyze the inter determination of socio-psychological space and social behavior of the subject. 2. Describe the criteria of trust and distrust of the individual in business relations. 3. Explain the factors of trust and distrust of the individual to other people. 4. Describe the factors of respect / disrespect for other people. 5. Analyze the relationship between trust / distrust and respect / disrespect other people.
3	**Topic 4. Socio-psychological distance in interaction with people** Functions of socio-psychological distance in interpersonal interaction and management. Implicit ideas about psychological distance. Personal determination of psychological distance. **Tasks for Self-study:** 1. Describe the main approaches to the study of psychological distance. 2. Analyze the functions of socio-psychological distance in interpersonal interaction and management. 3. Describe the implicit ideas about psychological distance. 4. Discover the connection between psychological distance and the categorization of the social personality space. 5. What is the personal determination of psychological distance?
4	**Topic 5. Organization of joint activities of the team** The concept of joint and activity. Distribution of roles in the workforce. The role of personality the head. **Tasks for Self-study:** 1. Explain the difference between the concepts of joint and distributed activities. 2. Describe the phenomena of the group that are affected by joint activities. 3. Analyze the features of the distribution of roles in the workforce. 4. Explain the role of the leader's personality in the organization of joint activities. 5. Analyze the features of the organization by the head of joint activities in the conditions radical socio-psychological changes.

Seminar (Practical Training)

The main tasks of the cycle of seminars (practical training)
to form in postgraduate students:
• ability to systematize scientific areas on the problem of management interaction;
• ability to assess the preferences of applicants in psychological research;
• ability to create programs for the development of professional qualities of managers and leaders;
• ability to use business games as a method of evaluating and training future managers and leaders;

• ability to diagnose the conflict competence of future leaders; interpret the results of psychodiagnostic research;
• ability to use the scale of expert assessment of the personal contribution of the leader to the work team.

№	The name of the subject and the list of key issues (list of didactics, references to literature and assignments on the SS)
1	**Topic 3. Emotional intelligence and people management** Goal. Assimilate modern ideas about emotional intelligence and its role in processes management interaction. Key issues: 1. The structure of emotional intelligence. 2. The role of emotional intelligence in the processes of interaction. 3. Characteristics of the components of emotional intelligence.
2	**Topic 6. The authority of the head** Goal. Analyze the personal qualities of the head of the workforce and procedures expert assessment of personal qualities and effectiveness of the leader. Key issues: 1. Personal qualities of the head of the workforce. 2. Expert assessment of personal qualities of the head's effectiveness.
3	**Topic 7. Socio-psychological maturity of the leader** Objective: To analyze the personal socio-psychological maturity of the leader Key issues: 1. The phenomenon of psychological maturity. 2. Reflectiveness. 3. Value-semantic rationality of the leader's behavior.
4	**Topic 8. Leadership potential of the leader and its implementation in management interaction** Goal. Carry out a comparative analysis of the concepts of "psychological potential" and "Leadership potential", consider the main leadership qualities of the leader and communication barriers in the relationship. Key issues: 1. The concept of psychological and leadership potential. 2. Psychological competence of leaders in the context of management. 3. Communicative barriers in relationships.

6. Independent Works of Students

Postgraduate students independently study the following issues:

Topic 3. Emotional intelligence and people management
The structure of emotional intelligence and its role in the processes of interaction. Components: cognitive, conative, emotional.

Topic 6. The authority of the head
Personal qualities of the head of the labor collective. Expert assessment of personal qualities and managerial effectiveness.

Topic 7. Socio-psychological maturity of the leader
The phenomenon of psychological maturity. Reflectiveness. Value-semantic rationality behavior of the head.

Topic 8. Leadership potential of the leader and its implementation in management interaction
The concept of psychological and leadership potential. Psychological competence of leaders in the context of management. Communicative barriers in relationships.

Topic 9. Conflicts in management interaction
Phenomenology of conflicts. Conflictogens of the leader, interpersonal conflicts, subordination in managerial interaction. Conflict prevention and ways to overcome.

Individual work

For individual work, postgraduate students are offered to prepare an abstract.
The structure of the abstract
The style of presentation of the material should be scientific and business.
The material is distributed evenly in accordance with the plan of the abstract:
- introduction (the relevance and practical significance of the chosen topic must be substantiated abstract, defined purpose and objectives of the work);
- the main part (the topic of the abstract is revealed by covering the main issues. It is necessary to focus on the analysis of the questions in the literature with conclusions regarding their theoretical and practical significance;
- conclusions (it is necessary to formulate: a) scientific-theoretical and practical results conducted analysis on the issues of the abstract; b) theoretical and practical recommendations that follow from the analysis. They must be logically related to the content of what is stated material);
- list of references (contains used sources and publications).
Requirements for the abstract
Planning and style.
The volume of the abstract should be 10-15 pages. Not to the total amount of work includes appendices, a glossary, a list of sources used, tables and figures that are complete occupy the area of the page. But all pages of these elements are subject to continuous numbering.
The text must contain references to literature and other sources that used in the preparation of the abstract. The text of the abstract is presented in the state language on standard sheets A-4 format (210 x 297). The work is printed in Times New Roman font, 14 point; alignment - "Width"; line spacing "One and a half" (1.5 Lines); paragraph indent - five characters (1.25 cm); top and bottom margin - 2 cm, left margin - 3 cm, right margin - 1 cm. Paragraph indentation should be the same throughout text and equal to five characters (1.25 cm).
Abbreviations for words and phrases must meet current library standards and publishing (for example: the Ministry of Internal Affairs of Ukraine (hereinafter - the Ministry of Internal Affairs)).
Sections and subsections should contain headings that should be accurately reproduced in the table of contents.
Section headings are usually placed in the middle of the line. Section titles are capitalized letters without punctuation marks at the end, without underscores. Section headings should start with proper indentation.
Page numbering must be continuous. The serial number of the page is indicated in Arabic numerals and put in the upper right corner of the page without dots or dashes. The title page (attached) is included in the general page numbering of the written work, but the page number on the title page is usually not affixed. Sections should be numbered also in Arabic numerals.
When using literary sources in the text of a written work can be two options for links to them. The first is page links (footnotes): when on the page the source is cited, then at the bottom of this page under the main text is a bibliographic description literary source and the page is specified. The second - when in the case of a reference to the literary the source in square brackets indicates its serial number in the bibliography and specific page, quote, exact numbers, data.

Illustrative material - drawings, graphics, diagrams, etc. should be posted directly after the first reference to it in the text. If a graph, chart, or table does not fit on page where there are links, they are submitted on the next page. For each illustrative material there should be links in the text.

Topics of abstracts should be agreed with the teacher of the discipline and scientific supervisor of the graduate student.

Policy and Control

Course Policy (Educational Component)

Working on the study material of the credit module "Psychology of managerial interaction", postgraduate students independently study the literature, prepare for seminars and do on them reports, which contributes to the deepening of theoretical knowledge of postgraduate students on certain topics of credit module and develops skills of independent work with specialized literature, and also promotes formation of the ability to use knowledge to solve relevant practical problems.

Attendance and task performance

It is important for postgraduate students to attend lectures, which will be covered in a systematic way educational material in the amount sufficient for mastering the credit module by a postgraduate student. It will be difficult for a postgraduate student to properly prepare for seminars if he or she misses lectures. However, it is not necessary to work off the missed lectures. Active participation of the postgraduate student in seminars is mandatory because of the rating the postgraduate student will be largely formed as a result of his work in seminars. Each missed seminar (regardless of the reasons for skipping) reduces the final postgraduate student rating from the credit module. A postgraduate student who missed seminars may get a low rating, which will not allow such a postgraduate student to the exam.

Postgraduate students who missed seminars may not be able to reduce the final rating, in a timely manner (during the semester) having worked out the relevant topics and completed the tasks, provided for missed classes as soon as the postgraduate student is ready to demonstrate their knowledge and skills on missed topics.

Topics and tasks for seminars are provided by the work program of the credit module are available in the "Campus" system.

It is not allowed to use laptops, smartphones, lectures, seminars, and other similar means. In the seminar, the postgraduate student can use the prepared written notes on the topic of the lesson (or provided by the task).

Forms of Work

The lectures cover the content of the main topics of the credit module "Psychology of managerial interaction". The topics of the lectures are covered in the work program of the credit module. The teacher can ask questions to individual postgraduate students or the general audience, postgraduate students can also ask questions to the teacher during the lecture.

In seminars, postgraduate students make reports on topics that the teacher in advance assigns them to prepare as well as discuss seminar issues.

University Policy

Academic Integrity

The main types of academic responsibility are established by the Law of Ukraine "On Education". According to Part 6 of Article 42 to the main types of academic responsibility of students include: re-assessment (test, exam, test, etc.); again passing the relevant educational component of the educational program; deductions from the institution education; deprivation of an academic scholarship; deprivation of benefits provided by the educational institution for payment for teaching.

Policies, standards, and procedures for academic integrity include the following regulatory documents of the Igor Sikorsky Kyiv Polytechnic Institute, published on the University website: Code of The Honor of the Igor Sikorsky Kyiv Polytechnic Institute https://kpi.ua/files/honorcode.pdf, System Regulations prevention of academic plagiarism https://rb.gy/agihij, as well as legal documents, official recommendations, orders and directives, sociological research of the Igor Sikorsky Kyiv Polytechnic Institute, methodical materials, educational courses https://kpi.ua/academic-integrity.

Among the technological solutions in the fight against violations of academic integrity within the study of the course "Methodology of scientific research"," can be noted: verification prepared abstract on plagiarism. The test is performed in the Detection System matches/identity/similarity of the text from the company Unichek. In case of detection of academic plagiarism, the authors are responsible for the work of employees and applicants for the higher education of the University in accordance with current legislation, including those provided by the Law of Ukraine on Education.

Norms of Ethical Behavior

Norms of ethical behavior of students and employees are defined in Section 2 of the Code of Honor of the National Technical University of Ukraine "Igor Sikorsky Kyiv Polytechnic Institute". Details: https://kpi.ua/code, as well as in the Regulations on the Commission on Ethics and Academic Integrity of Igor Sikorsky Kyiv Polytechnic Institute https://data.kpi.ua/sites/default/files/files/2015_1-140a1.pdf.

7. Types of Control and Rating System for Assessing Learning Outcomes (Rating System)

Current control: survey on the topic of the lesson, task performance.
Semester control: exam.

Evaluation and Control Measures
The rating in the discipline consists of points obtained for:
1) work at seminars;
2) abstract;
3) examination control work.

The work of a postgraduate student in four seminars determines 40% of his rating credit module "Psychology of managerial interaction", the preparation of the abstract determines 10% rating, and passing the exam 50% of the graduate student's rating.

The postgraduate student will receive the highest rating if he actively participates in seminars classes, namely: makes thorough and meaningful reports and discusses the issues of the seminar.

Missed classes, inaccuracies, incompleteness, errors in answers, avoidance of discussion, violation of the established requirements leads to a decrease in the postgraduate student's rating. Proper preparation of a postgraduate student for a seminar will take an average of 2 hours. The teacher evaluates the work of postgraduate students in each seminar and exposes them to electronic campus.

Detailed criteria for evaluating postgraduate learning outcomes are set out in Annex 1.
Table of correspondence of rating points to grades on the university scale:

Number of points	Evaluation
100-95	Excellent
94-85	Very good
84-75	Good
74-65	Satisfactorily
64-60	Sufficient
R < 60	Insufficient
Admission conditions are not met	Not admitted

8. Additional Information on the Discipline (Educational Component)

Working on the lecture of the postgraduate student it is necessary to summarize the basic concepts, signs, classifications, definitions, algorithms, which will be told by the teacher, which will promote better mastering by him educational material.

In preparation for the seminar, the postgraduate student must complete a lecture material on a particular topic; in addition, it is desirable to get acquainted with additional resources. When it occurs issues, you need to consult with the teacher.

In a seminar, even a well-trained postgraduate student should not shy away from it discussions. It is worth remembering that ignorance of the material of the discipline is a significant disadvantage of the work postgraduate student and will negatively affect his overall rating.

Extracurricular Activities
Possible participation of postgraduate students in informal circles, in particular in the open group PhD-incubator https://www.facebook.com/groups/2735550373369832/

Distance Learning
Synchronous distance learning is possible using video conferencing platforms and educational platform for distance learning at the university.

Inclusive Education
Allowed

The Work Program of the Discipline (Syllabus):

Compiled by the Ph.D., Professor Vynoslavska Olena Vasylivna

Approved by the Department of Psychology and Pedagogy (Protocol № ___ of _____)
Approved by Methodical Commission of Faculty (Protocol № ___ of _____)

Rating System for Assessing Learning Outcomes

The rating in the discipline consists of points obtained for:
1) work at seminars;
2) abstract;
3) examination control work.

System of rating (weight) points and evaluation criteria:

1. Work on seminars at a seminar maximum number of points is 10:

The maximum number of points in all seminars is:

10 points × 4 sec. with. = 40 points

Evaluation of the work of each postgraduate student is carried out at each seminar for two indicators - activity and preparedness:

a) activity

5 points × 1 s. with. = 5 points

Evaluation criteria:

5 - high activity, which shows the focus on thorough assimilation of the material;

3-4 - sufficient activity, which shows the focus on learning the material;

1-2 - insufficient activity, which shows the evasion of assimilation of the material;

0 - low activity, which shows a significant deviation from the assimilation of the material.

b) preparedness

5 points × 1 s. with. = 5 points

Evaluation criteria:

5 - a complete, clear, set out in a certain logical sequence of answers to the questions of the seminar, which indicates a deep understanding of the essence of the issue, acquaintance of the postgraduate student not only with the material lectures, but also with a textbook and additional literature; expression of the postgraduate student's own position on debatable issues, if any are raised in the matter.

3 - 4 is not a complete or not clear enough answer to the questions of the seminar, which indicates correct understanding of the essence of the question, acquaintance of the postgraduate student with the material of lectures and textbook but has minor inaccuracies.

1 - 2 incorrect answer to the question of the seminar, which indicates ignorance of the material, but the postgraduate student's attempt to express his own understanding of the essence of the question.

0 - no answer

2. Abstract

The maximum number of points for the abstract is 10 points.

Each abstract is evaluated based on an analysis of a set of the following criteria:

1. Relevance of the topic.

2. The plan and content of the abstract should systematically reveal the chosen topic.

3. Personal contribution is estimated from the presence of own analytical conclusions.

4. Used sources, ie the presence of a sufficient number of modern regulatory and scientific sources.

Evaluation criteria:

7-10 topic of the abstract is relevant, the plan and content of the abstract systematically reveal the selected topic, there is analytical conclusions of the postgraduate student, a sufficient amount was used in the preparation of the abstract regulatory and scientific sources;

5-6 topic of the abstract is relevant, the plan and content of the abstract systematically reveal the selected topic, when sufficient normative and scientific sources were used in the preparation of the abstract, but none analytical conclusions of the postgraduate student;

3-4 topic of the abstract is relevant, but the plan and content of the abstract does not sufficiently disclose the chosen topic, there are no analytical conclusions of the postgraduate student, a sufficient number was used in the preparation of the abstract regulatory and scientific sources;

0–2 the topic of the abstract is relevant, but the plan and content of the abstract do not reveal the selected topic, no analytical conclusions of the postgraduate student, insufficient amount was used in the preparation of the abstract regulatory and scientific sources.

Rating scale (R):

The sum of weight points of control measures during the semester is:

RS = 40 + 10 = 50 points

The examination component of the scale is equal to 50% of R , namely:

RE = 50 points

Thus, the rating scale of the credit module is R = RC + RE = 100 points.

A prerequisite for admission to the exam is a rating (Rc) of at least 50% of RC , ie 25 points.

4. Exam: examination test is conducted in writing for 90 minutes.

The exam ticket consists of two theoretical questions on thematic sections of the course.

The weight of each question is 25.

Example:

Exam task № 1

1. Explain the basic provisions for the formation of socio-psychological space.

2. Analyze the role of emotional intelligence in the professional activities of the leader.

Exam task № 2

1. Describe the criteria of trust and distrust of the individual in business relations.

2. Analyze the factors that contribute to the formation of the authority of the leader.

Examination evaluation criteria:

19–25 is a complete, clear, logical answer to the question that testifies to deep understanding of the essence of the issue, acquaintance of the postgraduate student not only with the material of lectures, but also with textbook and additional literature; expression of the postgraduate student's own position on discussion issues, if any are raised in the issue;

13-18 answer the question, but not completely complete or not clear enough, which indicates correct understanding of the essence of the issue, acquaintance of the postgraduate student with the material of lectures and textbook; certain inaccuracies in the answer;

6-12 is a sufficiently superficial answer to the question; significant errors in the answer;

0–5 incorrect answers to the question, which indicates ignorance of the relevant training material, but an attempt to express their own understanding of the essence of the question; absence answers.

In order for the postgraduate student to receive the appropriate grades, his rating (RD) is translated according to Table 1:

RD	ECTS assessment	The assessment is traditional
95 – 100	Perfectly	Perfectly
85 – 94	Very good	Good
75 – 84	Good	
65 – 74	Satisfactorily	Satisfactorily
60 – 64	Enough (meets minimum criteria)	
RD < 60	Unsatisfactorily	Unsatisfactorily

Approximate topics of abstracts

1. Psychological content of management.
2. Features of personality behavior in the organization.
3. The influence of social attitudes of the individual on his behavior in the organization.
4. Dependence of effective management on the abilities and personality traits.
5. Communicative competence of the leader as a condition of effective management interaction.
6. Socio-psychological foundations of management decisions.
7. Problems of forming an effective team and team.
8. Theories of work motivation.
9. The concept of a charismatic leader (M. Weber).
10. Effective leadership.
11. Interpersonal relationships in the group.
12. Problems of efficiency of interpersonal communication in the organization.
13. Psychological foundations of managerial influences.
14. Psychological support of innovative activity of the organization.
15. Modeling of situations of management consulting and definition of personal factors of its success.
16. Psychological features of the types of socio-psychological space.
17. Criteria of trust and distrust of the individual in business relations.
18. The role of emotional intelligence in the processes of managerial interaction.
19. The phenomenon of psychological maturity.
20. Conflict prevention and ways to overcome.
21. The importance of subordination in management interaction.
22. Reflexivity in the professional activities of the leader.

An indicative list of questions for the examination test

1. Describe the process of categorization of the individual socio-psychological space.
2. Discover the characteristics and types of socio-psychological space.
3. Analyze the factors of socio-psychological space.
4. Explain the basic provisions for the formation of socio-psychological space.
5. Analyze the functions of socio-psychological space.
6. Analyze the interdetermination of socio-psychological space and social behavior of the subject.
7. Describe the criteria of trust and distrust of the individual in business relations.
8. Explain the factors of trust and distrust of the individual to other people.
9. Describe the factors of respect / disrespect for other people.
10. Analyze the relationship between factors of trust / distrust and factors of respect / disrespect for others people.
11. Discover the structure of emotional intelligence.
12. Analyze the role of emotional intelligence in life and self-realization personality.
13. Define the role of emotional intelligence in communication.
14. Analyze the role of emotional intelligence in the professional activities of the leader.
15. Describe the model of emotional leadership.
16. Describe the main approaches to the study of psychological distance.
17. Analyze the functions of socio-psychological distance in interpersonal interaction and management.
18. Describe the implicit ideas about psychological distance.
19. Explain the relationship of psychological distance with the categorization of social personality space.
20. What is the personal determination of psychological distance.
21. Explain the difference between the concepts of joint and distributed activities.
22. Describe the phenomena of the group that are affected by joint activities.
23. Analyze the features of the distribution of roles in the workforce.
24. Explain the role of the leader's personality in the organization of joint activities.
25. Analyze the features of the organization of the head of joint activities in the conditions radical socio-psychological changes.
26. Explain the concept of "authority of the head".
27. Describe the relationship between the concepts of "authority" and "power".
28. Analyze the factors that contribute to the formation of the authority of the leader.
29. Describe the personal qualities of the head of the workforce.
30. Explain what is an expert assessment of personal qualities and effectiveness the head.
31. Describe the phenomenon of psychological maturity.
32. Conduct a comparative analysis of personal maturity, psychological, social.
33. Describe the criteria of socio-psychological maturity.
34. Explain the importance of reflexivity in the professional activities of the leader.
35. Analyze the value-semantic rationality of the leader's behavior.
36. Conduct a comparative analysis of the concepts of "psychological potential" and "leadership potential".
37. Identify the leadership potential of the leader in the social group.
38. Explain the basic interrelated characteristics of leadership potential.
39. Describe the main leadership qualities of the leader and their content.
40. Analyze the main types of communication barriers in the relationship.
41. Describe the types of conflicts.
42. Give a classification of the causes of conflicts.
43. Conduct a conflict analysis of the head.
44. Explain the importance of subordination in management interaction.
45. Analyze measures for conflict prevention and ways to overcome them.