



## Course syllabus Psychology of manipulation

**Level of higher education** – Doctor of Philosophy  
**Educational and scientific program** «Psychology»

**Class days:** Wed 12:45 – 14:05

**Consultations:** Mon. 14:20 – 15:40

**Year of study:** II, **Semester:** IV

**Number of credits:** 5 **Language of instruction:** Ukrainian

### Course leader

Candidate of Psychological Sciences, Associate Professor Adamska Zoriana Mykhailivna

Contact Information      [zoryanada@ukr.net](mailto:zoryanada@ukr.net) , +380969549665

### Description of the discipline

The problem of human influence on each other is one of the central in modern psychological science, because any process that occurs between individuals, large or small groups, can cause both subtle and radical changes in the psyche of direct participants and witnesses of significant interactions. Manipulation, which is actively used today in all spheres of our lives, can be called a powerful tool of hidden influence. However, very little is known about ways to protect against it. That is why the purpose of the discipline "Psychology of Manipulation" is to form a comprehensive understanding of the specifics, types, causes and features of the use of manipulation in various fields; development of the ability to detect signs of manipulative influences in interpersonal interaction and interpret their nature; identify, analyze and work with their own vulnerable areas to manipulation, use adequate methods of counter-influence and protection, provide psychological assistance to victims of manipulative influence.

### Course structure

Hours (LEC/ SEM/ LAB)	Topic	Learning outcomes	Task
2/2/-	1. Basic concepts and essence of manipulation.	To analyze the main approaches to determining the psychological impact, historical sources of the concept of "manipulation". To understand the content and characteristics of psychological influence, signs and criteria of manipulation, the main components of the process of manipulation: object, victim, subject, tools, targets of manipulative influence. To justify the means and mechanisms of manipulative influence.	Questions Tests Mind map Cases
2/2/2	2. Psychological bases of manipulation of consciousness.	To analyze the psychological mechanisms of manipulation. To justify the structure of manipulation, the role of conscious and unconscious. To analyze ways to use the features of the psyche to manipulate.	Questions Mind map Cases Group discussions
2/2/2	3. Causes and preconditions of manipulation.	To analyze the main approaches to determining the causes and preconditions of manipulation: cultural preconditions, manipulative nature of society, interpersonal basis, individual sources, technological reasons. To describe the place of manipulation in the system of human relations.	Questions Mind map Cases Group discussions Role games

		To justify the main reasons for the manipulation (E. Shostrom). To describe the main sources of manipulation (V. Sheinov). To determine the prerequisites for the success of manipulation of consciousness (O. Filatov).	
2/2/-	4. Subjects and objects of manipulative interaction.	To analyze the identity of the manipulator. To substantiate typologies of manipulators according to E.Shostrom, according to V.Shapar. To identify the main types of manipulative schemes. To carry out a comparative analysis of the characteristics of manipulators and actualizers. To understand the essence of the concept of suggestion and suggestible, the main factors of suggestion. To learn to distinguish the categories of the manipulated. To justify the personal portrait of the person who became the object of manipulation. To learn to determine the level of susceptibility to suggestive influences.	Questions Mind map Cases Group discussions Role games Practical tasks
2/2/2	5. Manipulation in the interpersonal sphere.	To describe the manipulator as a subject of communication. To analyze the peculiarities of manipulator's perception of other persons. To determine the influence of manipulative abilities of the individual on the processes of mutual understanding. To analyze personal experiences of subjects who have been manipulated.	Questions Mind map Cases Group discussions Role games Practical tasks
-/2/2	6. Technologies and mechanisms of manipulative influence.	To analyze the classification of manipulative technologies, the main models of manipulation of consciousness. To identify and analyze the main components of manipulative influence. To describe the types and processes of manipulative influence. To apply methods to determine the level of manipulative attitude.	Mind map Cases Group discussions Role games Practical tasks
2/-/-	7. Theoretical principles of information-manipulative influence.	To understand the essence of the concept of "communicative space", its organization, components. To analyze the types of key communicators and the impact of the characteristics of the message source on its effectiveness. To describe the main ways of informational influence on consciousness. To analyze the source of threats to information and psychological security of a person in interpersonal communication during the manipulative influence. To define the essence of the concepts of information and psychological security of the person, information and psychological wars. To analyze the main methods of special information operations and actions of information influence. To justify the role of the media in the manipulation of mass consciousness.	Questions Mind map Cases Group discussions Essay

-/-/2	8. Manipulative technologies in advertising.	To analyze the manipulative techniques in advertising, the main methods of advertising, methods of hidden influence on the consumer, the use of 25 frames. To analyze the rules of creating advertising text, slogans, design features used in modern advertising. To learn to create effective advertising based on open influence (persuasion) of the consumer.	Practical tasks Cases Group discussions
-/2/2	9. Political manipulation.	To understand the essence of the psychology of political manipulation and the peculiarities of their application. To define the concept of "political advertising", "black PR". To describe the subjects and objects of political manipulation. To identify means of manipulation in political activity, types of manipulative technologies in political processes. To analyze the social consequences of political manipulation.	Practical tasks Cases Group discussions Role games
2/-/4	10. Protection against manipulative influence.	To understand the essence of the concept of "psychological protection", the main theoretical approaches to the definition of psychological protection. To analyze forms and methods of psychological protection. To be able to apply psychotechnologies to protect and overcome manipulative influence. To develop personal potential to counteract manipulative influences.	Practical tasks Cases Group discussions Role games
-/2/4	11. Basic models of counteraction to manipulation.	To learn to counteract manipulative influence. To develop a program of personal development as a basis for combating manipulative influences. To learn to recognize the threats of manipulative intervention. To master the basic techniques of neutralization and methods of counteracting various types of manipulative influences. To develop recommendations for combating manipulative influence. To develop an indicative structure of the training program aimed at developing the ability to resist manipulative influences.	Practical tasks Cases Group discussions Role games

### Literary sources

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2. Адамська З.М. Фасилітація як передумова розвитку діалогічної культури майбутнього психолога. *Психологічні виміри розвитку сучасної освіти України в умовах євроінтеграції*, 19-20 жовтня 2018 р. : Матеріали Міжнародної науково-практичної конференції з нагоди 20-річчя кафедри практичної психології / упорядники Г.К. Радчук, З.М.Адамська, І.П. Андрійчук. Тернопіль, ТНПУ ім. В.Гнатюка, 2018. С. 101-103
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### Evaluation policy

- **Deadline and rescheduling policy:** papers that fail to meet deadlines without good reason are rated lower. Re-assembly of modules takes place with the permission of the dean's office if there are good reasons (for example, sick leave).
- **Academic Integrity Policy:** all written works are checked for plagiarism and are allowed to be defended with correct textual borrowings of no more than 20%. Cheating at the time control works and exams are forbidden (in including with the use of mobile devices). Mobile devices may only be used during online testing.
- **Attendance Policy:** attendance is a mandatory component of the assessment for which points are awarded. For objective reasons (for example, illness, international internship) class can take place in an online form for the approval of the head of the course.

### Evaluation

The final grade for the course is calculated as follows:

Types of evaluation	% of the final assessment
Module 1 (topics 1-6) - discussion of cases, oral examinations, practical tasks.	29
Module 2 (topics 7-9) - discussion of cases, oral examinations, practical tasks.	16
Module 3 (topics 10-11) - discussion of cases, oral examinations, practical tasks.	30
INDZ, independent work	10
Final control (topics 1-13) - test (tasks of three difficulty levels).	15

### Student assessment scale:

ECTS	Rating in scores	Explanation
A	90 – 100	perfectly
B	85-89	very good
C	75-84	good
D	65-74	satisfactorily
E	60-64	enough

<b>FX</b>	35-59	unsatisfactorily (with the possibility of re-assembly)
<b>F</b>	1-34	unsatisfactorily (with the obligatory repeated course)