



Course Syllabus

Course Code	Course Title	ECTS Credits
HGEN-150	Behavioral Sciences	10
Prerequisites	Department	Semester
None	Social Sciences	Fall
Type of Course	Field	Language of Instruction
Required	Social Sciences	English
Level of Course	Lecturer(s)	Year of Study
1 st Cycle	Dr. Maria Georgiou	1 st
Mode of Delivery	Work Placement	Corequisites
Distance Learning	N/A	None

Course Objectives:

The main objectives of the course are to:

- Provide an overview of behavioral sciences.
- Enhance critical evaluation skills in regards to different methods in decision making and their application.
- Impart the basic principles of successful learning behaviors.
- Introduce to students several different behavioral influences
- Introduce to students the individual differences that drive behavior.

Learning Outcomes:

After completion of the course students are expected to be able to:

1. Understand the various factors influencing behavior and attitudes.
2. Remember the importance of different methods in decision making.
3. Apply knowledge to improve the decision- making system.
4. Understand cultural, family and group influences on behavior
5. Analyze memory processes and language acquisition
6. Discuss the processes involved in communication
7. Explain the theories of classical, operant conditioning and complex learning phenomena

Course Content:

- Individual Differences: Personality, Values, Behavior
- Motivation and emotion: Needs and Satisfying Benefits
- Nature, nurture and human autonomy
- Language, thought and culture (cultural and ethnic influences)
- Group Influences – group effects on individual performance
- Attitudes and attitude change
- Individual and Routine Decision-Making (Stages)
- Communication: ways and methods of verbal and non-verbal
- Family effects on cognitive ability (problem solving, decision-making)
- Learning: Classical, operant, observational and cognitive learning
- Information-Processing: Attention, Memory and Problem-Solving
- Case Study

Learning Activities and Teaching Methods:

Lectures, Presentations, Assignments, Audiovisual material

Assessment Methods:

Exercises, Assignment, Online Interactions (Forums and Chats), Final Exam

Required Textbooks / Readings:

Title	Author(s)	Publisher	Year	ISBN
Human Behavior in the Social Environment	Rogers, T. A.	Routledge	2016	978-1-315-74439-1 (ebk)

Recommended Textbooks / Readings:

Title	Author(s)	Publisher	Year	ISBN
Social Psychology (7th edition)	Hogg, M. A. & Vaughan, G. M.	Pearson	2014	978-1-292-00364-1

Understanding Psychology, 11th edition	Feldman, R.	McGraw Hill	2013	007-131-4822
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