

Learning Outcomes for the Master's Degree Programme in Management and Coaching

Second-Cycle Studies – Practical Profile

Polish Qualifications Framework (PQF): Level 7

Professional Title Awarded: Master (Magister)

Code	Learning outcome
Knowledge	
K2P_W01	Demonstrates advanced knowledge of the place of management within the system of sciences and its links with other scientific disciplines.
K2P_W02	Explains advanced management terminology and understands its origins and relationships with related disciplines.
K2P_W03	Applies advanced principles, regularities and management instruments.
K2P_W04	Demonstrates expanded knowledge of social structures and institutions of social and economic life.
K2P_W05	Interprets the nature and mechanisms of organisational functioning at an advanced level.
K2P_W06	Defines systemic knowledge of social structures, institutions and their interrelationships.
K2P_W07	Possesses advanced systemic knowledge of socio-economic organisations, their characteristics and determinants.
K2P_W08	Defines human functioning in organisations from psychological and social perspectives.
K2P_W09	Possesses expanded knowledge of social relationships and the principles governing them.
K2P_W10	Demonstrates expanded knowledge of participants in economic processes at micro- and macro-levels.
K2P_W11	Interprets advanced knowledge of humans as managers, decision-makers and participants in relationships.
K2P_W12	Possesses advanced knowledge of the specific nature of human functioning in

	organisations.
K2P_W13	Possesses advanced knowledge of management research design, methods, techniques and tools, including social research.
K2P_W14	Defines advanced knowledge of interpersonal relations, human capital development and intercultural management.
K2P_W15	Develops structured knowledge of ethical and social principles, including professional ethics.
K2P_W16	Applies advanced knowledge of change management, its causes, processes and consequences.
K2P_W17	Recognises contemporary concepts and their evolution concerning organisations, institutions and social relations.

Skills	
K2P_U01	Uses management, psychology and sociology knowledge to interpret social phenomena and problems.
K2P_U02	Applies theoretical management knowledge to analyse socio-economic processes in practice.
K2P_U03	Uses analytical methods, formulates and verifies research hypotheses, conducts empirical studies and presents results.
K2P_U04	Critically selects data and research methods to formulate independent conclusions.
K2P_U05	Analyses the causes and course of socio-economic processes in management.
K2P_U06	Applies theoretical approaches to analyse motives and patterns of human behaviour.
K2P_U07	Develops solutions to complex economic and social problems and forecasts outcomes using psychological and sociological knowledge.
K2P_U08	Applies selected legal regulations in solving management problems.
K2P_U09	Applies professional standards and ethical principles while recognising ethical dilemmas.
K2P_U10	Integrates theoretical management knowledge with practical experience.
K2P_U11	Presents ideas, concerns and proposals

	supported by sound arguments.
K2P_U12	Observes social phenomena and independently analyses their political, legal, economic, cultural and technological determinants.
K2P_U13	Produces advanced written work and communicates effectively in Polish and a foreign language on management topics.
K2P_U14	Communicates fluently in Polish and a foreign language on advanced management issues linked to related disciplines.
K2P_U15	Demonstrates oral and written communication skills at least at CEFR level B2+.
K2P_U16	Leads teams, collaborates effectively and assumes leadership roles.
K2P_U17	Independently plans and pursues lifelong learning while supporting the learning of others.

Social competences	
K2P_K01	Recognises the need for continuous professional development and supports the learning of others.
K2P_K02	Applies basic psychological knowledge when implementing organisational change.
K2P_K03	Participates effectively in project teams, organisations and institutions.
K2P_K04	Performs various team roles responsibly, initiates social projects and accepts responsibility for their outcomes.
K2P_K05	Sets priorities effectively and undertakes activities in the public or private interest.
K2P_K06	Acts professionally and ethically while promoting such attitudes.
K2P_K07	Applies ethical principles, seeks optimal solutions and can act as a mediator, arbitrator or negotiator.
K2P_K08	Prepares responsibly for professional work using psychological knowledge and systems thinking.
K2P_K09	Applies modern project management principles, inspires team members and organises teamwork.
K2P_K10	Continuously develops knowledge and skills and identifies interdisciplinary sources of knowledge.
K2P_K11	Addresses important social issues

	responsibly and carries out individual and team management tasks, including risk management.
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