

**MINISTRY OF EDUCATION AND SCIENCE OF UKRAINE
TERNOPIL VOLODYMYR HNATIUK NATIONAL PEDAGOGICAL
UNIVERSITY
FACULTY OF PEDAGOGICS AND PSYCHOLOGY**



Approved»

Rector

Bogdan BUYAK

«27» April 2023

**PROGRAM
PROFESSIONAL ENTRANCE TEST
ON SPECIALTY 053**

EPP "PSYCHOLOGY OF BUSINESS AND MANAGEMENT"

upon admission to study for the Master's degree

Ternopil – 2023

I. EXPLANATORY NOTE

The professional test program contains questions that mainly cover the professional training program in psychology (general psychology, personality psychology, social psychology, management psychology) at the first (bachelor's) level of higher education.

The questions are asked in a specific form, which makes it possible to reveal the theoretical and practical knowledge of the applicant on a separate topic.

II. FORM OF CONDUCT

The professional test is conducted orally. The applicant chooses one of the offered examination tickets, which includes two questions. Applicants give answers to questions orally.

The applicant's answer is evaluated in a 100-point system on a scale from 100 to 200.

III. LIST OF QUESTIONS

1. Definition of psychology as a science and its tasks. The main historical stages of the development of psychology.
2. Psyche in the light of reflection theory. The reflexive nature of the mental.
3. Psyche and consciousness. Characteristics of the structure of consciousness.
4. Modern psychology, its connection with other sciences and its place in the system of sciences. The structure of modern psychology.
5. Analysis of the main directions of modern psychology.
6. The development of psychology and its tasks at the current stage of development.
7. Conditions for the emergence of human consciousness. The role of work and language in the emergence of consciousness.
8. Concept of activity, substantive nature of activity. Unity of consciousness and activity.
9. Skills, their structure and patterns of formation.

10. The concept of communication. Unity of communication and activity. Communication parties.
11. Verbal and non-verbal communication. Mechanisms of speech.
12. Role and role expectations in communication. Psychological contact in communication. Interpersonal conflicts, their correction.
13. Psychological mechanisms of perception of a person by a person. Communication training..
14. The concept of a group. Classification and types of groups.
15. Leadership in groups and teams. Collectivistic identification. Cohesion as a Central Committee.
16. Concept of attention and its types. Physiological basis of attention. Characteristics of structural features of attention.
17. The concept of sensation. Sensation in the light of reflection theory.
18. Classification and types of sensations. The mechanism of sensations.
19. General properties of sensations. Sensitivity and its measurement.
20. Perception and its characteristic features.
21. The concept of memory. Characteristics of theories of memory.
22. Characteristics of memory types.
23. Concept of thinking, its social nature and determination.
24. Forms of thinking and their characteristics.
25. Characteristics of thought operations.
26. The concept of imagination, its role in problem situations and creativity.
27. Characteristics of types of imagination. Individual features of imagination.
28. Feelings and their functions in human activity.
29. Characteristics of higher feelings. Characteristics of the forms of experiencing feelings.
30. The concept of will as a form of human activity. Drives, desires and aspirations of the individual. Risk.
31. Characteristics of willpower of a person and their formation.
32. Temperament. The history of the development of the doctrine of temperament.
33. Physiological bases of temperament. Characteristics of temperament types.

34. Human nature, its structure. Traits. Accentuation of character traits.
35. Human abilities, their quantitative and qualitative characteristics.
36. Modern idea of the essence of a person's personality.
37. Personality structure. Biological and social in the structure of personality. Scientific approaches to the interpretation of personality structure.
38. Activity of the individual. Scientific theories of personality activity.
39. Correlation of the concepts "person", "personality", "individual", "individuality".
40. The structure and activity of the personality in the theories of Z. Freud and neo-Freudians, in humanistic theories.
41. The problem of personality in domestic psychology.
42. Consciousness and self-awareness of the individual.
43. The problem of "I" - a concept in psychology. Self-esteem and the level of harassment of the individual. Orientation of the individual.
44. Interrelationship and mutual influence of the cognitive and personal spheres of a person in ontogenesis.
45. Factors and driving forces of personality development.
46. Psychological patterns of personality formation.
47. Personality as an object and subject of interpersonal relations. Conflict in relationships and ways to overcome it.
48. Personality as a communicator. The role of communication in the process of personality formation.
49. Ethnopsychological features of interpersonal communication.
50. The essence of the phenomenon of socialization. Primary and secondary socialization of personality. Psychological problems of personality socialization.
51. General characteristics of psychological signs of entrepreneurship.
52. Psychological level of entrepreneurial activity.
53. Behavioral and social levels of entrepreneurial activity.
54. The influence of leadership on the process of entrepreneurial activity.
55. Psychological signs of innovative behavior.
56. Psychological requirements for the personality of a businessman.
57. General characteristics of the organization. Reasons for creating the organization.

58. Functions of the organization. Forms of organization.
59. Professional effectiveness of the organizational group. Group cohesion.
60. Compatibility of group members. Psychological climate in the group.
61. Characteristics of the main leadership styles.
62. Psychological features of management decision-making in business.
63. Conflicts in the organization. Typology of conflicts.
64. Concepts and types of social relations (family, group, economic, political and national relations).
65. Social roles, their types.
66. Role behavior. The role repertoire of an individual as a specialist in the field of practical psychology. Role competence
67. Communication in the system of interpersonal and social relations. Its structure and functions in the field of practical psychology.
68. Interaction and interpersonal influence. Means of influence during the interaction of a social worker with a client.
69. Conflict as a form of interaction. Typical forms of behavior of people in conflict
70. Personal conflicts and ways to overcome them.
71. Interpersonal conflicts and ways to overcome them. Business conflicts: factors, development, overcoming.
72. Concept of social perception. Social and perceptual competence of a specialist.
73. Group parameters: group composition, group structure, role system, position in the group. Concept of group dynamics.
74. Group pressure. Conformism Making group decisions.
75. Social facilitation, social inhibition and social laziness.
76. Management and leadership. Peculiarities of the differentiation of a leader and a manager.
77. Management as a management phenomenon. Modern management styles and models.
78. The concept of a large social group. Classification of large social groups.
79. Concept of social attitude. Types of installations. Signs and functions of social attitude.

80. The influence of the social environment on the self-awareness and attitudes of the individual.

IV. KNOWLEDGE ASSESSMENT CRITERIA

Evaluation criteria: quality of knowledge, completeness, correctness, awareness, consistency, independence of presentation)

The exam takes place in written form on the basis of tickets consisting of two questions. Preparation time – 60 minutes.

If the applicant received 100-123 points, the exam was passed with an "unsatisfactory" grade.

190-200 – the answer is consistent, correct, all concepts of this question are revealed;
175-189–the answer is consistent and correct, however, in the process of revealing the main provisions of this question, the methods and techniques of their presentation, certain concepts were omitted or redundant ones were named. One mistake was made when giving examples of practical application;

160-174 - the answer is correct, more than half of all the main provisions of this question, methods and techniques of their presentation are revealed. Two or more mistakes were made during giving examples. The answer is not consistent;

124-159 – the answer covers less than half of all the main provisions of this question, methods or techniques of their presentation; examples of their practical application are not given;

100-123 – the answer is fragmentary, no examples of practical application of knowledge are given, the task is not completed, the answer to the question is incorrect.

V. RECOMMENDED LITERATURE

1. Боришевський М. Й. Національна самосвідомість у громадянському становленні особистості. К.: АПН України, 2000. 63 с.
2. Вікова та педагогічна психологія: Навчальний посібник. О.В. Скрипченко, Л.В. Долинська, З.В. Огороднійчук та інші. К.: Просвіта, 2001. 416 с.
3. Варналій З.С. Основи підприємництва: навчальний посібник. Київ: Знання-Прес, 2003. 285 с.

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13. Коломінський Н. Л. Психологія менеджменту в освіті (соціально-психологічний аспект). К.: МАУП, 2000. 286с.
14. Колот А. М. Мотивація персоналу: Підручник. К.: КНЕУ, 2002. 337с.
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