FACULTY OF BUSINESS
BACHELOR OF ACCOUNTING / E-COMMERCE / MANAGEMENT
LEARNING MODULE OUTLINE

Academic Year	2024/2025	Semester	2
Module Code	SOCI0110-121/222/323		
Learning Module	Interpersonal Skills		
Pre-requisite(s)	No		
Medium of Instruction	English		
Credits	3	Contact Hours	45
Instructor	Ken Im	Email	t1019@ipm.edu.mo
Office	B110	Office Phone	8599-3305

MODULE 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 (ILOS)

On completion of this learning module, students will be able to:

M1.	examine how people think about, influence, and related to one another;
M2.	evaluate the key concepts and major theories in social psychology;
M3.	demonstrate good interpersonal skills;
M4.	conduct preliminary studies in the field of social psychology; and
M5.	relate social psychology to other academic fields such as sociology, psychology, and business management.

These ILOs aims to enable students to attain the following Programme Intended Learning Outcomes (PILOs):

Bachelor of Accounting

PILOs	ILOs				
	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.	✓				

PILOs	1	2	3	4	5
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.				✓	✓

Bachelor of E-Commerce

PILOs	ILOs				
	1	2	3	4	5
1. Demonstrate an understanding of the business processes and operations and the skillful realization of information technologies required to practice electronic commerce;					
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;			✓		
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;	✓		✓		
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				✓	✓

PILOs					
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.			✓		

Bachelor of Management

PILOs	ILOs				
	1	2	3	4	5
1. Integrate contemporary Management theories and business disciplines relevant to general business practices.					
2. Apply critical thinking and logical analysis skills and techniques to resolve management issues.					✓
3. Utilize appropriate written and spoken forms to communicate effectively and professionally with stakeholders in various cultural environments.			✓		
4. Demonstrate leadership in a team and respecting the rights of others irrespective of their cultural background, race or gender in order to solve unpredictable problems in the field.			✓		
5. With the help of mathematical and statistical skills, utilize the latest empirical findings and academic studies to support the recommendation of business projects or reports.					
6. Recommend an appropriate course of action by ethically examining economic, environmental, political, legal and regulatory contexts of global business practices.					✓
7. Interpret and utilize Management information or business software for internal control, planning, performance evaluation, and coordination to improve efficiency and effectiveness in the business process.					

MODULE SCHEDULE, COVERAGE AND STUDY LOAD

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 AND LEARNING ACTIVITIES

In this learning module, students will work towards attaining the ILOs through the following teaching and learning activities:

Teaching and Learning Activities	M1	M2	M3	M4	M5	
T1. Lecturers	✓	✓		✓	✓	
T2. In-class discussion		✓		✓	✓	
T3. Group projects	✓	✓	✓	✓	✓	
(Add rows where necessary)						

ATTENDANCE

Attendance requirements are governed by the Academic Regulations Governing Bachelor's Degree Programmes of the Macao Polytechnic University. Students who do not meet the attendance requirements for the learning module shall be awarded an 'F' grade.

ASSESSMENT

In this learning module, students are required to complete the following assessment activities:

Assessment Activities	Weighting (%)	ILOs to be Assessed
1. Midterm Assessment	30%	M1, M2, M5
2. Group Project	30%	M3, M4, M5
3. Final Assessment	40%	M1, M2, M5
Total:	100%	

The assessment will be conducted following the University's Assessment Strategy (see www.mpu.edu.mo/teaching_learning/en/assessment_strategy.php). Passing this learning module indicates that students will have attained the ILOs of this learning module and thus acquired its credits.

MARKING SCHEME

Criterion	Assessment			
	Project	Presentation	Mid-term Exam	Final Exam
Excellent A, A-88% - 100%	Strong evidence of original thinking; good organisation, capacity to analyse and systemise; superior grasps of subject matter; strong evidence of extensive knowledge base.			
Very Good, B+ 83% - 87%	Evidence of grasps of subject; strong evidence of critical capacity and analytical ability; good understanding of issues; evidence of familiarity with literature.			
Good, B. B-73% - 82%	Evidence of grasp of subject; some evidence of critical capacity and analytical ability; reasonable understanding of issues; evidence of familiarity with literature.			
Satisfactory C+, C, C- 58% - 72%	Profiting from the study experience; understanding of the subject; ability to develop solutions to simple problems in the material.			
Pass D+, D 50% - 57%	Sufficient familiarity with the subject matter to enable the student to progress without repeating the learning module			
Fail F 0% - 49%	Little evidence of familiarity with the subject matter; weak in critical and analytical skills; limited, or irrelevant use of literature.			

REQUIRED READINGS

Myers, D.G. & Twenge, J.M. (2021). *Social Psychology*, 14/e. New York: McGraw-Hill. ISBN: 9781266024221.

REFERENCES

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

STUDENT FEEDBACK

At the end of every semester, students are invited to provide feedback on the learning module and the teaching arrangement through questionnaires. Your feedback is valuable for instructors to enhance the module and its delivery for future students. The instructor and programme coordinators will consider all feedback and respond with actions formally in the annual programme review.

ACADEMIC INTEGRITY

The Macao Polytechnic University requires students to have full commitment to academic integrity when engaging in research and academic activities. Violations of academic integrity, which include but are not limited to plagiarism, collusion, fabrication or falsification, repeated use of assignments and cheating in examinations, are considered as serious academic offenses and may lead to disciplinary actions. Students should read the relevant regulations and guidelines in the Student Handbook which is distributed upon the admission into the University, a copy of which can also be found at www.mpu.edu.mo/student_handbook/.