|  |  |  |
| --- | --- | --- |
|  | Syllabus  Course Program |  |
| Psychology of success |

|  |  |
| --- | --- |
| Specialty 053- psychology | Institute Educational and Scientific Institute of Social and  Humanitarian Technologies |
| Educational program Psychology | Department Pedagogy and Psychology and Social System  Control named after I. A. Ziaziun (301) |
| Level of education Bachelor's level | Course type Special (professional), Mandatory |
| Semester 3 | Language of instruction English, |

## Lecturers and course developers

|  |  |
| --- | --- |
|  | First name and surname Chebakova Yuliia  [yuliia.chebakova@khpi.edu.ua](mailto:yuliia.chebakova@khpi.edu.ua)  Сandidate of Pedagogical Sciences, Associate Professor, Professor NTU  "KhPI"  Author over 15 years ago. Author of over 45 scientific and basic methodological works. Courses: “Theory and practice of high knowledge”, “Pedagogical technologies in knowledge”, “Psychology of activity”, “Psychology of managerial activity of a leader”  [More about the lecturer on the department's website](https://www.kpi.kharkov.ua/ukr/)  https://web.kpi.kharkov.ua/ppuss/uk/portfolio-chebakovoyi-yuliyi-grigorivni/ |
|  |  |
|  |  |

### General information

### Summary

The discipline “Psychology of success” covers the spectrum of the main questions related to the concept of success, its components, prerequisites and methods achievements, assessment criteria

### Course objectives and goals

The goal of the discipline Psychology of success is the formation of competences regarding deepening and improvement of theoretical and practical training of students, which contributes awareness: peculiarities of the psychology of human development in different periods of life and her formation as an individual in today's conditions; formation psychological features, qualities and characteristics of a successful personality; development of motivation and personal attitude towards success; understanding the need formation of the image and prestige of business people, the ability to build their own programs to achieve success, set goals and counteract negative ones the consequences of failures; formation of ideas and methods of achievement self-realization, self-actualization, psychological well-being, personal and social maturity, awareness of self-image and adequate self-esteem, self-confidence, readiness for effective goal setting.

### Format of classes

Lectures, practical classes, consultations, self-study. Final control in the form of an exam.

### Competencies

GC1. Ability to apply knowledge in practical situations.

GC4. Ability to learn and master modern knowledge.

GC5. The ability to be critical and self-critical.

GC6. Ability to make informed decisions.

GC7. Ability to generate new ideas (creativity).

GC8. Interpersonal skills.

GC9 Ability to work in a team.

GC13. The ability to analyze the phenomenon of leadership and the leadership potential of an individual.

GC16. The ability to determine the psychological characteristics of a person and the sources of their origin at the individual, personal and individual level.

### Learning outcomes

LO14 To evaluate social and psychological processes in the team in the process of solving professional tasks.

LO15 Be responsible for professional self-improvement, training and self-development

LO16 Know, understand and adhere to the ethical principles of the psychologist's professional activity.

LO17 Demonstrate socially responsible and conscious behavior, follow humanistic and democratic values ​​in professional and social activities.

### Student workload

The total volume of the course is 150 hours (6 ECTS credits): lectures - 32 hours, practical classes - 32 hours, self-study - 86 hours.

### Course prerequisites

Theory and practice of leader formation, introduction to the specialty, anthropology, history of psychology, general psychology.

### Features of the course, teaching and learning methods, and technologies

The methods of teaching in the teaching are:

- verbal (conversation, discussion, lecture, work with a book)

- research (theoretical analysis of scientific sources, empirical research)

- practical (practical exercises)

- group (creative groups, work in small groups, work in pairs)

## Program of the course

### Topics of the lectures

#### Topic 1. Introduction to the psychology of success.

Subject, methods, tasks of psychology of success.

#### Topic 2. Self-image

Components of self-image, building a Healthy Self-Image, the key to a complex self-image. Wheel of Life.

#### Topic 3. Self-Awareness

Define self-awareness and cite its benefits. Explain the factors that influence people’s values, emotional awareness.

Topic 4. The “Big Five” Personality Traits

Define personality and list the “big five” personality traits, personality Self-Portrait, Natural Aptitudes (Talents), Multiple Intelligences.

Topic 5. Goals and Obstacles

The importance of setting goals. List the characteristics of well- set goals. Distinguish between short-term and long-term goals. SMART.

.

Topic 6. Stress and Anger to achieving the success.

The causes and symptoms of stress. The several strategies for relieving stress. The ways to deal with anger.

Topic 7. Self-Esteem.

Define self-esteem and explain its importance. Describe how childhood experiences affect self-esteem. Define self-expectancy and explain two ways to boost it.

Topic 8. Self-acceptance.

Mending a Negative Self-Image. The self-acceptance is important for high self-esteem. How to change negative self-talk into positive self-talk. How to handle criticism well.

Topic 9. Positive Thinking.

Define positive thinking and cite its benefits. List six habits that can help you become a more positive thinker. The link between positive thinking and good health.

Topic 10 Conquering Negative Thoughts.

The self-defeating attitudes create a vicious cycle. Define cognitive distortions and irrational beliefs and give an example of each.

Topic 11. Self-Discipline.

Define self-discipline and cite its benefits. Ingredients of Self-Discipline. The control impulses. The process of replacing bad habits with good ones.

Topic 12. Disciplining the Thinking.

Benefits of Critical Thinking. Standards of Critical Thinking. Developing the Critical Thinking.

Topic 13. Motivation.

Contrast intrinsic motivation with extrinsic motivation. Sources of Motivation. The distinguish needs from wants. Explain why needs motivate our behavior.

Topic 14. Recharging the Motivation

The ways to overcome fear of failure. The ways to overcome fear of success. Describe visualization and how it can boost motivation.

Topic 15. Managing Your Resources.

The three steps in time management and in money management. The three categories of time and the three categories of expenses. The making a to-do list and a schedule. Define procrastination and explain its causes.

Topic 16. Communication and Relationships.

The six elements of communication. The forms and functions of nonverbal communication. List several skills necessary for effective speaking and active listening. The relationship between stereotypes, prejudice, and empathy. Define intimacy and explain how to develop it in a relationship.

### Topics of the workshops

#### Topic 1. Role Models.

#### Topic 2. Culture and Identity. Identity Profile

#### Topic 3. Values Inventory.

Topic 4. The six personality types in John Holland’s career theory.

Topic 5. Anticipating Obstacles.

Topic 6. Ellis’s ABC model.

Topic 7. Social Support and Self-Esteem.

Topic 8. Affirmations. The three steps in handling constructive criticism.

Topic 9. Negative Thinking and Mental Health.

Topic 10. The ABCDE method for overcoming irrational beliefs.

Topic 11 Overcoming Resistance to Change.

Topic 12. Using the Decision-Making Process.

Topic 13. The needs and motivation.

Topic 14. The Power of Imagination.

Topic 15. The ways to reduce excess spending.

Topic 16. Handle conflict effectively.

### Topics of the laboratory classes

Laboratory work within the discipline is not provided.

### Self-study

The course involves the completion of a term paper in the form of an essay and a computer presentation

in the Power Point program. The result of such work is the student's report in class and readiness to

answer questions according to the chosen topic. calculations and modeling is drawn up in a written

report. Students are recommended a list of topics and additional materials (videos, articles) for

independent study and analysis

## Course materials and recommended reading

Basic literature

1. Tim Short. The psychology of successful trading, New York (2018), p. 188

2. Margaret Moore, Erika Jacksonm Bob Thcannen-Moran. Coaching Pchycology Manuel, Waltetr Kliwer, (2016), p.184

3. John Arnold. Work Psychology-Understanding human behavior in the workplace, England (2005), p.718

4. Deborah A. Olson. Success of the achievement psychology, USA (2017), p.224

5. Jason Capital. The New Science of Success and achievement. USA (2017), p. 299

6. Alison and David Price. Psychology of success -Practical guide. UK (2011), p. 217

Supplementary literature

1. Tolle, Eckhart. A New Earth: Awakening to Your Life’s Purpose. New York (2008), p. 336

2. Dixon, M. L., & Hart, L. K. The impact of path-goal leadership styles on work group effectiveness and turnover intention. Journal of Managerial Issues, 22(1), (2010), pp. 52–69.

3. Phil Gorman. Motivation and Emotion, USA (2004), p. 130

4. Waddington, Tad. Lasting Contribution. How to Think, Plan, and Act to Accomplish Meaningful Work. Beverly Hills, CA: Agate ,(2007), p. 122.

5. Torrii Kearrnss. General Psychology: An Introduction. - GALILEO, University System of Georgia (Spring 2015, p.514

## Assessment and grading

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Criteria for assessment of student performance, and the final score structure . 100% of the final grade consists of assessment  results in the form of an exam (40%) and ongoing  assessment (60%).  Exam: written assignment (3 questions on theory)  and oral presentation.  Current assessment: 1 online module test and  individual assignment (20% each).  A rating system is also provided. | Grading scale  |  |  |  | | --- | --- | --- | | Total points | National | ECTS | | 90–100 | Excellent | A | | 82–89 | Good | B | | 75–81 | Good | C | | 64–74 | Satisfactory | D | | 60–63 | Satisfactory | E | | 35–59 | Unsatisfactory (requires additional learning) | FX | | 1–34 | Unsatisfactory (requires repetition of the course) | F | |

## Norms of academic integrity and course policy

The student must adhere to the Code of Ethics of Academic Relations and Integrity of NTU "KhPI": to demonstrate discipline, good manners, kindness, honesty, and responsibility. Conflict situations should be openly discussed in academic groups with a lecturer, and if it is impossible to resolve the conflict, they should be brought to the attention of the Institute's management.

Regulatory and legal documents related to the implementation of the principles of academic integrity at NTU "KhPI" are available on the website: <http://blogs.kpi.kharkov.ua/v2/nv/akademichna-dobrochesnist/>

## Approval

|  |  |  |
| --- | --- | --- |
| Approved by | Date, signature | Head of the department Nina PODBUTSKAYA |
|  | Date, signature | Guarantor of the educational program |