Macao Polytechnic Institute
School of Business
Bachelor of Accounting/ Bachelor of E-commerce

Module Outline

Academic Year 2021 / 2022   Semester 1

Learning Module	Interpersonal Skills		Class Code		SOCI0110-112/211
Pre-requisite(s)	Nil				
Medium of Instruction	English			Credit	3
Lecture Hours	45	Lab/Practice Hours	0 hrs	Total Hours	45 hrs
Instructor	Ken Im		E-mail		t1019@ipm.edu.mo
Office	PT instructor room B110		Telephone		Nil

Description:

This course forms an introduction to develop and assess one's basic interpersonal relationship skills necessary for the effective use of self as a professional helper. Topics include: Interpersonal communication in business; perceptions and emotions; language and listening; conflicts and resolutions in relationships; group communication.

Module Intended Learning Outcomes (MILOs):

Upon completion of this course, the students will be able to:

1. examine how people think about, influence, and related to one another;
2. evaluate the key concepts and major theories in social psychology;
3. demonstrate good interpersonal skills;
4. conduct preliminary studies in the field of social psychology; and
5. relate social psychology to other academic fields such as sociology, psychology, and business management.

Alignment of the Accounting Program and Course Intended Outcomes

PILO MILO	1	2	3	4	5
1. Integrate the contemporary theories, principles of accounting and business disciplines relevant to general business practice.		√			
2. Assess general business scenarios with mathematical and statistical skills.					
3. Apply critical thinking and logical analysis skills and techniques to solve business problems.					√
4. Interpret and analyze accounting information for internal control, planning, performance evaluation, and coordination to continuously improve business process.					
5. Apply accounting or business software for business analysis.					
6. Develop queries to assess management information from database to improve efficiency and effectiveness.					
7. Synthesize the latest requirement of international accounting and auditing standards in preparing financial statements and auditing reports.					
8. Utilize appropriate written and spoken forms to communicate effectively with stakeholders in various cultural environments.			√		
9. Recommend an appropriate course of action by ethically examining the economic, environmental, political, legal and regulatory contexts of global business practice.					
10. Utilize the latest empirical findings and academic studies to support the recommendation of business projects.				√	

Alignment of Program and Course Intended Learning Outcomes

E-Commerce Programme Intended Learning Outcomes	MILOs
1. Demonstrate an understanding of the business processes and operations and the skillful realization of information technologies required to practice electronic commerce;	1
2. Apply knowledge in business, mathematics, programming, computing, web development, and database to address complex problems in the context of electronic commerce;	
3. Analyze critically the effect of web technology use on organizational performance and develop electronic commerce strategies that fit organizational objectives;	
4. Select and apply tools and technologies to effectively implement electronic commerce systems in business intelligence, enterprise resources planning, supply chain management, and customer relationship management;	
5. Develop relationships, motivate others, manage conflicts, lead changes, and work across differences in multi-disciplinary electronic commerce projects;	1, 3
6. Communicate and work effectively using written and spoken word, non-verbal language, and electronic tools with fellow professionals and different stakeholders in the electronic commerce industry;	3
7. Demonstrate a global electronic commerce perspective as evidenced by an understanding of foreign languages and the role of Macau as an interface between the East and the West;	
8. Cope with and manage contemporary advancement related to electronic commerce development and demonstrate lifelong learning attitudes and abilities;	
9. Conduct research and devise innovative electronic commerce models to exploit business opportunities; and	5
10. Reflect on professional responsibilities and keep up with the latest electronic commerce issues on legal, environmental, ethical, and societal considerations to benefit society comprehensively.	

Content:

Topics	Duration
Chapter 1: Introducing Social Psychology	3 hrs
Chapter 2: The Self in the Social World	3 hrs
Chapter 3: Social Beliefs and Judgments	3 hrs
Chapter 4: Behavior and Attitudes	3 hrs
Chapter 5: Genes, Culture, and Gender	3 hrs
Chapter 6: Conformity and Obedience	3 hrs
Chapter 7: Persuasion	3 hrs
Chapter 8: Group Influence	3 hrs
Midterm	3 hrs
Chapter 9: Prejudice Chapter 10: Aggression	3 hrs
Chapter 11: Attraction and Intimacy	3 hrs
Chapter 12: Helping Chapter 13: Conflict and Peacemaking	3 hrs
Chapter 14: Social Psychology in the Clinic Chapter 15: Social Psychology in the Court Chapter 16: Social Psychology and the Sustainable Future	3 hrs
Seminars for presentations Review for the final exam	3 hrs
Final Assessment	3 hrs
Total	45 hrs

Teaching Method:
Lectures, in-class discussions, and group projects, etc.

Attendance:
Attendance requirements are governed by the "Academic Regulations Governing Bachelor's Degree Programmes of Macao Polytechnic Institute".

Assessment:
1. Midterm Assessment   30%
2. Group Project   30%
3. Final Assessment   40%

                    Total: 100%

Teaching Materials:

Textbook: Myers, D.G. & Twenge, J.M. (2019). *Social Psychology*, 13/e. New York: McGraw-Hill. ISBN: 978-1-260-39711-6.

Reference:

Myers, D. G. 2014. *Exploring Social Psychology*, 5/e. New York: McGraw-Hill.

Nier, J. A. 2013. *Taking Sides: Clashing Views in Social Psychology,* 4/e. New York: McGraw-Hill.

Other websites:

http://www.socialpsychology.org;

http://psychology.about.com/cs/social