

**OSTİM TECHNICAL UNIVERSITY
FACULTY OF ECONOMICS AND ADMINISTRATIVE SCIENCES
DEPARTMENT OF BUSINESS ADMINISTRATION
COURSE SYLLABUS FORM**

PSYC 101 Introduction to Psychology							
Course Name	Course Code	Period	Hours	Application	Laboratory	Credit	ECTS
Introduction to Psychology	PSYC-101	1	2	0	0	3	3

Language of Instruction	English
Course Status	Compulsory
Course Level	Bachelor
Learning and Teaching Techniques of the Course	Lectures, Question-Answer, Presentations, Videos, and Case Studies

Course Objective
This course aims to understand the importance of basic concepts of psychology and its effects on business life. After taking this course, students will demonstrate familiarity with the major concepts, theoretical perspectives, empirical findings, and historical trends in psychology. Students will be able to make sense of the psychological aspect of employee behaviors in the work setting.

Learning Outcomes
<p>Upon successful completion of this course, students will be able to:</p> <ul style="list-style-type: none"> - Understand the basic concepts of psychology. - Explore the usage areas of psychology in business life. - Evaluate the role of psychology in today's competitive business environment. - Know subjects such as personality, attention, memory, decision-making, emotions, motivation, perception, and learning. - Identify how psychology can solve a business problem.

Course Outline
The course starts with an introduction to psychology and the importance of psychology in understanding humans. Topics include factors that influence perception, the link between perception and individual decision-making, using the principles of learning to understand everyday behavior, cues to improve memory, sources of emotions, theories of motivations, defining and measuring personality, and making sense of ourselves and others.

Weekly Topics and Related Preparation Studies		
Weeks	Topics	Preparation Studies

1	Course Introduction Reviewing Course Syllabus and Rules	<ul style="list-style-type: none"> - What is Psychology? - Why learn Psychology?
2	The Science of Psychology (Ciccarelli and White, Chap.1: pp.48-63)	<ul style="list-style-type: none"> - Psychology as a Science - The evolution of psychology: history, approaches, and questions
3	The Biological Perspective (Ciccarelli and White, Chap.2: pp.94-131)	<ul style="list-style-type: none"> - The neuron is the building block of the nervous system - Our brains control our thoughts, feelings, and behavior - Psychologists study the brain using many different methods - Putting it all together: the nervous system and the endocrine system
4	Perception and Individual Decision Making (Robbins and Judge, Chap. 5: pp.57-67) (Quiz 1)	<ul style="list-style-type: none"> - Factors that influence perception - Person perception: making judgments about others - The link between perception and individual decision making - Decision-making in organizations - Ethics and creativity in decision making
5	Attention (Goldstein, Chap. 4)	<ul style="list-style-type: none"> - Selective attention - Divided attention - Attention and visual perception - Overt attention - Covert attention - Feature integration theory
6-7	Learning (Ciccarelli and White, Chap.5: pp.232-267) (Quiz 2)	<ul style="list-style-type: none"> - Learning by association: classical conditioning - Changing behavior through reinforcement and punishment: operant conditioning - Learning by insight and observation - Using the principles of learning to understand everyday behavior
8	MIDTERM EXAM	

9-10	Memory (Ciccarelli and White, Chap.6)	<ul style="list-style-type: none"> - Memories as types and stages - How we remember: cues to improving memory - Accuracy and inaccuracy in memory and cognition
11	Emotions and Moods (Robbins and Judge, Chap. 4: 141-159) (Quiz 3)	<ul style="list-style-type: none"> - The basics of emotions and moods - Sources of emotions and moods - The Function of Emotions
12-13	Motivation Concepts (Robbins and Judge, Chap. 7)	<ul style="list-style-type: none"> - Early theories of motivations - Contemporary theories of motivations
14-15	Personality (Robbins and Judge, Chap. 5) (Quiz 4)	<ul style="list-style-type: none"> - Defining & measuring personality - Personality determinants - The Big Five Personality Model - Core self-evaluation - Self-monitoring & proactive personality - Machiavellianism and Narcissism
16	FINAL EXAM	

Textbook(s)/References/Materials:
1. Ciccarelli, S. K. and White, J. N. (2014). Psychology . Pearson New International Edition. Third Edition. 2. Robbins, S. P. & Judge, T. A. (2012). Essentials of Organizational Behavior . Pearson Eleventh Edition. 3. Goldstein, E. B. (2011). Cognitive Psychology: Connecting Mind, Research, and Everyday Experience . Cengage Learning. Third Edition.
Supplementary References:
Other Materials:

Studies	Number	Contribution margin (%)
Attendance		
Lab		
Classroom and application performance grade		
Field Study		
Course-Specific Internship (if any)		
Quizzes / Studio / Critical	4	20
Homework		
Presentation		
Projects		
Report		
Seminar		
Midterm Exam/Midterm Jury	1	30
General Exam / Final Jury	1	50
Total		100
Success Grade Contribution of Semester Studies		50
Success Grade Contribution of End of Term		50
Total		100

ECTS / Workload Table			
Activities	Number	Duration (Hours)	Total Workload
Course hours (Including the exam week): 16 x total course hours)	16	2	32
Laboratory			
Application			
Course-Specific Internship (if any)			
Study Time Out of Class			
Presentation / Seminar Preparation			
Projects			
Reports			
Assignments			
Quizzes / Studio Review	4	2	8
Preparation Time for Midterm Exams / Midterm Jury	1	10	10
Preparation Period for the Final Exam / General Jury	1	13	13
Total Workload		(63/25 = 2,52)	
ECST		3	

Course' Contribution Level to Learning Outcomes						
Nu	Learning Outcomes	Contribution Level				
		1	2	3	4	5
L01	To understand the basic concepts of psychology					X
L02	To explore the usage areas of psychology in business life					X
L03	To evaluate the role of psychology in today's competitive business environment					X
L04	To relate psychological concepts with industrial life and worker psychology					X
L05	To know subjects such as intelligence, emotions, and moods, personality, perception, memory and remembering, motivation, learning, decision-making, stress and health, everyday social life.					X
L06	To identify the major psychological challenges to building and using psychology in organizations					X
L07	To understand how knowing psychological concepts and means can solve a business problem					X

Relationship Between Course Learning Outcomes and Program Competencies

No	Program Competencies	Learning Outcomes							Total Effect (1-5)
		L01	L02	L03	L04	L05	L06	L07	
1	Know the basic concepts and practical information about the science of business administration and core business activities		X	X	X			X	4
2	Evaluate global and local issues by using ideas and concepts from the field of business administration; examine and analyze management related information and applications in line with scientific principles by using appropriate qualitative and quantitative methods; interpret and synthesise the data and find solutions to business related problems		X	X	X			X	4
3	Take responsibility as a member of an interdisciplinary team to solve unpredictable and complex business problems; be able to work effectively in teams of various functions and disciplines; effectively carry out project activities		X	X	X	X	X	X	5
4	Carry out independent studies in the field by utilizing obtained knowledge and skills	X	X	X	X	X			5
5	Set goals and objectives for the institution he/she works at; detect and solve basic problems; analyze the internal and external environment of the business; evaluate the developments, support continuous improvement and provide innovative strategies		X	X	X	X		X	5
6	Acquire the skill to manage activities aimed at the improvement of the employees as a leader, make		X	X	X		X	X	5

	decisions and implement them								
7	Acquire the entrepreneurship skill; design and manage a business; promote innovativeness and sustainability	X	X	X			X	X	5
8	Maintain life-long learning activities; achieve self-improvement; follow higher level educational programs		X	X	X	X		X	5
9	Inform stakeholders with a sense of social responsibility as an individual with effective communication skills; share his/her emotions, thoughts and solutions to problems verbally and in writing; understand the behaviors and psychology of his/her colleagues		X	X	X		X	X	5
10	Use the information and communication technologies and computer software required by the field		X		X			X	3
11	Effectively use English to follow, read, write and speak about the universal information in the field of business and management sciences and be able to communicate with colleagues in a foreign language with professional proficiency	X	X	X	X	X			5
12	Act according to the law in all his/her affairs; have a sense of professional and ethical responsibility and code of business conduct and act in line with social values	X	X		X		X	X	5
13	Be aware of the contemporary business problems as well as the interdisciplinary scope of business administration and analyze these; have the competence to understand the effects of business and management sciences on these problems on a universal, environmental, legal, social and societal level and in terms of health, security and globalization		X		X	X	X	X	5
14	Give research proposals, be able to design research studies, prepare and present research reports	X		X		X	X	X	5

15	Manage work time and personal time; fulfil the requirements of his/her duties on time		X		X		X	X	4
16	Have the competence to work in non-governmental organizations, private sector and public entities		X		X		X	X	4
Total Effect									74

Policies and Procedures
Web page: https://www.ostimteknik.edu.tr/business-administration-1240/907
Exams: The exams aim at assessing various dimensions of learning: knowledge of concepts and theories and the ability to apply this knowledge to real-world phenomena, through analyzing the situation, distinguishing problems, and suggesting solutions. The written exams can be of two types, ie. open-ended questions, which can also be in the form of problems or multiple-choice questions.
Assignments: Quizzes and Homework (Assignments) might be applicable. Scientific Research Ethics Rules are very important while preparing assignments. The students should be careful about citing any material used from outside sources and reference them appropriately.
Missed exams: Any student missing an exam needs to bring an official medical report to be able to take a make-up exam.
Projects: A group project with teamwork is welcome.
Attendance: Attendance requirements are announced at the beginning of the term. Students are usually expected to attend at least 70% of the classes during each term.
Objections: If the student observes a material error in his/her grade, he/she has the right to place an objection to the Faculty or the Department. The claim is examined and the student is notified about its outcome.