

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

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

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

Course Objective
The aim of this course is to understand the importance of basic concepts of psychology and its effects in the business life. After taking this course, students will demonstrate familiarity with the major concepts, theoretical perspectives, empirical findings, and historical trends in psychology.

Learning Outcomes
<p>Upon successful completion of this course, students will be able to:</p> <ol style="list-style-type: none"> 1. Understand the basic concepts of psychology. 2. Explore the usage areas of psychology in business life. 3. Evaluate the role of psychology in today's competitive business environment. 4. Have knowledge on subjects such as personality, intelligence, memory, decision making, emotions, motivation, perception and learning. 5. 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 human. 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 improving memory, defining and measuring intelligence, sources of emotions, theories of motivations, defining and measuring personality, environmental and psychological stressors, making sense of ourselves and others.

Weekly Topics and Related Preparation Studies

Weeks	Topics	Preparation Studies
1-2	Introducing Psychology (Minnesota Libraries, Chap.1)	<ul style="list-style-type: none"> – Psychology as a Science – The evolution of psychology: history, approaches, and questions
3	Brains, Bodies, and Behavior (Minnesota Libraries, Chap. 3)	<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) (Quiz 2) (Who am I? Narrative)	<ul style="list-style-type: none"> – Selective attention – Divided attention – Attention and visual perception – Overt attention – Covert attention – Feature integration theory
6-7	Learning (Minnesota Libraries, Chap. 7) (Quiz 3) (Who am I? Narrative)	<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	Remembering and Judging (Minnesota Libraries, Chap. 8) (Who am I? Narrative)	<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
10	Intelligence (Minnesota Libraries, Chap. 9) (Quiz 4) (Who am I? Narrative)	<ul style="list-style-type: none"> – Defining and measuring intelligence – The social, cultural, and political aspects of intelligence – Multiple Intelligence
11-12	Emotions, Moods and Motivations (Robbins and Judge, Chap. 3: pp.27-30 & Chap. 6: pp.72-89) (Quiz 5) (Who am I? Narrative)	<ul style="list-style-type: none"> – The basics of emotions and moods – Sources of emotions and moods – The Function of Emotions – Early theories of motivations – Contemporary theories of motivations
13-14	Personality (Robbins and Judge, Chap. 4: pp. 41-49) (Quiz 6) (Who am I? Narrative)	<ul style="list-style-type: none"> – Defining & measuring personality – Personality determinants – Type A personality – The Big Five Personality Model – Core self-evaluation – Self-monitoring & proactive personality – Machiavellianism and Narcissism
15	Attitudes and Job Satisfaction (Robbins and Judge, Chap. 21) (Who am I? Narrative)	<ul style="list-style-type: none"> – Main components of attitudes – The major of job attitudes – What causes job satisfaction – Measuring job satisfaction – Satisfied and dissatisfied employees on the work place
16	FINAL EXAM	
Textbook(s)/References/Materials:		
Textbook: Introduction to Psychology. University of Minnesota Libraries Publishing, (2010). Robbins, S. P. & Judge, T. A. (2012). Essentials of Organizational Behavior. Pearson Eleventh Edition. Goldstein, E. B. (2011). Cognitive Psychology: Connecting Mind, Research, and Everyday Experience. Cengage Learning. Third Edition.		
Supplementary References:		
Other Materials:		

Assessment		
Studies	Number	Contribution margin (%)
Attendance	11	11
Lab		
Class participation and performance		
Field Study		
Course-Specific Internship (if any)		
Quizzes / Studio / Critical	6	24
Homework		
Presentation	1	15
Projects		
Report		
Seminar		
Midterm Exam/Midterm Jury	1	25
General Exam / Final Jury	1	25
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	3	48
Laboratory			
Application			
Course-Specific Internship (if any)			
Field Study			
Study Time Out of Class			
Presentation / Seminar Preparation			
Projects			
Reports			
Homework	2	5	10
Quizzes / Studio Review	6	1	6
Preparation Time for Midterm Exams / Midterm Jury	1	7	7
Preparation Period for the Final Exam / General Jury	1	9	9
Total Workload		(80/30 = 2,66)	80

Course' Contribution Level to Learning Outcomes						
Nu	Learning Outcomes	Contribution Level				
		1	2	3	4	5
LO1	to understand the basic concepts of psychology					X
LO2	to explore the usage areas of psychology in business life					X
LO3	to evaluate the role of psychology in today's competitive business environment					X
LO4	to relate psychological concepts with the industrial life and worker psychology					X
LO5	to have knowledge on subjects such as intelligence, emotions and moods, personality, perception, memory and remembering, motivation, learning, decision making, stress and health, everyday social life.					X
LO6	to identify the major psychology challenges to building and using psychology in organizations					X
LO7	to understand how knowing psychological concepts and means can solve a business problem					X

Relationship Between Course Learning Outcomes and Program Competencies (Department of Management Information Systems)									
Nu	Program Competencies	Learning Outcomes							Total Effect (1-5)
		LO1	LO2	LO3	LO4	LO5	LO6	LO7	
1	Recognize and distinguish the basic concepts such as data, information, and knowledge in the field of Management Information Systems and know the processes to be followed for data acquisition, storage, updating, and security.								
2	Develop and manage databases suitable for collecting, storing, and updating data.								
3	As a result of his/her ability to think algorithmically, and easily find solutions to problems concerning basic business functions.								
4	Learn programming logic, and have information about current programming languages.								
5	Be able to use up-to-date programming languages.								
6	Be able to take part in teamwork or lead a team using knowledge of project management processes.	X	X	X	X	X	X	X	5
7	Know ethical and legal rules, and use professional field knowledge within the scope of ethical and legal rules.								
8	Know the fundamental areas of business administration namely management and organization, production, finance, marketing, numerical methods, accounting, etc., and have the knowledge and skills to work in-depth in at least one of them.								
9	Be able to solve the problems encountered in the field of internet programming by designing web applications.								
10	Develop and manage logistics and supply chain management activities								
11	Adapt his/her theoretical knowledge and the experience he/she will gain through practice at the departments of businesses such as information technologies, R&D, and management to real life.								

12	Be able to develop strategies that will provide a competitive advantage with his/her advanced knowledge of management strategies and management functions.								
13	Develop a business idea, commercialize the business idea, and design and manage his/her venture using entrepreneurial knowledge.								
14	By using English effectively, they can follow, read, write, speak and communicate universal information in the field of management information systems in a foreign language with professional competence.	X	X	X	X	X	X	X	5
Total Effect									10
Policies and Procedures									
Web page: https://www.ostimteknik.edu.tr/management-information-systems-english-1241/915									
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: 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. The medical report must be from a state hospital.									
Projects: Not applicable.									
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.									