Psychological Theories

Course Program of the Graduate Center of TUM School of Management

Instructor: Prof. Dr. Claudia Peus, Dr. Martin Fladerer
Language: English

Course Dates:
November 9, 2020, 10.00 a.m. to 4.30 p.m., online
December 7, 2020, 9.00 a.m. to 5.00 p.m., online
January 18, 2021, 9.00 a.m. to 5.00 p.m., online

Course Description:
This course gives an introduction to the psychological theories and concepts that have been most influential for management research and practice. At the end of the course, participants will be familiar with the key concepts, respective empirical findings, and their application to management practice. To this end, each participant will be asked to present in class recent research pertaining to the theory s/he chooses, and to conduct an interactive exercise to facilitate a more comprehensive understanding of the theory's relevance for management research and practice. During the kick-off session, participants will receive an introduction to psychological research and will be asked to choose one of the theories.

Course Assessment
Successful completion of the course is based on a group presentation.

Registration
By email to martin.fladerer@tum.de (Martin Fladerer) until November 9, 2020. Participants will be admitted on a first come, first served basis.

Literature

Topic 1: Power and Social Influence

Topic 2: Motivation and Goal Setting

Topic 3: Organizational Justice

Topic 4: Counterproductive/Unethical Work Behavior


**Topic 5: Cognitive Dissonance**

**Topic 6: Stereotypes and Discrimination**

**Topic 7: Decision-making in Groups**

**Topic 8: Conflicts in Groups**

*Articles for group discussion in class
**Additional reading (not required)