



Pomeranian Medical University in Szczecin

SYLLABUS of the MODULE (SUBJECT)

valid from the academic year 2017/2018

General Information

Module title	<i>Techniques of Interpersonal Communication and Mechanisms of Social Influence</i>
Module type	<i>Facultative</i>
Faculty	<i>Faculty of Medicine</i>
Field of study	<i>Medicine</i>
Major	<i>Not applicable</i>
Level of study	long-cycle (S2J)
Mode of study	intramural
Year of studies, semester	<i>Year III, Semester V</i>
ECTS credits (incl. semester breakdown)	2
Type/s of training	<i>seminars (15h)</i>
Form of assessment	<p>- graded assessment: *</p> <p><input type="checkbox"/> descriptive</p> <p><input type="checkbox"/> test</p> <p><input type="checkbox"/> practical</p> <p><input checked="" type="checkbox"/> oral</p> <p><input type="checkbox"/> non-graded assessment *</p> <p>- final examination: *</p> <p><input type="checkbox"/> descriptive</p> <p><input type="checkbox"/> test</p> <p><input type="checkbox"/> practical</p> <p><input type="checkbox"/> oral</p>
Head of the Department/ Clinic, Unit	<i>Dr hab. n. med. Aleksandra Kładna</i>
Tutor responsible for the module	<u>Dr hab. n. med. Aleksandra Kładna,</u> <i>Dr n. zdr. Monika Tyszkiewicz-Bandur</i> <i>Mgr Magdalena Szymańska</i>
Department's/ Clinic's/ Unit's website	https://www.pum.edu.pl/wydzialy/wydzial-lekarsko-biotechnologiczny/zaklad-historii-medycyny-i-etyki-lekarskiej
Language	English

*replace ☐ with X where applicable

Detailed information

Module objectives		The objectives of <i>Techniques of Interpersonal Communication and Mechanisms of Social Influence</i> are as follows: <ul style="list-style-type: none">• To provide students with possibly best conditions to develop eagerness and ability to take care of the quality of their lives, with particular stress to their professional careers, through building and expanding their interpersonal skills and competences;• To teach student how to describe their attitudes / changes of attitudes adequately;• To help students develop ability to recognize symptoms of stress, and to teach them effective stress-coping techniques;• To help students learn techniques and mechanisms of social influence;• To help students recognize communication barriers;• To help students develop active listening skills (e.g., asking probing questions; requesting clarification; summarizing)	
Prerequisite /essential requirements	Knowledge	None	
	Skills	None	
	Competences	Respect to self / others; readiness to take responsibility for tasks received; ability to work in teams.	
Description of the learning outcomes for the subject /module			
No. of learning outcome	Student, who has passed the (subject) knows /is able to /can:	SYMBOL (referring the standards) ZEK	Method of verification of learning outcomes *
W01	knows state-of-the -art approaches regarding social dimensions of health and disease, influence of family social environment, social relationships networks and social inequalities on health state and socio-cultural differences and role of social stress in health-related and self-destructive behavior	K_D.W1	O, PS
W02	understands importance of health, disease, disability and senility in terms of social attitudes, social consequences of disease and disability and socio-cultural barriers; knows current concept of	K_D.W3	O, PS

	life quality affected by health state		
W03	understands importance of verbal and non-verbal communication in process of communicating with patients and concept of trust in interactions with patients	K_D.W4	O, PS
W04	understands psychosocial consequences of hospitalization and chronic disease	K_D.W5	O, PS
W05	understands the operation of medical institutions and doctor's social role	K_D.W6	O, PS
W06	knows basic psychological mechanisms of healthy and sick human beings	K_D.W7	O, PS
W07	understands the role of a family in the process of therapy	K_D.W8	O, PS
W08	knows problems concerning adaptation to illness as a difficult situation, phases of adaptation to threatening events, passing away and mourning	K_D.W9	O, PS
W09	knows the role of stress in etiopathogenesis and course of disease, recognizes the mechanisms and ways to cope with these	K_D.W10	O, PS
U01	recognizes symptoms of anti-health and self-destructive behavior and responds in an appropriate manner	K_D.U2	O, PS
U02	interviews adult patients, children and family applying techniques of active listening and expressing empathy and talks with patients about their living standards and situation	K_D.U5	O, PS
U03	informs patients about objectives, course and possible risks with regard to proposed diagnosis or therapeutic procedure and secures their informed consent	K_D.U6	O, PS
U04	applies basic psychological motivation and support strategies	K_D.U10	O, PS
U05	communicates with colleagues giving constructive feedback and support	K_D.U11	O, PS
U06	complies with professional role models	K_D.U12	O, PS
U07	has ability to recognize ethical dimensions of medical decisions and distinguish factual aspects from normative ones	K_D.U13	O, PS
U08	shows responsibility for improvement of his/her qualifications and transfer of his/her knowledge	K_D.U15	O, PS
U09	recognizes his/her personal constraints, self-evaluates deficits and education requirements, plans his/her own educational activity	K_D.U16	O, PS
U10	reviews medical literature, incl. English literature and draws conclusions on the basis of available literature	K_D.U17	O, PS, K graded oral assessment
K01	accepts the need for standards of conduct	K_K01	
K02	demonstrates the awareness for self-education, understands the need for continuing professional education, can inspire and organize learning processes in others	K_K03	
K03	co-operates with team members; can co-operate within a group and take different roles	K_K04	

K04	adheres to proper examiner/examinee relationship while performing functional tests and observations	K_K05	
K05	is aware of cultural and social differences affecting individual interpretations of living standards	K_K08	
K06	accepts personal autonomy	K_K09	
K07	seeks to maintain the standing of the medical profession	K_K13	
K08	respects patients / customers / social groups and makes decisions in their best interest	K_K20	

Table presenting learning outcomes of the subject/module in relation to the form of classes

No.	SYMBOL (referring the standards) ZEK	Type/s of training						
		Lecture	Seminar	Practical classes	Clinical classes	Other...
1	K_D.W1		X					
2	K_D.W3		X					
3	K_D.W4		X					
4	K_D.W5		X					
5	K_D.W6		X					
6	K_D.W7		X					
7	K_D.W8		X					
8	K_D.W9		X					
9	K_D.W10		X					
10	K_D.U2		X					
11	K_D.U5		X					
12	K_D.U6		X					
13	K_D.U10		X					
14	K_D.U11		X					
15	K_D.U12		X					
16	K_D.U13		X					
17	K_D.U15		X					
18	K_D.U16		X					
19	K_D.U17		X					
20	K_K01		X					
21	K_K03		X					
22	K_K04		X					
23	K_K05		X					
24	K_K08		X					
25	K_K09		X					
26	K_K13		X					
27	K_K20		X					

Module (subject) contents no.	Description of teaching programme	No. of hours	References to learning outcomes
TK01	Interpersonal communication techniques,	3	W01, W02, W03, W04, W05, W06, W07, W08, W09, U01,

	and principles of interpersonal communications.		U02, U03, U04, U05, U06, U07, U08, U09, U10, K01, K02, K03, K04, K05, K06, K07, K08
TK02	Social perception; attribution processes; physical and interpersonal attractiveness.	3	W01, W02, W03, W04, W05, W06, W07, W08, W09, U01, U02, U03, U04, U05, U06, U07, U08, U09, U10, K01, K02, K03, K04, K05, K06, K07, K08
TK03	Mechanisms of social influence. Active listening: probing questions; requesting for clarification; summarizing. Active listening: encouragement; validation; being attuned to and reflecting feelings. Active listening: open <i>versus</i> closed questions.	3	W01, W02, W03, W04, W05, W06, W07, W08, W09, U01, U02, U03, U04, U05, U06, U07, U08, U09, U10, K01, K02, K03, K04, K05, K06, K07, K08
TK04	Stress and stress-coping techniques. Anxiety as cause of behavioural response. Unconscious sources of emotion. The influence of emotions on behaviour.	3	W01, W02, W03, W04, W05, W06, W07, W08, W09, U01, U02, U03, U04, U05, U06, U07, U08, U09, U10, K01, K02, K03, K04, K05, K06, K07, K08
TK05	Communication / personality styles. Communication skills self-diagnosis.	3	W01, W02, W03, W04, W05, W06, W07, W08, W09, U01, U02, U03, U04, U05, U06, U07, U08, U09, U10, K01, K02, K03, K04, K05, K06, K07, K08

Booklist

Obligatory literature:

1. Wojciszke, B., Doliński, D. (2008). *Psychologia społeczna*. W: J. Strelau, D. Doliński (red.),
2. *Psychologia. Podręcznik akademicki* (t. 2, s. 293-447). Gdańsk: Gdańskie Wydawnictwo Psychologiczne.
3. Babbie, E. (2004) *Badania społeczne w praktyce*. Warszawa: Wydawnictwo Naukowe PWN.
4. Bohner, G., Wanke, M. (2004). *Postawy i zmiana postaw*. Gdańsk: Gdańskie Wydawnictwo Psychologiczne.
5. Doliński, D. (2001). *Techniki wpływu społecznego*. Warszawa: Wydawnictwo Naukowe „Scholar”.

Supplementary literature:

6. Aronson, E. (2001). *Człowiek – istota społeczna*. Warszawa: Wydawnictwo Naukowe PWN.
7. Kenrick, D., Neuberg, S., Cialdini, R., (2002). *Psychologia społeczna*. Gdańsk: Gdańskie Wydawnictwo Psychologiczne.
8. Wojciszke, B. (2011). *Psychologia społeczna*. Warszawa: Wydawnictwo Naukowe

„Scholar”.			
9. Cialdini, R. B. (2010). Wywieranie wpływu na ludzi. Teoria i praktyka. Gdańsk: Gdańskie Wydawnictwo Psychologiczne.			
Student’s workload (balance sheet of ECTS credits)			
Form of student’s activity (in-class participation; activeness, produce a report, etc.)	Student’s workload [h]		
	Tutor	Student	Average
Contact hours with the tutor	25		
Time spent on preparation to seminars/ practical classess	10		
Time spent on reading recommended literature	10		
Time spent on writing report/making project			
Time spent on preparing to colloquium/ entry test	10		
Time spent on preparing to exam			
Other			
Student’s workload in total	55		
ECTS credits for the subject (in total)	2		
Remarks			

* Selected examples of methods of assessment:

EP – written examination

EU – oral examination

ET – test examination

EPR – practical examination

K – colloquium

R – report

S – practical skills assessment

RZC – practical classes report, incl. discussion on results

O – student's active participation and attitude assessment

SL – lab report

SP – case study

PS - assessment of student's ability to work independently

W – entry test

PM – multimedial presentation

other...