

MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE  
NATIONAL TECHNICAL UNIVERSITY  
“KHARKIV POLYTECHNIC INSTITUTE”

**SELF-STUDY GUIDELINES**  
**for the “Psychology of decision-making in education/pedagogy” course**  
for full-time students of the second (master's) level of higher education,  
specialty A1 "Educational Sciences",  
educational program "Pedagogy of Higher Education"

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**Self-study guidelines** for the “Psychology of decision-making in education/pedagogy” course for full-time students of the second (master's) level of higher education, specialty A1 "Educational Sciences", educational program "Pedagogy of Higher Education" / уклад.: Ye.V. Vorobiova, A.L.Khrypunova, N.V. Pidbutska, N.V. Sereda – Kharkiv: NTU «KhPI», 2025. – 40 p.

Reviewer: T.V. Hura

Department of Pedagogy and Psychology of Social Systems Management named after Academician I.A. Zyazyun

## Educational and methodological materials of lectures

### Plan of lecture classes

Topic	Hours
Introduction to the psychology of decision making	2
Theoretical foundations and essence of management decisions	2
Psychological features of planning and decision-making	2
Human factor and psychological aspects of management decisions	2
Classification of decision-making styles by characteristics	2
The concept of risk in professional activity	2
Individual psychological factors of successful performance in special professional situations	2
Methods of studying human behavior in unfamiliar environments, in the presence of many criteria and incomplete information	2

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.

Recommended references:

1. Agapova I. P. Psychology of decision-making: a textbook. Kyiv: Caravel, 2018.
2. Karamushka L. M. Psychology of management: Study guide. Kyiv: Millennium, 2018. 344 c.
3. 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.

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.

Recommended references:

1. 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.
2. Agapova I. P. Psychology of decision-making: a textbook. Kyiv: Caravel, 2018.
3. Psychology and pedagogy: Study guide. Kyiv: Caravel, 2018.
4. Karamushka L. M. Psychology of management: Study guide. Kyiv: Millennium, 2018. 344 c.

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.

Recommended references:

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. Hlavatska O.L. Fundamentals of self-education of the personality: Study guide. Kyiv: Caravel, 2018.

4. Ryzhenko M. Y. Psychology of risk: Textbook. Kyiv: Center for Educational Literature, 2019.

5. 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.

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.

Recommended references:

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. Hlavatska O.L. Fundamentals of self-education of the personality: Study guide. Kyiv: Caravel, 2018.

4. 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.

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.

Recommended references:

- 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. Hlavatska O.L. Fundamentals of self-education of the personality: Study guide. Kyiv: Caravel, 2018.

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.

Recommended references:

1. Agapova I. P. Psychology of decision-making: a textbook. Kyiv: Caravel, 2018.
2. 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.
3. Ryzhenko M. Y. Psychology of risk: Textbook. Kyiv: Center for

Educational Literature, 2019.

4. Psychology and pedagogy: Study guide. Kyiv: Caravel, 2018.
5. Karamushka L. M. Psychology of management: Study guide. Kyiv: Millennium, 2018. 344 c.

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.

Recommended references:

1. 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.
2. 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.
3. Hlavatska O.L. Fundamentals of self-education of the personality: Study guide. Kyiv: Caravel, 2018.
4. Psychology and pedagogy: Study guide. Kyiv: Caravel, 2018.

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.

Recommended references:

1. 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.

2. Hlavatska O.L. Fundamentals of self-education of the personality:  
Study guide. Kyiv: Caravel, 2018.

3. Ryzhenko M. Y. Psychology of risk: Textbook. Kyiv: Center for  
Educational Literature, 2019.

4. Psychology and pedagogy: Study guide. Kyiv: Caravel, 2018.

## **Methodological materials to ensure students' self-study**

Students' self-study (SS) takes a leading place in the system of modern higher education. Of all the types of learning activities, the SS largely ensures the formation of independence as a leading trait of a student's personality.

Self-study completes the tasks of all other types of learning activities. After all, knowledge that has not become the object of one's own activity cannot be considered a person's real property. Therefore, SS has educational, personal, and social significance.

Learning activity is characterized by subjectivity, activity, subject matter, purposefulness, structure and content.

Special features of self-study are as follows:

- changes in the subject itself;
- dependence on the level of development of the student and reliance on the achieved level of development;
- mastering general methods of action and scientific concepts;
- precedence of general methods of action to solving problems;
- dependence of changes in mental properties and behavior of students on the results of their own actions.

*Performing self-study involves:*

1. Study of educational literature using the university library and the Internet.
2. Studying the educational material given for independent work.
3. Mastering knowledge, types and methods of activity in a particular subject area.
4. Self-checking of the acquired knowledge with the help of the presented questions.

If necessary, you can get an individual consultation from a teacher on how to complete self-work. For this purpose, the department develops a schedule of teacher consultations each semester.

## **Questions for self-study**

1. Influence of psychological characteristics of the staff of educational organizations on the decision-making process.
2. Typology of management decisions in the field of education. Stages of management decision-making in an educational institution.
3. Quality and effectiveness of decision-making by scientific and pedagogical staff, management staff of an educational organization.
4. Technologies of work of an organizational psychologist to optimize the decision-making process in an educational institution.
5. Technologies for implementing decisions in the educational process.
6. Power and responsibility in decision-making in an educational institution.
7. Psychological phenomena of decision-making in education.
8. Psychological traps in the decision-making process in education.
9. Situations of refusal to make a managerial decision in the field of education.
10. Ethical aspects of decision-making in education.
11. Rules and criteria for making decisions under conditions of uncertainty and risk in education.
12. Psychology of behavior in risk situations and the use of intuition for decision-making.

## **References for self-study**

1. Katrenko A.V., Pasichnyk V.V., Pasko V.P. Theory of decision making. Textbook. K.: BHV Publishing Group, 2009. 448 p.
2. Kolodnyi V.V. Fundamentals of decision-making theory: Study guide. Vinnytsia, VSTU, 2003. 70 p.
3. Theories of decision-making: a course of lectures / compiled by O.S.

Yurkov. Mukachevo: MSU, 2016. 135 p.

4. Hlavatska O.L. Fundamentals of self-education of the personality: Study guide. Kyiv: Caravel, 2018.
5. Ryzhenko M. Y. Psychology of risk: Textbook. Kyiv: Center for Educational Literature, 2019.
6. Psychology and pedagogy: Study guide. Kyiv: Caravel, 2018.
7. Karamushka L.M. Psychology of management: Study guide. Kyiv: Millennium, 2018. 344 p.
8. 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 p.
9. 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 p.
10. Agapova I. P. Psychology of decision-making: a textbook. Kyiv: Caravel, 2018.
11. 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.

## **Methodological recommendations/educational resources for practical (seminar) classes**

### Plan of practical (seminar) classes

<b>Topic</b>	<b>Hours</b>
Special situations of professional activity and patterns of their dynamics	2
Types of behavior in extreme conditions	2
Decision-making under conditions of uncertainty / risk	2
Individual psychological factors of successful performance in situations of professional risk	2
Phenomena of collective decision-making	2
Psychology of managerial decision-making. Styles of decision making	2
The problem of delay and self-control (procrastination) in decision-making	2
Psychological preparation for non-standard situations in professional activities	2

### Practical tasks for the 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.

Topic3 . 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.

#### Recommended references:

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.

## **Methodological instructions/recommendations for completing an individual assignment**

1. Theoretical task. Report - volume 10-15 pages.

Prepare a presentation based on the report - at least 10 slides.

General requirements for the abstract

- The style is scientific.
- The sequence is logical.
- Page format - A4.
- Font and size - Times New Roman, 14.
- Line spacing - one and a half.
- The volume of the abstract: 5-10 pages (school), 10-20 pages (student), 15-30 pages (for applicants to graduate school).
- Margins: left margin - 30 mm, right margin - 15 mm, top and bottom margin - 20 mm (or 25 mm and 20 mm, respectively, depending on the conditions of the educational institution).
- Simple outline - 1-2 sections.
- The list of references should include 10-15 titles.
- Section headings are written in CAPITAL letters.
- Subsection titles are written in lowercase letters (except for the first one).

A standard report traditionally consists of several parts: Title page; Table of Contents; Introduction; Body; Conclusion; and References.

The table of contents contains a list of sections, subsections, and page numbers to them. Often, instead of the table of contents, you are required to write an outline. The plan can be simple, when you need to list the names of the paragraphs of the essay in a numbered list, and complex, when in addition to the paragraphs, you also indicate their subparagraphs.

**An introduction** usually lasts a page and a half. Its main purpose is to introduce the reader to the essence of the problem. The introduction justifies the choice of the topic (why it is important) and its relevance. We outline the goals and objectives of the work. If necessary, make a brief review of the sources used. If you can't write an introduction at first, you can do it after writing the conclusion, when all your thoughts are systematized and finalized.

**The main body.** Before you start writing the main body, you need to decide on the titles of chapters and paragraphs - the main requirements for an abstract. Next, you should build a chain of presentation so as not to disrupt the sequence of thoughts and not to deviate from the given topic. Highlight the main aspects as much as possible; the main part of the essay should outline the main concepts set forth in the sources. Be sure to cite the author if you use quotations: this is an indicator of your scientific "savvy". When citing, make references. There are several options for their formatting, for example, footnotes can be placed at the end of the page, or they can be indicated briefly in square brackets with the number of the source in the bibliography and the original page of the quote ([10, p. 355]), so it is better to clarify their formatting in advance.

**Conclusion.** The conclusion summarizes the main topic in a concise form and presents the author's own view of the problem and its solution.

**A list of references, or bibliography,** is a systematic compilation of a list of sources used. In other words, it is information that even an outsider can use to find a particular book. The list is compiled in alphabetical order on the last page.

The topic of the report can be chosen by the applicant in accordance with the principle of academic freedom, in consultation with the teacher, and within the framework of the educational component.

## **Approximate topics of reports:**

### **I. Reports.**

1. Decision-making in organizations as a psychological problem: general characteristics
2. The problem of decision-making in an educational organization
3. Decision-making by a scientific and pedagogical worker in conditions of uncertainty and risk
4. Methodology and models of decision-making in educational organizations
5. Technologies for the development, adoption and implementation of management decisions in educational institutions
6. The personality of the head of the university as a subject of management decision-making
7. Model of the influence of psychological factors on the process of making managerial decisions in an educational organization
8. Power and responsibility in decision-making in educational institutions
9. Management decision-making in different conditions of the educational institution environment
10. Ethical aspects of management decision-making in the education system
11. Prospect theory (prospects) (D. Kahneman - A. Tversky). The concept of loss aversion. Four-segment scheme. The effects of “possibility” and “certainty”. The effect of framing (setting the framework).
12. Illusions of understanding and prediction in decision-making. Retrospective distortion (distortion).
13. Illusion of significance. Illusions of experts. Statistical and expert forecasts.

14. The theory of P. Miles. Intuition as recognition. Acquisition of intuitive skills. Planning error. Optimistic distortion.

15. Methods of diagnosing the features of decision-making.

16. Modern decision-making technologies. Decision-making technologies: “The Wheel”, ‘Three Chests’, ‘Six Hats of Thinking’ (Edward de Bono), ‘Walt Disney Circle’.

## **II. Creative assignment.**

Essay on the topic: “Features of decision-making in professional pedagogical activity”.

Structure of the assignment:

1) to consider the features of professional pedagogical activity in the context of pedagogical management, to analyze the features of pedagogical activity in extreme and crisis conditions, etc.

2) to determine the peculiarities of decision-making in professional and pedagogical activity, based on their own experience

3) to make proposals for effective decision-making techniques in professional and pedagogical activities, in particular in conditions of uncertainty and risk and based on personal experience.

Volume – up to 5 pages.

## **III. Research assignment.**

Find a dissertation study by a foreign researcher on the subject of the discipline (2020-2025).

Make an abstract based on the text of the work (3 pages) and a short presentation (5 slides).

## **Educational and methodological materials for current, intermediate and final control**

1. Basic models of decision-making. Prescriptive (normative) and descriptive models.
2. Psychological model of decision-making WRAP (D. Heath).
3. Thinking traps at different stages of decision-making.
4. Expanding the field of choice. Ways to avoid the trap of “narrow frames”.
5. The technique of “disappearing options”. Multi-tracking. Checking assumptions in real life.
6. Ways to avoid the “confirmation bias” trap. Consideration of the opposite. Zooming out and in. Learning.
7. Distancing yourself before making a decision. Psychological readiness for a possible mistake.
8. Ways to avoid the trap of “instant emotions”. Taming instant emotions The 10/10/10 method. Clarification of basic priorities.
9. Ways to avoid the trap of “overconfidence”. Creating extreme options for the future. Setting up “minefields”.
10. The concept of bounded rationality (G. Simon).
11. Psychological model of decision-making “Predictable Irrationality” (D. Ariely).
12. Hidden forces that determine decisions. The effect of relativity (comparison). The effect of free. The effect of social and market norms. The effect of the owner.
13. Phenomena of individual decision-making.
14. Effects of estimating the probabilities of random events (heuristic of representativeness, heuristic of accessibility, illusion (phenomenon) of control, phenomenon of “valence” (F. Irwin effect)).

15. Effects of evaluation and selection of alternatives (anchor effect, risk perception effect (M. Starr's phenomenon), inertia effect, reactive resistance effect).
16. Evaluation effects after decision making (overconfidence effect, cognitive dissonance phenomenon).
17. The problem of procrastination and self-control (procrastination) in decision-making.
18. Types, main causes and consequences of procrastination. Theories of procrastination.
19. Techniques for dealing with procrastination. Categorization of time use. Planning of cases. Distribution of efforts. Management of goals.
20. Phenomena of collective decision-making.
21. The effect of polarization. The phenomenon of “group-think”. The effect of “social facilitation”.
22. The effect of “social laziness”. The phenomenon of “learned dissonance”. Effects of “size” and “composition” of the decision-making group.
23. The effect of “asymmetry of decision quality”. The phenomenon of idiosyncratic credit.
24. The phenomenon of false consent. The phenomenon of the “virtual decision maker”. The effect of conformism.
25. Psychology of managerial decision-making. Styles of decision-making.
26. Classification of management decisions. Requirements for management decisions.
27. The main factors influencing the behavior of the manager in decision-making (V. Vroom, F. Yetten).
28. Psychological barriers and limitations in decision-making (R. Mokshantsev). Classification and characterization of decision-making styles.
29. The ratio of rational and intuitive in decision-making. Two systems of thinking (automatic fast and rational slow).

30. The influence of cognitive and perceptual illusions on decision making. The phenomenon of priming (anticipation).

31. The concept of coherence and cognitive ease in decision making. The influence of emotions (mood) on decision making.

32. Psychological model of decision making (D. Kahneman). The mechanism of premature (hasty) conclusions.

33. Ignoring ambiguity and suppressing doubts. Exaggerated emotional coherence (halo effect).

34. The WYSIATI principle. Substitutions and heuristic methods in decision making. The heuristic of three-dimensionality. Heuristics of affect.

35. Decision making under uncertainty / risk. Descartes' square as a decision-making technique.

## **Materials for studying**

### **Basic**

- 3 Makarevych O.P. Psychology of regulation of personality behavior in difficult situations. Kyiv: Oriyany, 2001. 223 c.
- 4 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.
12. Agapova I. P. Psychology of decision-making: a textbook. Kyiv: Caravel, 2018.
13. 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.
14. Hlavatska O.L. Fundamentals of self-education of the personality: Study guide. Kyiv: Caravel, 2018.
15. Ryzhenko M. Y. Psychology of risk: Textbook. Kyiv: Center for Educational Literature, 2019.
16. Psychology and pedagogy: Study guide. Kyiv: Caravel, 2018.
17. Karamushka L. M. Psychology of management: Study guide. Kyiv: Millennium, 2018. 344 c.
18. 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.

### **Supplementary**

19. Ronginskaya T. I. Burnout syndrome in social professions // Psychological Journal. 2002. T. 23. № 3. C. 85.
20. 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.

21. . Eclectic psychology / Yevsiukov O.P., Kufliyevsky A.S., Lebedev D.V., Myronets S.M., Nazarov O.O., Pereylygina L.A., Sadkovyi V.P., Sklen O.I., Timchenko O.V., Khristenko V.E., Shevchenko I.O. - K.: August Trade LLC, 2007. - Evaluation system.

22. Stolyarenko O.B. Psychology of personality. Study guide - K.: Center for Educational Literature, 2012. 280 p.

### **Electronic resources**

1. <https://teachers.institute/organisational-behaviour/decision-making-educational-management/>
2. <https://files.eric.ed.gov/fulltext/ED131551.pdf>
3. [https://www.researchgate.net/publication/348264394\\_Decision-making\\_leadership\\_and\\_performance\\_links\\_in\\_private\\_education\\_institutes](https://www.researchgate.net/publication/348264394_Decision-making_leadership_and_performance_links_in_private_education_institutes)
4. <https://www.psychologytoday.com/intl/blog/psyched/201804/decision-making-and-the-education-policymaker>

Навчальне видання

Методичні вказівки до самостійної роботи з навчальної дисципліни  
«Психологія прийняття рішень в сфері освіти/педагогіки»  
для студентів денної форми навчання другого (магістерського) рівня вищої освіти за  
спеціальністю А1 «Освітні науки», освітня програма «Педагогіка вищої школи»

Укладачі:

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Роботу до видання рекомендував проф. Дольська О. О.

В авторській редакції

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Видавничий центр НТУ «ХПІ», вул. Кирпичова, 2, м. Харків, 61002

Свідоцтво про державну реєстрацію ДК № 5478 від 21.08.2017 р.

Електронна версія