

# COURSE DETAIL

## BUSINESS PSYCHOLOGY

**Country**

United Kingdom - England

**Host Institution**

University College London

**Program(s)**

Summer at University College London

**UCEAP Course Level**

Upper Division

**UCEAP Subject Area(s)**

Psychology Business Administration

**UCEAP Course Number**

103

**UCEAP Course Suffix**

S

**UCEAP Official Title**

BUSINESS PSYCHOLOGY

**UCEAP Transcript Title**

BUSINESS PSYCHOLOGY

**UCEAP Quarter Units**

6.00

**UCEAP Semester Units**

4.00

### **Course Description**

This course introduces students to the key findings and theories concerning how people think, feel, and behave in organizations. It is equally relevant to students wishing to gain an understanding of business psychology at the university level as it is to students keen on developing hands-on skills that can be applied in organizational settings. The course focuses on topics such as motivation, negotiations, group and network dynamics, social status, influence, and individual personality. The course features interactive lectures, research exercises, and experiential activities, including individual negotiations, group problem-solving, and using data analysis to make strategic business decisions.

### **Language(s) of Instruction**

English

### **Host Institution Course Number**

ISSU0041

### **Host Institution Course Title**

BUSINESS PSYCHOLOGY

### **Host Institution Campus**

### **Host Institution Faculty**

School of Management

### **Host Institution Degree**

### **Host Institution Department**

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