



## Syllabus Course Program



# PSYCHOLOGY OF DECISION MAKING IN THE FIELD OF EDUCATION/PEDAGOGY

### Specialty

011 Educational, pedagogical sciences

### Institute

Educational and Scientific Institute of Social and Humanitarian Technologies

### Educational program

Pedagogy of high school

### Department

Pedagogy and Psychology and Social System Control named after I. A. Ziaziun (301)

### Level of education

Master's level

### Course type

Mandatory

### Semester

1

### Language of instruction

English

## Lecturers and course developers



### Yevheniia Vorobiova

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Candidate of Pedagogical Sciences, Associate Professor, Associate Professor of the Department of Pedagogy and Psychology of Social Systems Management named after Academician I.A. Ziaziun, NTU "KhPI".

She has 18 years of experience. Author of more than 60 scientific and educational works. Leading lecturer in the disciplines: "Psychology of Management, Marketing and Advertising", "Economic Psychology", "Educational Management", "Facilitation Psychology".

More about the teacher on the department's website <https://web.kpi.kharkov.ua/ppuss/uk/portfolio-vorobjovoj-yevgeniyi-vyacheslavivni/>

## General information

### Summary

The discipline "Psychology of decision-making in education/pedagogy" develops knowledge and skills in practical means of increasing professional reliability in situations of uncertainty and risk in the performance of professional tasks; providing assistance to individuals in situations of limited information, as well as optimizing the interaction of professional actors in situations of making responsible decisions on management in the field of education/pedagogy..

### Course objectives and goals

The aims of the discipline are: to acquaint students with the concept of decision-making in professional activities; to familiarize with the conceptual foundations and practical means of developing and implementing strategies for psychological and pedagogical support of professional safety, as well as making effective, responsible decisions on management in the field of education /

pedagogy; to provide skills to help individuals in unfamiliar environments, in the presence of many criteria and incomplete information.

### **Format of classes**

Lectures, practical classes, consultations, self-study. Final control in the form of a Graduating Test.

### **Competencies of specialization**

GC5.Ability to adapt and act in a new situation.

GC8.Ability to act socially responsibly and consciously.

SC8.Ability to integrate knowledge in the field of education/pedagogy and solve complex problems in multidisciplinary and interdisciplinary contexts.

### **Learning outcomes**

EO10.Make effective, responsible decisions on educational/pedagogical management issues, including in new or unfamiliar environments, with multiple criteria and incomplete or limited information.

### **Student workload**

The total volume of the course is 90 hours (6 ECTS credits): lectures – 16 hours, workshops – 16 hours., self-study – 58 hours.

### **Course prerequisites**

To successfully pass the course, you need to have knowledge and practical skills in the disciplines: «Pedagogy and psychology of higher education».

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

Lectures are conducted interactively using multimedia technologies. Lectures include: story, explanation, demonstration, discussion. . In practical classes, students perform group and individual tasks.

According to the sources of knowledge, the following teaching methods are used: verbal - conversation, discussion, lecture, work with the book; visual - illustration with practical examples, presentation; gaming - role-playing, business games; documentary - work with documents, analysis, preparation of documents; interactive - selection and discussion of video materials, cases, speech with presentation; self-study - processing of lecture material and professional literature; research - theoretical analysis of scientific sources, empirical research.

By the nature of the logic of knowledge, the following methods are used: analytical, synthetic, analytical-synthetic, inductive, deductive.

By the level of independent mental activity, methods are used: problematic, partially exploratory, research.

Learning materials available to students in Google Disk and One Drive cloud environments.

## **Program of the course**

### **Topics of the lectures**

#### **Topic 1: Introduction to the psychology of decision making.**

The concepts of uncertainty, choice and decision-making. The concept of uncertainty at different stages of development of scientific knowledge.

#### **Topic 2. Theoretical foundations and essence of management decisions**

.The essence and characteristics of management decisions. Classification of management decisions. Factors that determine the quality and effectiveness of management decisions.

#### **Topic 3. Psychological features of planning and decision-making.**

The essence and features of planning. Psychological features of management decision-making. Dependence of the effectiveness of managerial decisions on the psychological qualities of the manager.

#### Topic 4. Human factor and psychological aspects of management decisions

Personal factors: mental processes, mental states and mental properties that affect the decision-making process. Peculiarities of thinking of managers. Specific influence of temperament, age, experience, gender on the decision-making process.

#### Topic 5. Classification of decision-making styles by characteristics.

The ratio of efforts at the stages of development and characteristics of alternatives. The degree of participation of subordinates in the decision-making process. The level of organization of management decisions. Informal aspects of decision-making.

#### Topic 6. The concept of risk in professional activity.

Group influence on risk taking and decision making. Risk for yourself and for others. Characterization and typologization of professional risks. The impact of psychological risks on professional development. The role of psychological readiness for risk in professional activity. The impact of risk on the nature and effectiveness of professional activity, on the decision-making process in a situation of limited information.

#### Topic 7. Individual psychological factors of successful performance in special professional situations

Personality's propensity to different types of risk (extreme and normative and everyday) and its relationship with individual psychological qualities; gender differences in attitudes to different types of risk; personality's propensity to different types of risk and motivation to succeed.

#### Topic 8: Methods of studying human behavior in unfamiliar environments, in the presence of many criteria and incomplete information.

Approaches and methods for studying risk appetite and situational risk. Risk management in game strategies. Cognitive representations of risk and safety.

### Topics of practical classes

#### Topic 1: Special situations of professional activity and patterns of their dynamics.

Psychological characteristics of special, tense, extreme situations. Types of special situations in professional activity: complication of working conditions, conflict situation, emergency situation, catastrophic situation. Types of tense situations: short-term and rapid; long-term tense; tense with elements of uncertainty; with the likelihood of sudden occurrence of extreme circumstances; with a combination of suddenness and time pressure; with the receipt of distorted information; tense situations of a dominant state. External and internal factors of special situations.

#### Topic 2. Types of behavior in extreme conditions

Types of behavior in extreme conditions (according to E.A. Millerian, V.I. Lebedev, T. Tomashevsky, etc.). Personal factors of effective performance under risk. Struggle of motives in difficult situations. Emotional states in tense situations. Reflective experience of stress. Psychological patterns of the emotion of fear. Psychological techniques of fear management. The effect of psychological defense in tense situations. Varieties of coping strategies for overcoming tense situations.

#### Topic 3 . Decision-making under conditions of uncertainty / risk

Constructs of need and motivation in Edward's questionnaire.

#### Topic 4. Individual psychological factors of successful performance in situations of professional risk

Activity manifestations of individual risk taking. Normative level of risk and its consideration in work with personnel. Factors of the psychological price of risk. Taking into account the level of risk propensity in professional selection.

#### Topic 5. Phenomena of collective decision-making.

The effect of polarization. The phenomenon of "group-think". The effect of "social facilitation". The effect of "social laziness". The phenomenon of "learned dissonance". The effects of "volume" and "composition" of the decision-making group. The effect of "asymmetry of decision quality". The phenomenon of idiosyncratic credit. The phenomenon of false consent. The phenomenon of the "virtual decision-maker". The effect of conformity.

#### Topic 6 Psychology of managerial decision-making. Styles of decision making.

Classification of management decisions. Requirements for managerial decisions. The main factors influencing the behavior of the manager in decision-making (V. Vroom, F. Yetten). Psychological barriers and limitations in decision-making (R. Mokshantsev). Classification and characterization of decision-making styles.

### Topic 7. The problem of delay and self-control (procrastination) in decision-making.

Types, main causes and consequences of procrastination. Theories of procrastination. Techniques for dealing with procrastination. Categorization of time use. Planning of cases. Distribution of efforts. Management of goals.

### Topic 8 . Psychological preparation for non-standard situations in professional activities

Typical structure of targeted psychological training.

### Topics of laboratory work

Laboratory classes within the discipline are not provided

### Independent work

Independent work of the student is reduced to studying lecture material, preparing for laboratory classes, performing an individual variant of the calculation task using methodological recommendations.

Students are also recommended additional materials (videos, articles, textbooks) for independent study and analysis, preparation for lectures, practical and laboratory classes.

## Literature and educational materials

### The main literature

- 1 Makarevych O.P. Psychology of regulation of personality behavior in difficult situations. Kyiv: Oriyany, 2001. 223 c.
- 2 Moskalenko V. Social Psychology: a textbook for students of higher educational institutions / Valentyna Moskalenko; Ministry of Education and Science of Ukraine, Academy of Pedagogical Sciences of Ukraine, H.S. Kostiuk Institute of Psychology. 2nd ed. 687 c.
3. Agapova I. P. Psychology of decision-making: a textbook. Kyiv: Caravel, 2018.
4. Aleksandrov Y.V. Crisis psychology / Aleksandrov Y.V., Gontarenko L.O., Yevsiukov O.P. and others; edited by O.V. Timchenko. Kharkiv : NUCZU, ME "City Printing House", 2010. - 383 p.
5. Hlavatska O.L. Fundamentals of self-education of the personality: Study guide. Kyiv: Caravel, 2018.
6. Ryzhenko M. Y. Psychology of risk: Textbook. Kyiv: Center for Educational Literature, 2019.
7. Psychology and pedagogy: Study guide. Kyiv: Caravel, 2018.
8. Karamushka L. M. Psychology of management: Study guide. Kyiv: Millennium, 2018. 344 c.
9. Grabovska S.L. Psychological aspects of communication management of the organization: a textbook / S.A. Grabovska. - Lviv: Ivan Franko National University of Lviv, 2014. - 456 c.

### Additional literature

10. Ronginskaya T. I. Burnout syndrome in social professions // Psychological Journal. 2002. T. 23. № 3. C. 85.
11. Trunov D. On the professional deformation of a practical psychologist // Psychological newspaper. 1998. № 1. C. 12-13.
12. Hastie R. K., Dawes R. M. Rational Choice in an Uncertain World: The Psychology of Judgment and Decision Making / Los Angeles, London, N.-Y., Singapur, Washington: SAGE, 2010.
13. . Savchyn M.V. Psychology of Responsible Behavior - K.: Ukraine-Vita, 1996. 130 p.
14. Eclectic psychology / Yevsiukov O.P., Kufliyevsky A.S., Lebedev D.V., Myronets S.M., Nazarov O.O., Perelygina L.A., Sadkovyi V.P., Sklen O.I., Timchenko O.V., Khristenko V.E., Shevchenko I.O. - K.: August Trade LLC, 2007. - 502 Evaluation system.
15. Stolyarenko O.B. Psychology of personality. Study guide - K.: Center for Educational Literature, 2012. 280 p.

## Criteria for assessment of student performance, and the final score structure

100% of the final grade consists of the results of the assessment in the form of a test (20%) and current assessment (80%).

Credit: written assignment (2 questions on theory + practical assignment with analytical conclusion) and an oral report.

Current assessment: 4 online tests (60%), and a practice task (20%)

## 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 PIDBUTSKA

Date, signature

**Guarantor of the educational program**  
Natalia SEREDA