801907 - DPII - Professional Development II

Coordinating unit: 801 - EUNCET - Euncet University Business School
Teaching unit: 801 - EUNCET - Euncet University Business School
Academic year: 2014
ECTS credits: 6
Teaching languages: Catalan

Degree competences to which the subject contributes

Generical:
1. SELF-KNOWLEDGE AND SELF-LEARNING. N3. Detecting the limitations and lacks of the own knowledge and competences, and overcome them by means of critical reflection and the choice of the best action for expanding them.
2. FLEXIBILITY, EMPATHY, SOCIAL ABILITIES. N2. Being able to perceive and understand the social situation of people that surround them, and showing oneself flexible and adaptable in front of new challenges and professional demands in order to achieve the efficiency in the administration of change and in the development of interpersonal abilities.

Teaching methodology

The course is organized in a way that the student can obtain knowledge from the different thematic blocks, gets to put it into practice, and develops a participatory, proactive and critical attitude.

Hence the sessions in the classroom are divided in theory and practice, and the homework activities are given as an opportunity for complementing the acquired competences.

Learning objectives of the subject

- Being able to identify the presence of perception, feeling, image and conduct in behavior.
- Being able to translate the different bases of interpersonal behavior.
- Being able to apply the basic knowledge of attitudes, attraction and rejection in daily situations.
- Being able to express your own opinions and feelings in different contexts, always under a principle of mutual respect.
- Being able to apply different basic strategies of interpersonal cooperation in order to achieve an optimal teamwork.
- Being able to extrapolate the group phenomena to different social life scenarios.
- Being able to know the conflict typologies, their main characteristics and strategies to face them.

Study load

<table>
<thead>
<tr>
<th>Total learning time: 150h</th>
<th>Hours large group: 0h 0.00%</th>
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<tbody>
<tr>
<td></td>
<td>Hours medium group: 56h 37.33%</td>
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<tr>
<td></td>
<td>Hours small group: 0h 0.00%</td>
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<tr>
<td></td>
<td>Guided activities: 0h 0.00%</td>
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<tr>
<td></td>
<td>Self study: 94h 62.67%</td>
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</table>
## Content

<table>
<thead>
<tr>
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<tbody>
<tr>
<td><strong>Description:</strong></td>
<td>Laboratory classes: 8h</td>
</tr>
<tr>
<td>1. Distinguish the main elements of personal behaviour present in any interaction</td>
<td>Guided activities: 6h</td>
</tr>
<tr>
<td>2. Know the characteristics and implications of the biases in perception</td>
<td>Self study: 11h</td>
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<tr>
<td>3. Distinguish between individual and social determinants of emotions</td>
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<td>4. Being aware of the personal image and its effects</td>
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<tr>
<td>5. Pay Attention to contingencies that favour a specific conduct</td>
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</table>

**Related activities:**
The related activities are detailed in the "schedule of activities" published in the Athena platform for students to consult.

<table>
<thead>
<tr>
<th>Chapter 2. Basis for analyzing interpersonal behaviour</th>
<th>Learning time: 12h 30m</th>
</tr>
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<tbody>
<tr>
<td><strong>Description:</strong></td>
<td>Laboratory classes: 4h</td>
</tr>
<tr>
<td>1. Analyze the interpersonal behaviour according to its basic axis</td>
<td>Guided activities: 3h</td>
</tr>
<tr>
<td>2. Distinguish between personal, interpersonal and transpersonal aspects of the human being</td>
<td>Self study: 5h 30m</td>
</tr>
<tr>
<td>3. Apply the basic assumptions of the heredity-environment debate in everyday situations</td>
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<tr>
<td>4. Being Sensitive to the roles of history and culture in the shaping of behaviour</td>
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</table>

**Related activities:**
The related activities are detailed in the "schedule of activities" published in the Athena platform for students to consult.
### Chapter 3. Interpersonal Relationships: Attitudes, Attraction and Rejection

**Learning time:** 12h 30m  
Laboratory classes: 4h  
Guided activities: 3h  
Self study: 5h 30m

**Description:**  
1. Know the components of attitudes in any interpersonal behaviour  
2. Distinguish between training processes and attitude changes  
3. Apply different strategies oriented to attitude changes  
4. Get to know the main factors explaining the attraction and rejection phenomena between people  
5. Identify the basic principles of attitudes, attraction and rejection in everyday situations

**Related activities:**  
The related activities are detailed in the "schedule of activities" published in the Athena platform for students to consult.

### Chapter 4. Social Skills, Empathy and Impression Formation

**Learning time:** 12h 30m  
Laboratory classes: 4h  
Guided activities: 3h  
Self study: 5h 30m

**Description:**  
1. Have an influence in the behaviour of others to contribute positively to interpersonal relationship improvement  
2. Identify the three patterns of passive, aggressive, and assertive conduct in our own and others' behaviour  
3. Know and display the most suitable assertive techniques in any interpersonal context  
4. Adapt to different people and situations in professional and learning contexts  
5. Be aware of our self-impression and communicate it effectively and efficiently others.

**Related activities:**  
The related activities are detailed in the "schedule of activities" published in the Athena platform for students to consult.
### Chapter 5. Between the Individual and the Group: interinfluences and basic processes

**Learning time:** 25h
- Laboratory classes: 8h
- Guided activities: 6h
- Self study: 11h

**Description:**
1. Define the concept of group and distinguish it from other forms of human grouping
2. Distinguish the different phenomena of interinfluence between person and group and among groups
3. Know the situations in which the group conditions the development of people and vice versa.
4. Identify group phenomena in everyday situations

**Related activities:**
The related activities are detailed in the "schedule of activities" published in the Athena platform for students to consult.

### Chapter 6. Introduction to conflict management and coping

**Learning time:** 37h 30m
- Laboratory classes: 12h
- Guided activities: 9h
- Self study: 16h 30m

**Description:**
1. Recognize conflict situations and the emotions that may arise
2. Identify the general stages of conflict situations
3. Get to know self-control strategies in order to reduce anxiety and emotional stress
4. Distinguish the conducts that promote satisfactory agreements in negotiation situations
5. Know how to distinguish between negotiation, mediation and arbitration processes

**Related activities:**
The related activities are detailed in the "schedule of activities" published in the Athena platform for students to consult.
Qualification system

Final exam (60%)
Continuous assessment (40%)

The final grade for the course (FQ) is calculated from the following formula:

\[ FQ \text{ Mark} = 60\% \times \text{Final Exam} + 40\% \times \text{Continuous assessment mark} \]

Minimum mark Final Exam 40 points out of 100

The course is passed with a FQ equal or above 50 out of 100

Generic skills are evaluated from the activities undertaken throughout the course and are considered passed if the student gets a score equal to or higher than 3 on the assessment rubric.

Regulations for carrying out activities

A minimum mark of 40 out of 100 is required in the final exam to be able to average with the coursework mark, otherwise the final course mark will be a fail

Bibliography

Basic: