UNIVERSITÀ
DEGLI STUDI DI MILANO-BICOCCA

# COURSE SYLLABUS

# Personality and Motivation in Communication Processes

**2627-3-E2004P058**

## Learning area

**2: Psychosocial aspects underlying communication.**

## Learning objectives

***Knowledge and understanding***

- Broad issues and theoretical approaches in personality psychology, psychology of motivation and emotions appied to the communication context.
- Methodological and research alternatives in the study of individual personality, motivational processes, and emotions.
- Personality, motivation and emotions assessment.
- The role of personality, motivation and emotions in the communication processes.

***Applying knowledge and understanding***

- To recognize the personality factors and motivational and emotional processes involved in the communication processes.
- Correct planning of research on personality, motivation and emotions.
- Knowing how to choice and use the main instruments aimed at assessing personality, motivation and emotions.
- Capacity to elaborate and read motivational and personality profiles.

***Making judgements***

- Ability to exercise independent judgment and critical thinking through individual readings and group

discussions.
- Ability to demonstrate independent judgment through individual presentations following exercises on personality and motivational assessment and profiling.

***Communication skills***

- Ability to clearly and consciously communicate information, ideas, and critical and constructive insights in various contexts (educational, organizational, healthcare).
- Ability to engage in active listening, dialogue, and both oral and written communication, developed through group work and content presentations.

***Learning skills***

- Development of the ability to pursue one's own course of study actively and independently, supported by increased critical awareness useful for future academic courses and professional activities.

## Contents

Main issues and theoretical approaches in the study of individual personality, motivational processes, and emotions will be presented applied to the communication context. Research strategies used in these psychological fields will be analyzed. Techniques and tools (e.g., questionnaires) used in the assessment of personality, motivation and emotions will be also presented and their practical relevance in the communication context.

## Detailed program

- Personality factors and functioning.
- Personality in communication processes.
- Methodological approaches in the study of personality: correlational and experimental approaches.
- Personality assessment: from the development of a questionnaire to the interpretation of a profile.
- Personalities and external criteria in various contexts: school, work, health.
- Motivational factors andassessment.
- Motivational factors in communication processes.
- Origins and functions of emotions.
- Emotion and communication.
- Emotional intelligence: models and measures.

## Prerequisites

Nothing specific. A good knowledge of the basis of General Psychology enables a more aware use of the course contents.

## Teaching methods

Classroom lectures (50% of the course) are given in Italian. In addition to classroom lectures, part of the teaching will take place through the discussion of scientific articles, and practical exercises on the course topics, individual and in small groups (interactive delivery mode). These methods aim to make the course contents more usable and to facilitate the acquisition of specific skills on the assessment of personality, motivation and emotions.

Attending students are given the further opportunity to deepen their knowledge of the course contents through the reading of specific papers and their presentation to the class, under the supervision of the teacher.

The material (slides and, when possible, tests/questionnaires and scientific articles) is made available on the e-learning site of the course, so that it can also be used by non-attending students.

## Assessment methods

Assessment of learning consists of a written test to be taken on a computer in an IT laboratory. The written test includes 30 multiple-choice questions worth 1 point each and 4 open-ended questions worth up to 3 points each, to be completed in 40 minutes in total (20+20). The questions are designed to assess the actual acquisition of knowledge and skills related to the topics covered in the course.

Answers will be assessed in terms of correctness, ability to argue clearly, conciseness, ability to establish connections between different areas, and critical interpretation of the phenomena studied.

Erasmus students may contact the lecturer to discuss the possibility of studying from an English-language bibliography.

Assessment will be based on the following criteria:

30 cum laude: excellent performance, both in terms of knowledge and critical and expressive articulation.
30: very good performance, complete knowledge, well articulated and correctly expressed.
27–29: good performance, thorough and satisfactory knowledge, substantially correct expression.
24–26: fair performance, knowledge of the essential points, but not exhaustive and not always correctly articulated.
21–23: sufficient performance, knowledge sometimes superficial, with gaps in expression and articulation, not always appropriate.
18–21: barely sufficient performance, knowledge present but superficial; expression and articulation of the argument show even significant gaps.

## Textbooks and Reading Materials

- Cherubini P., Bricolo E., Reverberi C. (a cura di) (2021). *Psicologia generale*. Milano: Cortina (capp. Emozioni e Motivazione).
- Steca P. (2023). *Psicologia della personalità. Prospettive e applicazioni*. Milano: Cortina.

*Detailed information about other materials will be published on the course webpage (e-learning website).*

## Sustainable Development Goals

GOOD HEALTH AND WELL-BEING | RESPONSIBLE CONSUMPTION AND PRODUCTION