STUDY SUBJECT DESCRIPTION
LEADERSHIP PSYCHOLOGY

Title of Study Programme and Code	Type (compulsory/optional)	Cycle	Year of study when the component is delivered (if applicable)
BUSINESS MANAGEMENT AND INNOVATIONS	Compulsory	I	1st year
Semester/trimester when the component is delivered	Number of ECTS credits allocated	Language of instruction	Mode of delivery (face-to-face/e-learning/…)
2nd	4 ECTS	Lithuanian, English	Face - to - face, e-learning
Learning outcomes		Study methods	Assessment methods
After completion of the study subject, a student will be able: LO 1 to analyse the personality LO 2 to anticipate and analyse problems LO 3 to anticipate constructive ways of resolving conflicts LO 4 to anticipate the course of negotiations LO 5 to analyse types of negotiating partners LO 6 to analyse the act of communication and its structure LO 7 to know business communication principles LO 8 to analyse own behaviour in conflict situations LO 9 to know the psycho-hygiene of managerial work LO 10 to know the managerial mental self-regulation		Interactive lectures; Discussions; Working in groups; Situation analysis; Brainstorming; Analysis of case studies (practical-work experience of the lecturer as an organisational psychologist)	Assessment of practical assignments; Assessment of teamwork; Examination
Prerequisites (these courses must have successfully completed before s/he can take this course)			
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Course content			
1. Personality of the leader: position; competences and abilities (foresight skills, imagination skills, value alignment, empowerment skills, self-awareness skills; personal characteristics 2. Forms of oral communication: the concept of message, encoding and decoding			

3. Non-verbal forms of communication: communication zones, facial expressions, body language, touch, gestures, clothing and appearance

4. The act of communication and its structure. Interpersonal interaction: perception of the other person, emotions in communication, social roles

5. Managerial communication: stages, language, listening, feedback

6. Managing the communication process. Mental self-regulation: diagnosis of personal states, attitudes, beliefs, stress management, self-improvement

7. The manager's mental self-regulation orientations, their knowledge and mastery

8. The modern organisation: culture and development. Problem solving: levels and types; managerial problem solving skills; collective solutions; expanding opportunities to solve

9. Group: from conditional to cohesive teams. The nature and typology of conflict, conflict prevention, resolution algorithm and outcomes; the leader as a cause of conflict

10. Principles of effective negotiation; types of negotiating partners; negotiation preparation, start, progress and end Principles of effective negotiation; types of negotiating partners; negotiation preparation, start, progress and the end

Recommended or required reading and other learning resources/tools

1. Diržytė A., Sondaitė J., Norvilė N., Čėsnienė I., Justickis V., Raižienė S., Mažeikienė A., Valickas A., Pilkauskaitė-Valickienė R. (2012). Verslo psichologija. Vadovėlis. Vilnius: MRU

2. Lekavičienė R., Vasiliauskaitė Z., Antinienė D., Almonaitienė J. (2013). Bendravimo psichologija šiuolaikiškai

3. Cialdini R.B. (2006).Influence: The Psychology of Persuasion. Harper Business