



## Syllabus of Module

# 6. Managerial Psychology

**Lecturer: Mgr. Tibor A. Brečka, MBA, LL.M.**

### Module Annotation

- Students will become familiar with selected principles and rules of management psychology so that they can subsequently use them in everyday practice.
- The program will introduce the basics of personality psychology, which emphasizes the need for an individual approach to collaborators, yet offers a certain framework of recommended personality typology rules to manage and guide people efficiently, while maintaining the motivation of all stakeholders.
- Using practical examples, they will verify their application in the daily life of a manager, for example when assigning and requesting tasks, recruiting people to his side, criticizing or introducing changes. This means wherever the manager changes the behavior and thinking of subordinate colleagues and co-workers.
- Students will become familiar with relational strategies of behavior – i.e. a variety of approaches, perceptions and, above all, communication, which can greatly facilitate or complicate the work with subordinates.

### Module Objective

- The module is aimed at acquiring the ability to analyze, understand, define and apply the principles of psychological theories that are crucial for managerial practice.

- The aim is to recognize oneself and others as original and unique personalities, with characteristics of positive and negative qualities and features, understanding of various motives, but also strengths and weaknesses.
- It is about expanding the view of other people's behavior, which should lead to a better understanding and faster finding of a harmonious way of cooperation with others.
- The module should teach you how to strengthen confidence in yourself and in other people, how to support them in meaningful activities, how to develop them and underestimate them for ever better performance and achievement of goals.
- The aim is to show how, by acting and communicating as a mature manager, it can motivate and develop other people to become partners with others and thus a strong personality with natural authority.
- The student should understand essential information about how his/her subordinates can influence, how and what cannot be influenced, because they are immutable characteristics for the individual.
- What he needs to do, is to “play” when working with specific individuals to support and develop the individual's strengths as a mature manager.

## Literature

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