



Syllabus of the course
«Social Psychology in the Legal Sphere»

Specialty	<i>All specialties</i>
Study Programme	<i>All programs</i>
Study cycle (Bachelor, Master, PhD)	<i>the first (Bachelor) level of higher education</i>
Course status	<i>Elective</i>
Language	<i>English</i>
Term	<i>2 year 4 semester; 2 year 5 semester; 3 year 5 semester; 3 year 6 semester; 4 year 7 semester; 4 year 7 semester</i>
Number of credits ECTS	<i>5</i>
Distribution by types of trainings and hours of study	<i>Lectures – 30 hours. Practical studies (seminars) – 30 hours. Self study – 90 hours.</i>
Form of final assessment	<i>Grading</i>
Department	<i>Department of Entrepreneurship, Trade and Tourism Business, Nauky Ave., Kharkiv, office 316. Tel. 38(057)758-77-26 (add. 451), http://tourism.hneu.edu.ua</i>
Teacher (-s)	<i>Kateryna Vovk, PhD in Tourism, associate professor</i>
Teacher's contacts	<i>mikhytaekaterina@gmail.com</i>
Days of the classes	<i>Lectures: according to the schedule Practical lessons: according to the schedule</i>
Consultations	<i>Personal and individual consultations, according to the schedule, chat in PNS</i>

The purpose of the course is to develop theoretical knowledge and practical skills necessary for analyzing the impact of psychological factors on economic decisions and the behavior of participants in economic relations..

Structural and logical scheme of the course

Prerequisites	Postrequisites
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Content of the course

- Module 1. Theoretical foundations of social psychology in economics and law**
- Topic 1. Introduction to the discipline: object, subject and content**
- Topic 2. Psychological aspects of economic behaviour**
- Topic 3. The influence of social norms on economic activity**
- Topic 4. The psychology of motivation and cognitive processes in economic decisions**
- Topic 5. The psychology of entrepreneurs and consumers in the legal context**
- Topic 6. Behaviour in economic negotiations and conflicts**
- Module 2. Psychological factors of economic interaction and the effectiveness of managerial decisions in the legal context**
- Topic 7. The psychology of consumer behaviour in market conditions**
- Topic 8. The psychology of economic decision-making under uncertainty**
- Topic 9. Psychological factors in investment decisions**
- Topic 10. The influence of psychology on marketing strategies in the context of legal regulation**
- Topic 11. The psychology of managing a business in a legal environment**
- Topic 12. Psychological strategies for improving business effectiveness in the legal context**

Teaching environment (software)

Multimedia projector, S. Kuznets PNS, Corporate Zoom system



Assessment system of learning outcomes

Assessment of students' learning outcomes is carried out by the University according to the cumulative 100-point system.

Current control is carried out during lectures and practical (seminar) classes and aims to assess the level of students' readiness to perform particular tasks, and is assessed by the amount of scored points.

The maximum amount during the semester – 100 points; the minimum amount required is 60 points.

Current control includes the following assessment methods: assignments on a particular topic; testing; presentations, and essay writing.

More detailed information on assessment and grading system is given in the technological card of the course.

Course policies

The teaching of the course is based on the principles of academic integrity. Violations of academic integrity are: academic plagiarism, fabrication, falsification, write-off, deception, bribery, biased evaluation. In case of the academic integrity violation, students are subject to the following academic responsibility: re-assessment of the relevant educational work.

More detailed information about competencies, learning outcomes, teaching methods, assessment forms, self-study is given in the Course program