



Rashtrasant Tukdoji Maharaj Nagpur University, Nagpur.

M. A. PSYCHOLOGY

CHOICE BASED CREDIT SYSTEM (CBCS)

SEMESTER PATTERN

RULES & REGULATIONS

R.T.M. Nagpur University regulations governing Post Graduate Programmes under Semester, Credit & Grade system. This System is offered to Psychology students appearing for post graduate programmes offered by the R.T.M. Nagpur University from the Academic Year 2016-2017.

These Regulations shall come into from the Academic Year 2016-2017.

1. Papers :-

There are five compulsory papers in each semester. Each semester includes four theory' paper and a separate one paper for "Practicum". Each Semester includes four theory paper of 100 marks each and one paper for 'Practicum' of 200 marks. In all Five papers are compulsory in each semester and student will earn total 600 marks in each semesters and grand total of the four semester would be 2400 marks.

In semester III first two paper are Core papers .Core paper I and core paper II .

Third paper is Elective –I that consists of two Core Electives: Core Elective -I-a or Core Elective -I-b) .(students should select any one)

The forth paper is consists of two papers. Foundation course-I or core III. .(students should select any one)

The fifth paper will be 'psychology practicum'

In semester IV first two papers are core papers –core paper-I and core paper II

The third paper is Core Elective –II that consists of two Electives, Core Elective -II- a or Core Elective- II- b. .(Students should select any one)

The fourth paper consists of two papers. Foundation course-II or core III (students should select any one)

The fifth paper will be 'psychology practicum'

2. Units:-

There are Four units in each theory paper. Minimum two questions will be set from each unit. Students will have to answer 'One' question from each unit. (One question from each unit with internal choice.)

3. Credits & Marks:-

Each semester will offer total 24 credits per week running for 15 weeks. The student will earn total 600 marks in each semester and grand total of all the four semesters will be 2400 marks.

4. Examination :-

Examination of all subjects of Post Graduate Programmes shall be conducted by the R.T.M. Nagpur University as per the scheme of Examination prescribed by the Board of Studies of a particular discipline / subject. Every student desirous for appearing at M.A. Psychology examination will have to complete practical work as per the directions of the concerned teachers and obtain completion certificate to that effect duly signed by Head of the department. The student who fails to produce completion certificate will not be eligible to appear for the related practical or theory examination.

1. The term end examination, however, shall be conducted by the RTM Nagpur University, Nagpur in the allotted centres.
2. Academic calendar showing dates of commencement and end of teaching, internal assessment tests & term end examination shall be duly notified before commencement of each semester every year by the University / Department / Affiliated Colleges.
3. One credit shall be given for every 25 marks, two credits for every 50 marks, four credits for 100 marks and six credits for 150 marks.
4. The proportion of internal and external marks for each theory / practical subjects shall be of 20:80 marks (Internal Examination weightage 20%, external examination weightage 80%).

5. Pattern of Question Paper

1. There will be four units in each paper
2. Question paper will consist of five questions.
3. First four questions will be from first four units.(One questions from each unit with internal choice.)
4. The fifth question will be compulsory consisting of short questions will be based on all four units.
5. Maximum marks in each theory paper will be 80
6. Each paper will be of 3 hours duration.
7. Practical Papers/ laboratory examination shall be of 200 marks for each semester and distribution of marks shall be 160 External and 40 internal.
8. Minimum passing marks in each theory, practical and internal assessment will be 40%.

Scheme of teaching and Examination under Credit Based Semester pattern for

M.A. Psychology

Semester I

S. N.	Paper SEM I	SUB Code	Teaching Scheme (Hrs/Wk)			Credits	Examination Scheme					
			Th	Pr	Total		Duration (Hrs/Wk)	Max Marks		Total Marks	Min Passing Marks [40%] (Combined passing)	
								External	Internal			
1	I	CP-1T1	4		4	4	4	80	20	100	40	
2	II	RMS-1T2	4		4	4	4	80	20	100	40	
3	III	PERI-1T3	4		4	4	4	80	20	100	40	
4	IV	ASP-1T4	4		4	4	4	80	20	100	40	
5	Pract	P-1P1		14	14	8	14	160	40	200	80	
TOTAL			16	12	30	24	30	480	120	600	240	

Subject Code: 1=Semester 1, T-1=Theory- 1, P1=Practical 1,

CP=Cognitive Psychology, RMS=Research Method & Statistics, PERI-I= Personality Theories I,

ASP= Advanced Social Psychology. P=practical

M.A. Psychology

Semester II

S. N.	Paper SEM II	SUB Code	Teaching Scheme (Hrs/Wk)			Credits	Examination Scheme					
			Th	Pr	Total		Duration (Hrs/Wk)	Max Marks		Total Marks	Min Passing Marks [40%] (Combined passing)	
								External	Internal			
1	I	AGP-2T1	4		4	4	4	80	20	100	40	
2	II	RD-2T2	4		4	4	4	80	20	100	40	
3	III	PERII-2T3	4		4	4	4	80	20	100	40	
4	IV	ISB-2T4	4		4	4	4	80	20	100	40	
5	Pract	P-2P1		14	12	8	14	160	40	200	80	
TOTAL			16	14	30	24	30	480	120	600	240	

Subject Code: 2=Semester 2, T-2=Theory- 1, P-1=Practical 1,

AGP=Advanced General Psychology, RD=Research Designs, PER-II= Personality Theories 2nd, ISB= Issues in Social Behaviour ,p=practical

M.A. Psychology – Semester III (Stream – A) Optional Specialization(Clinical Psychology)

S. N.	Paper SEM III-A	SUB Code	Teaching Scheme (Hrs/Wk)			Credits	Examination Scheme					
			Th	Pr	Total		Duration (Hrs/Wk)	Max Marks		Total Marks	Min Passing Marks [40%] (Combined passing)	
								External	Internal			
1	Core- I	ABP A- 3T1	4		4	4	4	80	20	100	40	
2	Core-II	PD& PTH A-3T2	4		4	4	4	80	20	100	40	
3	Ele-I-a or Ele-I-b	HP A-3T3a or PAST A- 3T3b	4		4	4	4	80	20	100	40	
4	F-coI* OR Core-III	FCI(psy) A-3T4a OR PS-I A-3T4b	4		4	4	4	80	20	100	40	
5	Pract	P A-3P1		14	14	8	14	160	40	200	80	
TOTAL			16	14	30	24	30	480	120	600	240	

Subject Code: A=CLINICAL PSYCHOLOGY, 3=Semester 3, T-1=Theory- 1, P-1=Practical 1,

ABP=Abnormal Psychology, PD&PTH=Psycho Diagnosis&Psycotherapy,

Ele- Elective HP= Health Psychology, PAS=Psychological Assessment & Specific Testing.,

FCI(Psy)-(FOUNDATION .* foundation paper from other discipline students):GENERAL PSYCHOLOGY, PS-I=POSITIVE PSYCHOLOGY –I(for psychology students)

M.A. Psychology - Semester III (Stream – B) Optional Specialization

(Organizational Psychology & Human Resource Management)

S.N	Paper SEM III-B	SUB Code	Teaching Scheme (Hrs/Wk)			Credits	Examination Scheme					
			Th	Pr	Total		Duration (Hrs/Wk)	Max Marks		Total Marks	Min Passing Marks [40%] (Combined passing)	
								External	Internal			
1	Core- I	HRM B- 3T1	4		4	4	4	80	20	100	40	
2	Core-II	OB B-3T2	4		4	4	4	80	20	100	40	
3	Ele-I-a or Ele-I-b	CB B-3T3a OR IND A- 3T3b	4		4	4	4	80	20	100	40	
4	F-coI* OR Core-III	FCI(psy) B-3T4a OR PS-I B-3T4b	4		4	4	4	80	20	100	40	
5	Pract	P B-3P1		14	14	8	14	160	40	200	80	
TOTAL			16	14	30	24	30	480	120	600	240	

Subject Code: 3=Semester 3, T-1=Theory- 1, P-1=Practical 1

HRM=Management of Personnel and Human Resources, OB=Organizational Behaviour,

Ele- Elective CB= Consumer Behaviour IND= Industrial Psychology,

FCI(Psy)- (FOUNDATION . * foundation paper from other discipline students):GENERAL PSYCHOLOGY, PS-I=POSITIVE PSYCHOLOGY –I(for psychology students)

M.A. Psychology - Semester III (Stream – C)

Optional Specialization (Counselling Psychology)

S.N	Paper SEM III-C	SUB Code	Teaching Scheme (Hrs/Wk)			Credits	Examination Scheme					
			Th	Pr	Total		Duration (Hrs/Wk)	Max Marks		Total Marks	Min Passing Marks [40%] (Combined passing)	
								External	Internal			
1	Core- I	GCP C- 3T1	4		4	4	4	80	20	100	40	
2	Core-II	BCS C-3T2	4		4	4	4	80	20	100	40	
3	Ele-I-a or Ele-I-b	ECG C-3T3a OR ACG C- 3T3b	4		4	4	4	80	20	100	40	
4	F-coI* OR Core-III	FCI(psy) C-3T4a OR PS-I C-3T4b	4		4	4	4	80	20	100	40	
5	Pract	P C-3P1		14	14	8	14	160	40	200	80	
TOTAL			16	14	30	24	30	480	120	600	240	

Subject Code: 3=Semester 3, T-1=Theory- 1, P-1=Practical 1,

GCP=Guidance and Counselling Psychology, BCS= Basic Counselling Skills,

Ele- Elective ECG=Educational Career Guidance, ACG= Assessment in Counselling & Guidance,

FCI(Psy)-(FOUNDATION . * foundation paper from other discipline students):GENERAL PSYCHOLOGY, PS-I=POSITIVE PSYCHOLOGY –I(for psychology students)

M.A. Psychology - Semester IV (Stream – A)

Optional Specialization (Clinical Psychology)

S.N	Paper SEM IV-A	SUB Code	Teaching Scheme (Hrs/Wk)			Credits	Examination Scheme					
			Th	Pr	Total		Duration (Hrs/Wk)	Max Marks		Total Marks	Min Passing Marks [40%] (Combined passing)	
								External	Internal			
1	Core- I	PP A- 4T1	4		4	4	4	80	20	100	40	
2	Core-II	TIS A-4T2	4		4	4	4	80	20	100	40	
3	Ele-II-a or Ele-II-b	CMM A-4T3a OR PT A- 4T3b	4		4	4	4	80	20	100	40	
4	F-coII* OR Core-III	FCII(psy)- A-4T4a OR PS-II A-4T4b	4		4	4	4	80	20	100	40	
5	Pract	P A-4P1		14	14	8	14	160	40	200	80	
TOTAL			16	14	30	24	30	480	120	600	240	

Subject Code: 4=Semester 4, T-1=Theory- 1, P-1=Practical 1,

PP= Psychopathology, TIS= Therapeutic Intervention Strategies,

Ele- Elective CMM= Community Mental Health and Medical Psychology,PT- Psychological Testing,

FCII(PSY)- (FONDATION . * foundation paper from other discipline students): APPLIED PSYCHOLOGY, PS-II= POSITIVE PSYCHOLOGY –II (for psychology students)

M.A. Psychology - Semester IV (Stream – B) Optional Specialization

(Organizational Psychology & Human Resource Management)

S.N	Paper SEM IV-B	SUB Code	Teaching Scheme (Hrs/Wk)			Credits	Examination Scheme					
			Th	Pr	Total		Duration (Hrs/Wk)	Max Marks		Total Marks	Min Passing Marks [40%] (Combined passing)	
								External	Internal			
1	Core- I	OD B- 4T1	4		4	4	4	80	20	100	40	
2	Core-II	EC B-4T2	4		4	4	4	80	20	100	40	
3	Ele-II-a or Ele-II-b	LCO B-4T3a OR OCO B- 4T3b	4		4	4	4	80	20	100	40	
4	F-coII* OR Core-III	FCII(psy)- B-4T4a OR PS-II B-4T4b	4		4	4	4	80	20	100	40	
5	Pract	P B-4P1		14	14	8	14	160	40	200	80	
TOTAL			16	14	30	24	30	480	120	600	240	

Subject Code: 4=Semester 4, B-Stream B, T-1=Theory- 1, P-1=Practical 1,

OD=Organizational Development, EC= Employee Counselling,

Ele- Elective LCO=Leadership and Communication in Organization, OCO= Organizational Culture and Organizational change,

FCII(PSY)-(FOUNDATION . * foundation paper from other discipline students):APPLIED
PSYCHOLOGY, PS-II=POSITIVE PSYCHOLOGY –II(for psychology students)

M.A. Psychology - Semester IV (Stream – C) Optional Specialization

(Counselling Psychology)

S.N	Paper SEM IV-C	SUB Code	Teaching Scheme (Hrs/Wk)			Credits	Examination Scheme					
			Th	Pr	Total		Duration (Hrs/Wk)	Max Marks		Total Marks	Min Passing Marks [40%] (Combined passing)	
								External	Internal			
1	Core- I	PD C- 4T1	4		4	4	4	80	20	100	40	
2	Core-II	ISC C-4T2	4		4	4	4	80	20	100	40	
3	Ele-II-a or Ele-II-b	SAC C-4T3a OR PCG C- 4T3b	4		4	4	4	80	20	100	40	
4	F-coII* OR Core-III	FCII(psy)- C-4T4a OR PS-II C-4T4b	4		4	4	4	80	20	100	40	
5	Pract	P C-4P1		14	14	8	14	160	40	200	80	
TOTAL			16	14	30	24	30	480	120	600	240	

Subject Code: 4=Semester 4, C-Stream C, T-1=Theory- 1, P-1=Practical 1,

PD=Psychological Disorders, ISC= Intervention Strategies in Counselling,

Ele- Elective SAC= Social Areas of Counselling. PCG=Psychological Testing in Counselling and Guidance

FCII(PSY)-(FONDATION .* foundation paper from other discipline students):APPLIED PSYCHOLOGY,
 PS-II=POSITIVE PSYCHOLOGY –II(for psychology students)

List of courses

M.A.Part-I –Semester-I

Core Course	
Paper No.	Title of the paper
I	COGNITIVE PSYCHOLOGY
II	RESEARCH METHOD, STATISTICS & PSYCHOLOGICAL TESTING
III	PERSONALITY THEORIES- I
IV	ADVANCED SOCIAL PSYCHOLOGY
V	PSYCHOLOGY PRACTICUM

M.A.Part-I –Semester-II

Core Course	
Paper No.	Title of the paper
I	ADVANCED GENERAL PSYCHOLOGY
II	RESEARCH DESIGNS
III	PERSONALITY THEORIES- II
IV	ISSUES IN SOCIAL BEHAVIOUR
V	PSYCHOLOGY PRACTICUM

M.A.Part-II –Semester-III

(Stream A) :Clinical psychology

Paper No.	Title of the paper
	Core paper
I	ABNORMAL PSYCHOLOGY
II	PSYCHODIAGNOSIS AND PSYCHOTHERAPY
	Elective Papers(select any one paper of the following two)
III(Elective I-a)	HEALTH PSYCHOLOGY OR
III(Elective I-b)	PSYCHOLOGICAL ASSESSMENT AND SPECIFIC TESTING
	Foundation Course(select any one paper of the following two)
IV	FOUNDATION COURSE-I(GENERAL PSYCHOLOGY) <u>(FONDATION .* foundation paper from other discipline students)</u> OR POSITIVE PSYCHOLOGY-I(<u>for psychology students</u>)
V	CLINICAL PSYCHOLOGY PRACTICUM

M.A.Part-II –Semester-III

(Stream B): Organizational Psychology and Human Resource Management

Paper No.	Title of the paper
	Core paper
I	MANAGEMENT OF PERSONNEL AND HUMAN RESOURCES
II	ORGANIZATIONAL BEHAVIOR
	Elective Papers(select any one paper of the following two)
III(Elective I-a)	CONSUMER BEHAVIOR OR
III(Elective I-b)	INDUSTRIAL PSYCHOLOGY
	Foundation Course(select any one paper of the following two)
IV	FOUNDATION COURSE-I(GENERAL PSYCHOLOGY) <u>(FONDATION .* foundation paper from other discipline students)</u> OR POSITIVE PSYCHOLOGY-I(<u>for psychology students</u>)
V	Organizational Psychology Practicum

M.A.Part-II –Semester-III
(Stream C-): Counselling Psychology

Paper No.	Title of the paper
	Core paper
I	GUIDANCE AND COUNSELLING PSYCHOLOGY
II	BASIC COUNSELLING SKILLS
	Elective Papers(select any one paper of the following two)
III(Elective I-a)	EDUCATIONAL & CAREER GUIDANCE
	OR
III(Elective I-b)	ASSESSMENT IN COUNSELLING AND GUIDANCE
	Foundation Course(select any one paper of the following two)
IV	FOUNDATION COURSE-I(GENERAL PSYCHOLOGY) <u>(FONDATION .* foundation paper from other discipline students)</u> OR POSITIVE PSYCHOLOGY-I(<u> for psychology students</u>)
V	COUNSELLING PSYCHOLOGY PRACTICUM

M.A.Part-II –Semester-IV
(Stream A) :Clinical psychology

Paper No.	Title of the paper
	Core paper
I	PSYCHOPATHOLOGY
II	THERAPEUTIC INTERVENTION STRATEGIES
	Elective Papers(select any one paper of the following two)
III(Elective- II-a)	COMMUNITY MENTAL HEALTH AND MEDICAL PSYCHOLOGY
	OR
III(Elective- II-b)	PSYCHOLOGICAL TESTING IN CLINICAL PSYCHOLOGY
	Foundation Course(select any one paper of the following two)
IV	FOUNDATION COURSE-II(APPLIED PSYCHOLOGY) <u>(FONDATION .* foundation paper from other discipline students)</u> OR POSITIVE PSYCHOLOGY-II(<u> for psychology students</u>)
V	CLINICAL PSYCHOLOGY PRACTICUM

M.A.Part-II –Semester-IV

(Stream B): Organizational Psychology and Human Resource Management

Paper No.	Title of the paper
	Core paper
I	ORGANIZATION DEVELOPMENT
II	EMPLOYEE COUNSELLING
	Elective Papers(select any one paper of the following two)
III(Elective II-a)	LEADERSHIP AND COMMUNICATION IN ORGANIZATIONS
	OR
III(Elective II-b)	ORGANIZATIONAL CULTURE, ORGANIZATIONAL LEARNING AND ORGANIZATIONAL CHANGE
	Foundation Course(select any one paper of the following two)
IV	FOUNDATION COURSE-II(APPLIED PSYCHOLOGY) (<u>FONDATION . * foundation paper from other discipline students</u>)
	OR
	POSITIVE PSYCHOLOGY-II(<u>for psychology students</u>)
V	ORGANIZATIONAL PSYCHOLOGY PRACTICUM

M.A.Part-II –Semester-IV

(Stream C): Counselling Psychology

Paper No.	Title of the paper
	Core paper
I	PSYCHOLOGICAL DISORDERS
II	INTERVENTION STRATEGIES IN COUNSELLING
	Elective Papers(select any one paper of the following two)
III(Elective II-a)	SPECIAL AREAS OF COUNSELLING
	OR
III(Elective II-b)	PSYCHOLOGICAL TESTING IN COUNSELLING AND GUIDANCE
	FOUNDATION COURSE(select any one paper of the following two)
IV	FOUNDATION COURSE-II(APPLIED PSYCHOLOGY) (<u>FONDATION . * foundation paper from other discipline students</u>)
	OR
	POSITIVE PSYCHOLOGY-II(<u>for psychology students</u>)
V	COUNSELLING PSYCHOLOGY PRACTICUM

M.A. Psychology
Semester I - Paper I

CODE – CP-1T1

COGNITIVE PSYCHOLOGY

UNIT- 1

Cognitive psychology: What is cognitive psychology? Origin and current status, Cognitive psychology and related fields

Characteristics of human information processing: feature analysis, hierarchical organization, parallel processing.

Representation and processing of knowledge: mental representation, mental procedures.

Cognitive neuroscience : brain lesion, brain imaging

UNIT –2

Cognitive phenomenon: Cognitive style, Cognitive structure, Cognitive consistency, Cognitive map

UNIT-3

Metacognition

Definition of metacognition: knowledge, monitoring and control.

Metamemory: judgement of learning, feeling of knowing. (Illusion of knowledge)

Tip of the tongue phenomenon, Metacomprehension, Application of metacognition

UNIT-4

Thinking and problem solving

Types of thinking: convergent and divergent thinking

Theories of thought process: association, gestalt, information processing.

Components of thinking: ideas, images, concepts

Functions of thinking: types of reasoning, problem solving

Decision making

Books Recommended

Bernstein, D.A., Penner, L.P., Clarke-Stewart, E.J. (2008). *Psychology* (8th Ed.). N.Y.: Houghton Mifflin

Smith, E. E. & Kosslyn, S. M.. (2007) *Cognitive Psychology Mind and Brain*. Prentice – Hall of India Private Limited.

Matlin, M. W. (2006) *Cognition*, John Wiley & Sons, Inc. U.S.A.

Baddeley, A. (1986). *Working memory*. Oxford: Clarendon Press.

Baron, R.(2004) *Psychology*. New Delhi : Prentice – Hall of India.

Galloti,K.M.(2006).*Cognitive psychology In and Out of the Laboratory*. USA:Wadsworth/ Thomson Learning.

Matlin, M.W.(2003). *Cognition*. USA: John Wiley and sons.

Jahnke, IC.,Nowaczyk, R.H.(1998). *Cognition*. New Jersey : Prentice Hall.

Glass ,Lewis, A, Hylock,James,K.(1986). *Cognition*. McGraw Hill book company.

M.A. Psychology

Semester I - Paper - II

CODE- RMS-1T2

RESEARCH METHOD, STATISTIC & PSYCHOLOGICAL TESTING

UNIT 1

Scientific thinking and common sense thinking,

Problem: concept, criteria and sources;

Hypothesis: concept, criteria, types, sources and information; significance of problem and hypothesis in psychological research.

UNIT 2

Experimentation in Psychology

Purpose, Nature of variables; Techniques of experimental manipulation, Impact and control in experiment. Sources of bias, Ethical issues in Psychological research.

UNIT 3

Psychological Testing

Function and origins of psychological testing; Nature and the use of Psychological test; Social and ethical implications of testing.

Standardized Test

Its meaning, its psychometric properties; item analysis, validity and reliability; norms and interpretation of test scores.

UNIT 4

- Parametric and non parametric Methods
, t- test, F -test, ANOVA, Sign test and U test.
- Correlation: [Product moment]; [Rank difference]; [Biserial, Phi]. Regression equation
- Types of sample, Standard score, percentile.

Books Recommended

Kerlinger, F.N.(1973). *Foundation of Behavioural Research* (2nd Ed.). N.Y.: Holt Rinehart & Wilson

Anastasi, A., Urbina, S. (2004). *Psychological Testing* (7th Ed.). India: Pearson Education Pvt. Ltd. (Indian Branch)

Guilford, J.P. & Fruchter, B. (1978). *Fundamental Statistics in Psychology and Education* (6th Ed.). N.Y.: McGraw Hill

Mangal, S. K. (2007). *Statistics in Psychology and Education* (2nd Ed.). New Delhi: Prentice Hall of India.

King, B. M. & Minium, E.M. (2003). *Statistical Reasoning in Psychology and Education* (4th Ed.). U.S.A.: John Wiley & Sons

Aron, A., Aron, E.N. (1994). *Statistics for Psychology*. U.K.: Prentice Hall

Scott, W. A. & Wertheimer, M. (1962). *Introduction to Psychological Research*. N.Y.: John Wiley & Sons

M.A. Psychology

Semester I - Paper - III

CODE- PERI-1T3

PERSONALITY THEORIES- I

AIM: To help student gain clearer insight

1] in understanding human behaviour

2] in multiple determinants of personality.

And

3] To provide solid foundation for further study and evaluation of human behaviour.

Unit – 1

Personality Psychology

Introduction to the discipline. The concept of personality (meaning, definition, heterogeneity etc..)
Theories of personality. Components of personality theory/ies. Criteria for evaluating personality theories. Important issues in personality theories.

Unit – 2

The psychodynamic approach to personality

Sigmund Freud.

Carl Jung.

Alfred Adler

Unit 3

Ego psychology. Hartman, A. Freud, Erikson, Mahler

Unit – 4

Trait and Type Approach

Cattell's trait approach

Eysenck's Trait – Type approach

The Five Robust Factors – Super traits

Books Recommended

Ewen R. B. (1988) An introduction to theories of personality. 6rd edn. Lawrence Erlbaum Associates Inc. Mahwah New Jersey, London

Boeree, C. G. (2006) Personality Theories

[<http://www.ship.edu/%7Ecgboree/perscontents.html>]

Hjelle, L. A. and Ziegler, D. J. (1992) Personality Theories. Basic assumptions, research and Applications, 3rd edn. McGraw-Hill Inc. International Edition.

Pervin, L. a Personality: Theory and Research, (1991) 6th edn, John Wiley & Sons, Inc. U.S.A.

Pervin, L (2003). The Science of Personality. 2nd edn. Oxford University Press. New York

Hall, C. s. & Linzey, G. (1991) Theories of Personality, 3rd edn.. John Wiley & Sons, Inc. U.S.A.

M.A. Psychology

Semester I - Paper - IV

CODE- ASP-1T4

Advanced Social Psychology

UNIT-1

Introduction to social psychology

Social psychology: definition, nature, scope and goals of social psychology.

Social psychology in the new millennium: cognitive perspective, multicultural perspective, biological and evolutionary perspective.

UNIT-2

Attitude and behaviour

Formation of attitudes

How attitude influences behaviour, attitude change

Persuasion: paths and elements of persuasion, resistance to persuasion, cognitive dissonance.

UNIT-3

Social psychology and sustainable future

Global crisis: sustainable life styles, creating incentives to conserve.

Psychology of materialism and wealth.

Creating sustainable future: adjusting adaptations and comparisons.

UNIT -4

Aggression

Aggression : theoretical perspectives, determinants of aggression and its causes.

The prevention and control of human aggression : punishment , catharsis, cognitive intervention and other techniques.

Books recommended

Myers, D.G. (2005). *Social psychology*. New Delhi; Tata McGraw- Hill.

Baron, R.A. ,Byrne, D. (2003). *Social Psychology*. New Delhi : Prentice – Hall of India.

Schneider, W.F., Gruman, J.A., Coutts, L.M. (2005). *Applied Social Psychology; Understanding and Addressing Practical Problems*. Sage Pub. @ www.sagepublications.com

Tripathi, R.C. (1988). *Applied Social Psychology*. In J. Pandey. (Ed.) *Psychology in India: The state-of-the art*. (pp. 95 -157). New Delhi: Sage Pub.

M.A. Psychology

Semester I - Paper – V

CODE - P-1P1

PSYCHOLOGY PRACTICUM (SEM I)

a) This paper consists of five laboratory experiments* and one mini field – study**; related to attitudes/current psychological issues.

Each student shall complete five experiments during the 1st semester period. Each student shall submit journal containing reports of experiments and a report of mini field study.

*(*Experiments to be conducted will be decided by concerned teachers' committee.)*

*(**Topics/areas for field study will be decided by the student(s) in consultation with concerned teachers' committee.)*

b) *calculating mean, std. dev, correlation with computer.*

Internal Assessment

Marks:40

- **Performance during academic session** - 20marks

- Experiment and mini field - study reports, - 20 marks

External Practical examination

MARKS:160

- Experiment and report writing - 50 marks
- o field - study written report: - 50 marks

- Viva voce - 60 marks

TOTAL MARKS:200

M.A. Psychology

Semester II - Paper I

CODE - AGP-2T1

ADVANCED GENERAL PSYCHOLOGY

UNIT –I

Intelligence and creativity
Development of intelligence
Biological bases of intelligence: nature & nurture
Theories of intelligence, diversity of mental abilities.
Contextual intelligence, Perceived intelligence, Artificial intelligence
Creativity: Meaning, problem
Creativity and intelligence relationship, Brain storming

UNIT-2

- Memory:
Biological bases of memory, models of memory, information processing approach to memory
- Emotion and motivation
Emotion: physiological bases of emotion, role of limbic system,
Theories of emotion: evolutionary, neo-jamesian, cognitive.
Motivation: process of motivation, theories of motivation.

UNIT-3

Altered States of consciousness: sleep, hypnosis, drug induced alteration, meditation
Forensic Psychology: Meaning, Nature, scope, applications
Lie detection, eye witness testimony, Psychological autopsy.

UNIT-4

Human development
Major theories of development: intellectual , moral, social, cognitive.
Adolescence: physical, cognitive, social and emotional development, anxiety and problems faced .Adulthood and aging: theories of aging. Death and bereavement..

Books Recommended

Matlin, M. W. (2006) *Cognition*, John Wiley & Sons, Inc. U.S.A.
Baddeley, A. (1986). *Working memory*. Oxford: Clarendon Press.
Baron, R.(2004) . *Psychology*. New Delhi : Prentice – Hall of India.
Jahnke, IC.,Nowaczyk, R.H.(1998). *Cognition*. New Jersey : Prentice Hall.
Bernstein, D.A., Penner, L.P., Clarke-Stewart, E.J. (2008). *Psychology* (8th Ed.).
N.Y.: Houghton Mifflin
Snyder, C. R., Lopez, S.J.(2007).*Positive Psychology; The Scientific and Practical Explorations of Human Strengths*.Sage publications@ www.sagepublication.com
Shafter, D.R., Kipp,K. (2007).*Developmental Psychology; Childhood & Adults*.
Haryana: Thomson Wadsworth
Papalia,D.E.,Olds,S.W.(1994).*Human development*. New Delhi : Tata McGraw Hill

Papalia,D.E.,Olds,S.W, Feldman,R.D.(2004).*Human development* (9th Ed.). New Delhi : Tata McGraw Hill

M.A. Psychology

Semester II - Paper - II

CODE - RD-2T2

RESEARCH DESIGNS

UNIT 1

Nature of research and its process

Experimental research and field experiment

Between and within group designs (single factor)

UNIT 2

- Randomized block design, Factorial design [fixed model], Latin square design, ANCOVA.
- Quasi Experimental Designs

Non Equivalent control group designs; Time series designs, Pre –post test design

Case study, Longitudinal, Cross-sectional, Panel design, correlational research, survey research

UNIT 3

Qualitative research method

Program evaluation, , Discourse (content) analysis, Narrative method

UNIT 4

Analysis, meta- analysis, trend analysis, analysis of qualitative data

Interpretation, meaning, description vs. discussion, narrow vs. broad

Research report writing

Books Recommended

- Banister, P., Burman, E., Parker, I., Taylor, M., & Tindall, C. (1994). *Qualitative Methods in Psychology: A Research Guide*. Philadelphia: Open University Press.
- Broota, K.D. (1992). *Experimental Designs in Behavioural Research*. New Delhi: Wiley Eastern.
- Camic, P.M., Rhodes, J.E., Yardley, S. (Eds.) (2003). *Qualitative Researches in Psychology*. Washington D.C.: APA
- Glaser, B. G. & Strauss, A. L. (1973). *The discovery of grounded theory: Strategies for qualitative research*. Chicago : Aldine Pub.
- Goodwin, C. J.(1995). *Research in Psychology Methods and Design*. New York: John Wiley & Sons.
- Helode R.D.(2012) *Basic of research in behavioural science*. Psycoscan ,58,Laxmi nagar, wardha.
- Kaplil, .H. K. (2007). *Research Methods (In Behavioural Science)*(13th Ed). Agra: H.P. Bhargava Book House
- Shaughnessy, J.J. & Zechmeister E. B.(1997). *Research Methods in Psychology* (4th Ed.). N.Y.: McGraw Hill
- Winer, B.J. (1971). *Statistical Principles in Experimental Design*. N.Y.: McGraw Hill

M.A. Psychology

Semester II - Paper - III

CODE – PERII-2T3

PERSONALITY THEORIES - II

Unit - I

Behavioural Approach, The behavioural view of the person

B. F. Skinner: radical Behaviourism.

Albert Bandura, Julian Rotter

Unit –2

- A Cognitive theory of personality

George Kelly. The psychology of personal constructs

Humanistic approach.

C. R. Rogers, Abraham Maslow

- Existential Approach

Rollo May, Viktor Frankle

Unit 3

The Indian Approaches to personality

Guna theory – Srimadbhagvadgeeta

View points of Sri Aurobindo

Abhidhama – Gautam Buddha.

Unit –4

The psychology of women

A relational approach – Miller

The ideals of personality, the Mature person [Adler], Fully Functioning person [Rogers], Self-actualizer [Maslow], Sthitpradnya / Trigunatēet (Srimadbhagwadgita), Arhat

Personality theories – new directions in the discipline

Books Recommended

Ewen R. B. (2003) An introduction to theories of personality. 3rd edn. Lawrence Erlbaum Associates Inc. Hillsdale, New Jersey, London

Hall, C. s. & Linzey, G. (1991) Theories of Personality, 3rd edn.. John Wiley & Sons, Inc. U.S.A.

Pervin, L. a Personality: Theory and Research, (1991) 6th edn, John Wiley & Sons, Inc. U.S.A.

Tilak B. G. (1986) Geeta Rahasya or Karma Yoga Rahasya, B. s. Sukhtankar (Eng. Tra.) 6th edn Geeta printers, Pune, India

Sri Aurobindo, The synthesis of Yoga (1970 - 73) Sri Aurobindo Birth Centenary Library, Sri Aurobindo Ashram Press, Pondicherry, India

Pandey, J. (ed.) (2001) Personality and Health Psychology In Psychology in India Revisited. Developments in the discipline, sage Publication India Pvt Ltd. New Delhi. India.

Nithyanandan, V. (2008) Buddhist and western psychology comparative study. Global vision publishing house.

Pervin, L (2003). The Science of Personality. 2nd edn. Oxford University Press. New York

M.A. Psychology

Semester II - Paper - IV

CODE : ISB-2T4

Issues In Social Behaviour

UNIT- I

- Poverty, gender issues, unemployment and its psychosocial consequences , population issues, media culture, effects of televiewing, AIDS.
- Conflict
- Conflict: social dilemma , competition, perceived injustice, misperception.
- Conflict management and resolution of inter-group conflict.

UNIT- 2

Prejudice and discrimination. Development of prejudice : social, motivational and cognitive sources of prejudice.

Social learning, social categorisation, mechanism of prejudice: collective and individual

Consequences of prejudice. Combating prejudice: techniques for countering its effects.

UNIT- 3

Group dynamics : what is group? Group polarization, group think, decision making in group, minority influence on group decision.

UNIT –4

Pro-social behaviour

Pro-social behaviour : altruism and bystander effect

Altruism: definition, egotism motive, motivated altruism, cultivating altruism and its measurement

Empathy: definition, empathy- altruism hypothesis, genetic and neural foundations of empathy.

Gratitude and forgiveness : defining, cultivating ,measuring and neurobiological bases.

Societal implications of altruism.

Books recommended

Myers, D.G(2005). Social psychology. New Delhi; Tata McGraw- Hill.

Baron, R.A. ,Byrne, D (2003) social psychology. New Delhi : Prentice – Hall of India.

Schneider, W.F., Gruman, J.A., Coutts, L.M. (2005). *Applied Social Psychology; Understanding and Addressing Practical Problems*. Sage Pub. @ www.sagepublications.com

Snyder, C. R., Lopez, S. J. (2006). *Positive Psychology; The Scientific and Practical Exploration of Human Strengths*. Sage Pub. @ www.sagepublications.com

Bunk, A.P., Van Vugt, M. (2007). *Applying Social Psychology; From Problems to Solutions*. Sage Pub. @ www.sagepublications.com

M.A. Psychology

Semester II - Paper - V

CODE - P-2P1

PSYCHOLOGY PRACTICUM

- This paper consists of Five Testing practical and one test evaluation*
- Each student shall complete Five Tests and one test evaluation during the II semester period. Each student shall submit journal containing reports of tests and a report of one test evaluation.

*(*Testing practical and test to be evaluated will be decided by the teachers committee)*

- *Preparing pi diagram, simple graphs with computer.*

Internal Assessment

Marks:40

- Performance during academic session

- 20 marks

- Testing and test evaluation reports,

- 20 marks

External Practical examination

MARKS:160

- Testing and report writing

- 60 marks

○ Evaluation of test written report:

- 40 marks

- Viva voce

- 60 marks

TOTAL MARKS:200

Semester – III (Stream-A)

Core Paper - I

Code: ABP A- 3T1

ABNORMAL PSYCHOLOGY

Objectives:

To provide an in-depth understanding of abnormal psychology.

To provide background knowledge regarding psychopathology, etiology and symptomatology of various psychological disorders.

UNIT 1

- Abnormal behavior: Its meaning, historical background, meaning of prevalence, incidence and risk factors.

Causes of abnormal behavior; biological, psycho-social, socio-cultural & neuro-psychological factors

- THEORETICAL PERSPECTIVE ON MALADAPTIVE BEHAVIOUR

Biological perspective, Psychodynamaic perspective, Behavioral perspective, Cognitive perspective, Humanistic-Existential perspective, Community-Cultural perspective, Integrative approach.

UNIT 2

STRESS, COPING AND MALADAPTIVE BEHAVIOR

Stress and coping, Stressful life situations and transitions, Clinical reaction to stress and its management; adjustment disorder, post traumatic stress disorder, dissociative disorder

UNIT 3

- Personality disorders: paranoid, histrionic, schizoid, dependent, avoidant, narcissistic, borderline, obsessive-compulsive type & antisocial personality disorder
- Mental retardation, its causes, degrees of mental retardation, problems, helping the child and family .
- Disorders usually first diagnosed in infancy, childhood or adolescence
- ADHD, Autism, Learning disorders, Conduct disorder, Stuttering, Tics,

UNIT 4

Other Conditions of Clinical Attention

Parent – child relational problem, Physical abuse of child; Physical abuse of adult, Non-compliance with treatment, Malingering, Bereavement..

Books Recommended

Sarason , I.G. & Sarason, B. R. (1993). *Abnormal Psychology; The Problem of Maladaptive Behaviour*. New Jersey: Prentice Hall

Coleman, J.C. (1986). *Abnormal Psychology and modern Life*. Bombay: Taraporevala Sons & Co. Pvt. Ltd.

Carson, R.C., Butcher, J. N. & Mineka, S. (1996).). *Abnormal Psychology and modern Life* (10th Ed.).N.Y.: HarperColins

Plante, T.G. (2005). *Contemporary Clinical Psychology* (2nd Ed.) New Jersey:. John Wiley & Sons

Ottmanns, T. F., Emery R. E. (1995). *Abnormal Psychology*. U. S. A.: Prentice Hall

Holmes, D.S. (1997). *Abnormal Psychology* (3rd Ed.). N.Y.: Addison –Wesley Education. Pvt. Ltd

Nevid, J.S., Rathus, S. A., Greene, B. (1997). *Abnormal Psychology in Changing World* (3rd Ed.). U.K.: Prentice Hall

Hales, R.E., Yudofsky, S.G.(2003). *Text Book of Clinical Psychiatry*. Washington D C: American Psychiatric Publishing, inc.

Semester III

(Stream A: Core Paper –II)

Code: PD& PTH A-3T2

PSYCHODIAGNOSIS AND PSYCHOTHERAPY

Objectives:

- 1) To provide the students a chance to study various therapeutic approaches.
- 2) To help in developing a balanced view of the various therapies and practical techniques employed.

UNIT 1

Concept of diagnosis, objective of psycho diagnosis, Indian and International classification, DSM and ICD revisions. Ethical issues, client -therapist relationship, confidentiality, legal liability, malpractice.

Historical trends, personal characteristics of therapist, personal counseling for therapist, problems faced by beginning therapist.

UNIT 2

Approaches to Counseling and Therapy: Directive, Non-directive-

The Psychoanalytic Psychotherapy, Rogers – Basic Concepts- Techniques – Evaluation

UNIT 3

Logo therapy, Brief psychotherapy, Reality therapy, Gestalt therapy

UNIT 4

Play therapy. Couple Counselling, Workplace Counselling, Transactional analysis

Books Recommended

Corey, G. (1991). *Theory and Practice of Counselling and Psychotherapy* (4th Ed.). California: Brooks.

Corey, G. (2006). *The Art of Integrative Counseling*. California: Brooks

Flanagan, J.S., Flanagan, R.S. (2004). *Counselling and Psychotherapy, Theories in Context and Practice*. New Jersey: John Wiley & Sons.

Korchin, S. J. (1976). *Modern Clinical Psychology: Principles of Intervention in the Clinic and Community*. New York: Basic Books

Plante, T.G. (2005). *Contemporary Clinical Psychology* (2nd Ed.) New Jersey: John Wiley & Sons

Bellack, A. S., Hersen, M., Johnston, D. W., & Johnston, M. (Eds.). (1998). *Comprehensive Clinical Psychology* (Vol. 8). New York: Pergamon

Stricker, G., Widiger, T.A. (Eds.)(2003). *Handbook of Psychology; Vol .8 Clinical Psychology*. New Jersey : John Wiley & Sons

Feltham C, Horton I (Ed), (2006): *The Sage Handbook of Counselling and Psychotherapy*, 2nd Ed. Sage Publication; New Ddelhi.

Gilliland B, Richard, J. Bowman, J: *Theories and Strategies in Counselling and Psychotherapy*, 2nd Ed. Allyn and Bacon Publishers

Flangan,J.S.,Flagman,R,S.(2004) *Counselling and Psychotherapy,Theories in context and Practice*.New Jersey: John Wiley and sons

Semester – III

(Stream A: Paper – III, Core Elective -I-a)

Code: HP A-3T3

HEALTH PSYCHOLOGY

Objectives :

To acquaint the students with various aspect of health psychology, mental health

UNIT 1

Health psychology: definition, history, mind-body relation, bio-psycho-social model in health psychology, research.

The systems of body: Nervous system, endocrine system, cardiovascular system, respiratory system, digestive system, renal system, reproductive system, immune system.

UNIT 2

Health compromising behavior: alcoholism, smoking, indiscipined and rash driving, indiscriminate use of mobile phone

Health enhancing behavior: proper diet, exercise, regular medical checkup for senior citizens, weight control

UNIT 3

Health behaviour and Primary prevention. What is health behaviour? Barriers to effective health promotion. Factors influencing the practice of health behaviour.

Modification of health behavior. Changing health behaviours by changing health beliefs.

Changing health behaviours through social engineering.

UNIT 4

Stress management:, Basic techniques of stress management - identifying the stressors, self monitoring, recognizing negative self talk, handling negative emotions, relaxation, meditation.

Spiritual methods: avoiding negative thinking, fear, use of will, faith and prayer, establishing peace

Books Recommended

Taylor, S.E. (1991). *Health Psychology* . N.Y. McGraw Hill

Pitts, M., Phillis, K. (2003). *The psychology of Health; An introduction*. E-library: Taylor & Fransis

Khubalkar, R.(2008). *Know Your Stress Manage Your Stress*. New Delhi: NeelKamal Publication Pvt. Ltd.

Drifte, C. (2008). *Encouraging Positive Behavior in the Early Years*. Sage Pub. @
www.sagepublications.com

Hamilton-West, K. (2010). *Psychobiological Processes in Health and Illness*. . Sage Pub. @
www.sagepublications.com

Marks, D. F.(2010). *Health Psychology: Theory, Research and Practice (3rd Ed.)*. . Sage Pub. @
www.sagepublications.com

Mitra, B.K. (2011). *Personality Development & Soft Skills*. U.K.: Oxford

Compilation from writings of mothers and Sri Arbindoo (2006). *Towards Perfect Health*. Pondichery: Sri Arbindoo Ashram Publication Department

Compilation from works of mothers and Sri Arbindoo (2004). *Integral Healing*. Pondichery: Sri Arbindoo Ashram Publication Department

Semester – III

(Stream A: Paper – III, Core Elective- I-b)

Code: PAST A- 3T4

Psychological Assessment and Specific Testing

Objective: 1) To train students for clinical diagnosis and assessment.
2) To acquaint them with various psychological tests for assessment and diagnostic purposes

UNIT 1

Informal assessment: person perception, clinical sensitivity, empathy, sources of error, communication strategies, importance of rapport, clinical relationship.

Informal assessment: clinical interview, method of behavioral assessment, case history, mental status examination,

UNIT 2

Interpreting and synthesizing assessment findings, impressionistic and psychometric approach, statistical method in decision making.

Process of interpretation, sources of error in interpretation.

Writing psychological report, ethical issues, research on the process of clinical judgment

UNIT 3

1. Psychological Assessment of Development:
Vineland Social maturity Scale

Developmental Screening Test

Goddard's Seguin Form Board

Diagnostic Test of Learning Disability

Gilliam Autism Rating Scale

UNIT 4

. Intelligence Testing

- a) Stanford Binet Scales and its Indian Adaptation
- b) Wechsler's Intelligence Scale: Adults and Children
- c) Cross Cultural Test- Culture Fair Intelligence Tests (CFIT),
- d) Progressive Matrices
- e) Draw a Man test,
- f) Bhatia Battery

Books Recommended

Aiken R. L, Marnat. G (2009): Psychological Testing and Assessment, Dorling Kingdersley, India Pvt. Ltd

Plante, T.G. (2005): Contemporary Clinical Psychology (2nd Ed) New Jersey: John Wiley & sons

Hecker, J.E & Thorpe G.L (2007). Introduction to Clinical Psychology, Science and Ethics. India: Dorling Kindersley (India) Pvt. Ltd

Weiner, B. (1983) : Clinical Methods in Psychology, N.Y. John - Wiley and sons

Neizal, M.T., Bernstein (1995) : Introduction to clinical Psychology, 2nd edi.

Third semester

Paper IV- Foundation Course -I (Stream A)

Paper – IV (CBCS)

GENERAL PSYCHOLOGY

CODE: FCI(psy) A-3T5

Unit I:

Introduction to Psychology:

Definition and nature of psychology; Approaches: Biological, Psychodynamic, Behaviourist, and Cognitive.

Psychological Testing ,Function and origins of psychological testing ,Nature and the use of Psychological test; Social and ethical implications of testing.

Types of psychological tests.

Unit II :

Learning: Definition and nature of learning and.

Methods of learning: Trial and error, Insight, modelling.

Memory

Definition, Nature of memory, models of memory,- Encoding, Storage retrieval, Retention, Recall Recognition, Relearning, Reconstruction

Stages of Memory systems – Sensory memory, Short-term memory, Long -term memory; Nature and causes of forgetting- decay, Interference.

Unit III :

Motivation: Meaning of Motivation, Types of Motivation, Primary motive, General motive, Secondary Motives and Motivational process. Theories of Motivation.

Emotion: What is emotion?, Components of emotion, Expressing and Recognizing Emotion. Theories of Emotion.

Unit IV :

Personality:The concept of personlity(meaning ,definition,nature) .Approaches to Personality:Freud’s psychoanalytic approach,The Neo-Freudian psychoanalysts Approach: Carl Jung,Alfred Adler, Trait and Type Approach:Cattell’s trait approach,Eysenck’s Tait-Type approach,The Five Robust Factors-Super traits.

REFERENCES:

- Anastasi, A., Urbina, S. (2004).*Psychological Testing* (7th Ed.). India: Pearson Education Pvt. Ltd. (Indian Branch
- Baran, R. A. (2001). *Psychology*.New Delhi: Pearson Education Pvt. Ltd.
- Baron R.A and Byrne (2000) *social psychology*. Delhi: Pearson Education Asia.
- Benjamin, L. T. (1997). *History Of Psychology: Original Sources and ContemporaryResearch*.New Delhi: McGraw-Hill Companies.
- Bernstein, D. A., Roy, E. J., Wickens, C. D. and Srull, T. K. (1988). *Psychology*.Boston:Houghton Mifflin co.
- Boeree, C. G. (2006) *Personality Theories*
- Borkar P. M. (2009). *ManasashastraiManavivadvaVikas*. Nagpur: PimpalasurePrakashan.
- Ciccarelli, S. & Meyer, G. E. (2006). *Psychology*. New Delhi: Pearson Education.

- Coon, D. & Mitterer, J. O. (2007). *Introduction to Psychology: Gateways to Mind and Behaviour*. Singapore: Thomson Wadsworth.
- Ewen R. B. (1988) *An introduction to theories of personality*. 6th Ed. Lawrence Erlbaum Associates Inc. Mahwah New Jersey, London
- Hall C.S. & Lindzey (1991) *Theories of personality*, 4th edn. John Wiley & Sons, Inc U.S.A.
- Hjelte, L. A. and Ziegler, D. J. (1992) *Personality Theories. Basic assumptions, research and Applications*, 3rd edn. McGraw-Hill Inc. International Edition.
- Inamdar, M. K., Gadekar, K. N. & Patil, A. M. (2005). *Adhunik Manasashastra*. Pune: Diamond Publication
- Kerlinger, F.N. (1973). *Foundation of Behavioural Research* (2nd edn). N.Y.: Holt Rinehart & Wilson
- Lahye, B. B. (2003). *Psychology: An Introduction*. New Delhi: Tata McGraw-Hill.
- Morgan, C. T., King, R. A., Weisz, J. R. & Schopler, J. (1986). *Introduction to Psychology*. McGraw-Hill Book Co.
- Myers D.G. (2006) *Social Psychology*. New Delhi: Tata McGraw Hill.
- Myres, Sahajpal and Behera (2012). *Social Psychology*. New Delhi: Tata McGraw Hill.
- Pandit, Kulkarni and Gore (1999). *Samanya Manasashastra*. Nagpur: Pimpalpure Pub.
- Pandit, R. V., Borude, R. R. Abhnyakar, S. & Golvilkar, V. (2006). *Manasashastra*. Pune: Continental Publishing.
- Passer, M. W. & Smith, R. E. (2007). *Psychology: The Science of Mind and Behaviour*. New Delhi: Tata McGraw-Hill.
- Pervin, L. A. (1991) *Personality: Theory and Research*, 6th edn, John Wiley & Sons, Inc. U.S.A.
- Robert S. Feldman (2004) *Understanding psychology*. Tata McGraw Hill Sixth Edition, New Delhi.
- Smith, D. B. (1908). *Psychology: Science and Understanding*. Boston: McGraw-Hill.
- Smith, E. E., Hockema, S. N., Fredrickson, B. & Loftus, G. R. (2003). *Atkinson and Hilgard's Introduction to Psychology*. Singapore: Thompson Wadsworth.
- Zimbardo, P.G. and Weber, A. L. (1997). *Psychology*. N. Y.: Longman.

- **Third semester**
- **Paper IV- CORE III(Stream A)**

CODE- PS-I A-3T6 POSITIVE PSYCHOLOGY -I

Unit 1

Positive psychology and its historical perspective

Understanding positive psychology

Eastern and western perspective

Unit 2

Positive emotional states

Understanding positive affect, Positive emotions: wellbeing, happiness,

Emotional hardiness

Unit 3

Positive cognitive states

Optimism, hope, wisdom, courage, self efficacy, resilience

Mindfulness, spirituality

Unit 4

Prosocial behaviour

Empathy, gratitude, forgiveness

Altruism, love

Reference books

- Snyder, C. R., & Lopez, S. J. (2007). *Positive Psychology: The Scientific and Practical Exploration of Human Strengths*. New Delhi: Sage Publications.
- Snyder, C. R., & Lopez, S. J., (Eds.), (2004). *Positive Psychological Assessment: A Handbook of Models and Measures*. Washington DC: APA, DOI 10.1037/10612.000
- Linley, P. A., Joseph, S. (Eds.), (2004). *Positive psychology in Practice*. USA: John Wiley & Sons

Semester – III

(Stream A: Paper – V)

Code: P A-3P1

Clinical Psychology Practicum (SEM III)

- a) Student/s shall critically evaluate one recent research article and present the same in clinical / journal club meeting orally using audio- visual aids.
- b) Practice sessions / exercise(s) – history taking, MSE and writing report of the same and submit for perusal
- c) relevant tests to be administered interpreted and reported any **two** from among the following areas

Testing areas:

Giftedness

Mental Retardation

Diagnostic – anxiety, depression, brain function, memory, perception etc

Neuropsychological

Personality

Mood

Adjustment

Interest

Aptitude

D) Writing references from book, book chapters, journal articles, online magazine ,etc as per APA format.

e)Writing abstract as per APA FORMAT

Each student is required to complete practical file containing **five reports** and submit the same for practical examination.

The maximum marks for practical examination will be as per the following scheme of distribution of marks->

Internal Assessment

Marks: 40

- **performance during academic session :**

assessment, evaluation → journal article presentation, testing,

conduct of practice / structured exercise

- 20 marks

- journal article, testing, practice/structured exercise reports

- 20marks

External Practical examination

MARKS:160

- testing and report writing for one simulated case

- 60 marks

- **MSE and report writing of one case and visits**

60 Marks

- Viva voce

- 40 marks

TOTAL MARKS:200

Semester III (Stream- B)
(Organizational Psychology and Human Resource Management)

Core Paper - I

Code: HRM B- 3T1

Management of Personnel and Human Resources

UNIT – I

Personnel & Human Resource Management: -

- Why Study PHRM

The PHRM functions and activities and objectives; Relationship influencing PHRM functions and activities; Relationship with the internal and external environment; PHRM growing importance; Organizing the PHRM department; Roles and responsibilities of PHRM department, Staffing the PHRM department.

- Emerging trends in PHRM

WORK force diversity and PHRM; Business strategy and PHRM; Impact of information technology on PHRM; International PHRM.

- Human resource planning system

Purpose and importance of human resource planning; Human resource planning and other personnel activities; Human resource planning process-gathering analyzing and forecasting supply and demand data, establishing human resource objectives and policies, human resource programmes; control and evaluation of human resource planning; Human resource accounting, audit and information system.

UNIT – II

Recruitment and Selection:-

- Purpose and importance of recruitment and selection; Recruitment strategies in diverse workforce; Recruiting methods, External recruiting; Internal recruiting; Effectiveness of various recruiting methods.

- Internal staffing process-recruitment-selection for promotions, transfer and placement.

- The total selection process.
- Fundamentals of personnel measurement; Personnel measurement as psychological measurement; Measurement of individual differences; Predictors; Criteria and their relationship; Validation of predictors; Reliability of predictors; Interpreting scores on selection measures.
- Validity generalization, concept, importance and methodology
- Selection method

Application blanks; Measurement of cognitive abilities; Personality assessment; Other simulation techniques, In-basket, Behavioral Event Interviewing (BEI), Psychometric properties of various methods.

UNIT – III

Training and Development:-

- What is training and development; Purpose and importance of training and development; Types of training-substantive knowledge and skill training, human process, attitudinal and sensitivity (T group) training.
- Training process
- Evaluation of training, Kirkpatrick and CIPRO models.
- Human process Training-Intervention theory; Action research; stages of OD change.
- Coaching and mentoring
- Career Planning-Occupational choice and occupational adjustment, Career stages of development and adjustment; Career anchors.
- Management Development – What is management development, Managerial competencies – various competency models, Planning and administering the management development program. Development through work experience.

UNIT - IV

Performance Appraisal System:-

- Define performance, its determinants and consequences
- Purpose, importance and uses of appraisal
- Performance appraisal process and procedures – identifying performance dimensions; establishing performance standards; choice of factors.
- Methods of performance appraisal – norm referenced methods, Behavioral methods; MBO; output methods, 360 degree performance appraisal, self-appraisal- advantages, disadvantages.
- Issues related to performance appraisal; Assessing the effectiveness of appraisal system.
- Feedback in appraisal; Performance appraisal interview, Performance counseling.

Books Recommended –

Ashwathappa, K. (2008) Human Resource Management: Text and Cases (5th Ed.) Tata McGraw Hill, New Delhi.

1. Dessler, G. (2006) Human Resource Management (10th Ed.) Pearson Education.

2. DeCENZO, D.A., & Robbins, S.P. (2001) Personnel/Human Resource Management (3rd Ed.) Prentice Hall India, New Delhi.
3. Dwivedi, R.S. (2006) Managing Human Resources: Personnel Management in Indian Enterprises (2nd Ed.) Galgotia Publishing Company, New Delhi.
4. Ghanekar, A. (2000) Human Resource Management: Managing Personnel the HRD Way (4th Ed.) Everest Publishing House.
5. Kandula, R.S. (2003) Human Resource Management in Practice with 300 Models, Techniques and Tools. Prentice Hall of India, New Delhi.
6. Mondy, W. R. & Noe R.M., (2006) Human Resource Management (9th Ed.) Pearson Education.
7. Mamoria, C.B. & Gankar, S.V. (2006) Personnel Management: Text & Cases Himalaya Publishing House, Mumbai.

Semester III

Stream B: **Core** PAPER – II

Code: OB B-3T2

Organizational Behavior

UNIT – I

Foundations of Individual Behavior -

- Personal Factors; Environmental Factors; Organizational Systems and Resources; Models of Individual Behavior

UNIT – II

Dynamics of Group Behavior –

- Defining and classifying groups; stages of group development; group structure; group decision making;
- Types of teams – problem solving teams, self managed work teams, cross functional teams, virtual teams.
- Creating effective teams – Context, Composition, Work Design, and Process.
- Teams and Quality Management.

UNIT – III

Work Motivation –

- Concept of Work Motivation
 - Early theories of Motivation
 - Contemporary theories of Motivation
 - Integrating Contemporary Theories of Motivation
 - Management By Objectives. Employee Recognition Programs
- Employee Involvement Program

Job Redesign and Scheduling Programs

UNIT – I V

Applied Motivation Practices

Rewards – Membership and Seniority-Based Rewards, Job Status-Based Rewards, Contemporary-Based Rewards, Performance Based Rewards; Job Design – Factors affecting Job Design, Job Design Approaches; Some Cautions About Environment; Behavioral Modification – Identifying Behavior Problem, OB Models in Practice; Empowerment; Goal Setting Theory; Participative Management; Problem Employees; Quality of Work Life.

Books Recommended –

1. Luthans F., Organization behaviour (10th Ed.) McGraw Hill International
2. Matthewman L. Work Psychology Oxford University Press
3. Newstorm J. & Davis K. Organization behaviour at work (11th Ed.) Tata McGraw Hill
4. Robbins, S.P. (2005) Organization Behaviour (11th Ed.) Prentice Hall India, New Delhi
5. Rose A., & Hetherington A., Introduction to human behaviour at workplace
6. Schermerhorn J.R., Hunt J.G. & Osborn R. N. (2006) Organization Behaviour (9th Ed.) Wiley Student Edition
7. Sekaran, U. (2004) Organization Behaviour: Text & Cases (2nd Ed.) Tata McGraw Hill, New Delhi

Semester III

Stream B: (Organizational Psychology and Human Resource Management)

PAPER - III Core Elective I-a

Code- CB B-3T3a

Consumer Behaviour

UNIT – I

- Concept, Importance
- Bases for segmenting consumer market
- Consumer Perception
- Learning and Brand Loyalty

-

UNIT – II

- Consumer needs and motivation
- Personality and Consumer Behavior: Personality Concept and Nature,
- Personality and Product/Brand Usage. Consumer Innovators.
- Personality and Store Choice.

UNIT – III

Consumer Attitudes: Consumers' Attitude Formation, Structural Models of Attitude; Attitude Measurement; Attitude Change.

UNIT-I V

Consumer Decision Making –

- Different views on consumer decision making

- Models of consumer decision making
- Nicosia Model. Howard-Sheth Model. Engel-Kollat-Blackwell Model. Sheth Family Decision Making Model.

Books Recommended –

Stanon, William J., Fundamentals of Marketing, 7th Ed., McGraw-Hill Book Company, 1984.

Rogers, E. W. and Shoemaker, F. F., Communication of Innovations, 2nd Edition. The Free Press, New York, 1971.

Kassarjian H. H. and Robertson, T. H., Perspectives in Consumer Behavior. Scott, Foreman and Company, Glenview III, 1973.

Farley, J. U., Howard, J. A. and Ring, L. W., Consumer Behavior: Theory and Application, Allyn and Bacon, Inc, Inc., Boston, 1974.

SEMESTER III (Stream B)
(Organizational Psychology and Human Resource Management)

PAPER – III Core Elective I-b

Code- IND B- 3T3b

INDUSTRIAL PSYCHOLOGY

Objectives:

1. To explain the application of Psychology in industrial setting.
2. To impart knowledge and skills required for creating healthy work environment.

Unit I:

- Introduction to Industrial Psychology:

Definition, objectives and scope of Industrial Psychology; role of psychologist in industry, challenges for industrial psychology

- Work Environment:

Physical working conditions, work schedule, psychological and social issues

Unit II:

Ethical issues in Industrial Setting:

Ethics: Nature, sources of business ethics, importance, ethical dilemmas, ethical misconduct in personnel function, managing ethics

Unit III:

Safety and Health in the workplace:

- Purposes and importance occupational safety and health, causes and preventions of accidents; workplace health hazards: problems and remedies
- Health & well-being programmes- Alcoholism, Drug abuse, Smoking

Unit IV:

Human factor engineering:

Concept of human factor engineering and nature of man machine system, workspace design, control devices

Books Recommended

1. Ashwathappa K. (2008) Human Resource Management text and cases (5th Ed.) Tata McGraw Hill, New Delhi
2. Millward, L. (2006) Understanding Occupational & Organizational Psychology, Sage publications
3. Schultz D. & Schultz S. E. (2004) Psychology and work today (8th Ed.) Pearson education
4. Tiffin J. and Mc Cormick, E.J. (1971) Industrial Psychology, Prentice Hall of India. New Delhi
5. Muchinsky, P.M. (2000) Psychology applied to work (6th Ed.) Wadsworth

Foundation Course –I (Stream B)

Third semester

Paper – IV (CBCS)

GENERAL PSYCHOLOGY

CODE: FCI(psy) B-3T4a

Unit I:

Introduction to Psychology:

Definition and nature of psychology; Approaches: Biological, Psychodynamic, Behaviourist, and Cognitive.

Psychological Testing ,Function and origins of psychological testing ,Nature and the use of Psychological test; Social and ethical implications of testing.

Types of psychological tests.

Unit II :

Learning: Definition and nature of learning and.

Methods of learning: Trial and error, Insight, modelling.

Memory

Definition, Nature of memory, models of memory,- Encoding, Storage retrieval, Retention, Recall Recognition, Relearning, Reconstruction

Stages of Memory systems – Sensory memory, Short-term memory, Long -term memory; Nature and causes of forgetting- decay, Interference.

Unit III :

Motivation: Meaning of Motivation, Types of Motivation, Primary motive, General motive, Secondary Motives and Motivational process. Theories of Motivation.

Emotion: What is emotion?, Components of emotion, Expressing and Recognizing Emotion. Theories of Emotion.

Unit IV :

Personality:The concept of personlity(meaning ,definition,nature) .Approaches to Personality:Freud’s psycoanalytic approach,The Neo-Freudian psychoanalysts Approach: Carl Jung,Alfred Adler, Trait and Type Approach:Cattell’s trait approach,Eysenck’s Tait-Type approach,The Five Robust Factors-Super traits.

REFERENCES:

- Anastasi, A., Urbina, S. (2004).*Psychological Testing* (7th Ed.). India: Pearson Education Pvt. Ltd. (Indian Branch
- Baran, R. A. (2001). *Psychology*.New Delhi: Pearson Education Pvt. Ltd.
- Baron R.A and Byrne (2000) *social psychology*. Delhi: Pearson Education Asia.
- Benjamin, L. T. (1997). *History Of Psychology: Original Sources and Contemporary Research*.New Delhi: McGraw-Hill Companies.
- Bernstein, D. A., Roy, E. J., Wickens, C. D. and Srull, T. K. (1988). *Psychology*.Boston:Houghton Mifflin co.
- Boeree, C. G. (2006) *Personality Theories*
- Borkar P. M. (2009). *ManasashastraiManavivadvaVikas*. Nagpur: PimpalapurePrakashan.
- Ciccarelli, S. & Meyer, G. E. (2006). *Psychology*. New Delhi: Pearson Education.
- Coon, D. &Mitterer, J. O. (2007). *Introduction to Psychology: Gateways to Mind andBehaviour*.Singapore: Thomson Wadsworth.
- Ewen R. B. (1988) *An introduction to theories of personality*. 6th Ed. Lawrence Erlbaum Associates Inc. Mahwah New Jersey, London

- Hall C.S.&Lindzey(1991) *Theories of personality*,4th edn.john wily&sons,Inc U.S.A.
- Hjelle, L. A. and Ziegler, D. J. (1992) *Personality Theories. Basic assumptions, research and Applications*, 3rd edn. McGraw-Hill Inc.International Edition.
- Inamdar, M. K., Gadekar, K. N. &Patil, A. M. (2005). *AdhunikManasashastra*. Pune:Diamond Publication
- Kerlinger, F.N.(1973). *Foundation of Behavioural Research* (2nd edn). N.Y.: Holt Rinehart & Wilson
- Lahye, B. B. (2003). *Psychology: An Introduction*. New Delhi: Tata McGraw-Hill.
- Morgan, C. T., King, R. A., Weisz, J. R. &Schopler, J. (1986). *Introduction to Psychology*.McGraw-Hill Book Co.
- Myers D.G. (2006) *Social Psychology*. New Delhi: Tata McGraw Hill.
- Myres, Sahajpal and Behera (2012). *Social Psychology*. New Delhi: Tata McGraw Hill.
- Pandit, Kulkarni and Gore (1999). *SamanyaManasashastra*. Nagpur: Pimpalpure Pub.
- Pandit, R. V., Borude, R. R. Abhnyakar, S. &Golvilkar, V. (2006). *Manasashastra*.Pune: Continental Publishing.
- Passer,M. W. & Smith, R. E. (2007). *Psychology: The Science of Mind and Behaviour*. NewDelhi: Tata McGraw-Hill.
- Pervin, L. A.(1991) *Personality: Theory and Research*, 6th edn, John Wiley & Sons, Inc. U.S.A.
- Robert S.Feldman (2004)*Understanding psychology*. Tata Mcgraw Hill Sixth Edition ,New Delhi.
- Smith, D. B. (1908). *Psychology: Science and Understanding*. Boston: McGraw-Hill.
- Smith, E. E., Hocksema, S. N., Fredrickson, B. & Loftus, G. R. (2003). *Atkinson andHilgard's.Introduction to Psychology*.Singapore: Thompson Wadsworth.
- Zimbardo, P.G. and Weber, A. L. (1997). *Psychology*.N. Y.: Longman.

CORE-III (Stream B)

Third semester

Paper – IV (CBCS)

POSITIVE PSYCHOLOGY –I

CODE- PS-I B-3T4b

Unit 1

Positive psychology and its historical perspective

Understanding positive psychology

Eastern and western perspective

Unit 2

Positive emotional states

Understanding positive affect, Positive emotions: wellbeing, happiness,

Emotional hardiness

Unit 3

Positive cognitive states

Optimism, hope, wisdom, courage, self efficacy, resilience

Mindfulness, spirituality

Unit 4

Prosocial behaviour

Empathy, gratitude, forgiveness

Altruism, love

Reference books

- Snyder, C. R., & Lopez, S. J. (2007). *Positive Psychology: The Scientific and Practical Exploration of Human Strengths*. New Delhi: Sage Publications.
- Snyder, C. R., & Lopez, S. J., (Eds.), (2004). *Positive Psychological Assessment: A Handbook of Models and Measures*. Washington DC: APA, DOI 10.1037/10612.000
- Linley, P. A., Joseph, S. (Eds.), (2004). *Positive psychology in Practice*. USA: John Wiley & Sons

Semester – III (Stream B)

Paper – V

Code: P B-3P1

Organizational Psychology Practicum (SEM III)

A) Student/s shall critically evaluate one recent research article and present the same in journal club meeting orally using audio-visual aids.

B) relevant tests' to be administered interpreted and reported: any Five from among the following areas:

Testing areas:

Job analysis

Job Design

Job attitudes

Job stress

Job attitudes

Communication

Organizational climate

Organizational commitment

Organizational culture

Leadership

Motivation

Self-perception

C) field visits to industries / organizations: 3

D) Writing references from book, book chapters, journal articles, online magazine, etc as per APA format.

e)Writing abstract as per APA FORMAT

Each student is required to complete practical file containing **five reports** and submit the same for practical examination.

The maximum marks for practical examination will be as per the following scheme of distribution of marks->

Internal Assessment

Marks: 40

- **performance during academic session :**

assessment, evaluation → journal article presentation, testing,
conduct of practice / structured exercise

- 20 marks

- journal article, testing, practice/structured exercise reports

- 20marks

External Practical examination

MARKS:160

- testing and report writing for one simulated case

- 60 marks

- **MSE and report writing of one case and visits**

60 Marks

- Viva voce

- 40 marks

TOTAL MARKS:200

Stream C: COUNSELLING PSYCHOLOGY

SEMESTER-III

(Stream C: Core PAPER- I)

Code- GCP C- 3T1

GUIDANCE AND COUNSELLING PSYCHOLOGY

UNIT-I

- Counselling psychology: definition, nature and scope, counselling psychology's roots in vocational guidance, historical development and current status. principles of counselling psychology.
- What is guidance? Basic principles of guidance. Guidance movement in India.
- The counsellor and the therapist.
- Introduction, personal characteristics, personal counselling for the counsellor, values philosophy, multiculturally skilled counsellor, problems and issues faced by the beginning counsellor.

UNIT- 2

Ethical issues:

Introduction ,therapists, competence, education & training foundation of ethical practice, issues in the client/therapist, relationship, confidentiality, legal liability and malpractice.

UNIT-3

Counselling process:

Counselling relationship

Counselling interview

Types of Counselling: Counsellor –oriented counselling; Counselee – oriented counselling; Eclectic – Counselling equally oriented to both the counsellor and counselee.

UNIT-4

Creative approaches to counselling:

Art, imagery, guided imagery, hypnotherapy, music, writing: structured writing, poetry, play - games,

Crisis intervention:

Books Recommended

Kinra, A. K. (2008). Guidance and counselling. Dorling Kinderseley (India) pvt. Ltd. Pearson Longman

Nugent, Frank A.(1995): An Introduction to the profession of counselling ,Maxwell Macmillan Canada, Inc. Toronto.

Gibson, R.L. and Marianne, H.M.(2008):Introduction to counselling and Guidance,7th edition, Prentice Hall of India, New Delhi.

Narayan Rao S.:(1991) A counselling psychology: Tata McGraw Hill Book company, New Delhi.

Forrest, C. (2011). Therapy Skills for Health Care; An introduction to brief psychological technics.UK: M & C Publishing

Korchin, S. J. (1976). *Modern Clinical Psychology: Principles of Intervention in the Clinic and Community*. N. Y.: Basic Books.

Semester III
Stream C: Core Paper - II

CODE : BCS C-3T2

BASIC COUNSELLING SKILLS

UNIT-I

Basic skills and concepts:

- a) Attending : eye contact, attentive body language, distance, vocal tone, verbal tracking
- b) Basic listening skills: active listening, client observation, verbal behaviour, encouraging, paraphrasing, summarising, reflection of feelings, use of open end and closed questions.

UNIT-2

- c) Self attending skills: self awareness, centering and relaxing, humor, non judgemental attitude towards self and others, genuineness, concreteness.
- d) Advanced skills and concepts: self disclosure, confrontation, immediacy, action skills, termination skills.

UNIT-3

- Stress and coping: stress management

Stress and coping, coping skills, coping process, social support, stressful situations and life transition.

- Treating stress related problems:

Supportive therapy

Relaxation training

Systematic desensitization

Cognitive modification

Social intervention

UNIT-4

Assertiveness training, Self-monitoring, goal setting, Thought stopping, communication skills - TA

Spiritual methods; avoiding negative thinking, fear, use of will, faith and prayer, establishing peace

Books recommended

Drifte, C. (2008). Encouraging Positive Behavior in the Early Years. Sage Pub. @ www.sagepublications.com

Flanagan, J.S., Flanagan, R.S. (2004). Counselling and Psychotherapy, Theories in Context and Practice. New Jersey: John Wiley & Sons.

Davis, M., Eshelman, E.R., McKay, M.(1996). The Relaxation & Stress Reduction Workbook. Mumbai: Jaico Publishing House

Compilation from writings of Mother & Sri Aurobindo (2006). Towards Perfect Health. Pondicherry: Sri Aurobindo Ashram Publication Dept.

Compilation from works of Sri Aurobindo & Mother (2004). Integral Healing. Pondicherry: Sri Aurobindo Ashram Publication Dept.

Khubalkar, R.(2008). Know Your Stress Manage Your Stress. New Delhi: NeelKamal Publication Pvt. Ltd

Snyder, C. R., Lopez, S. J. (2006). Positive Psychology; The Scientific and Practical Exploration of Human Strengths. Sage Pub. @ www.sagepublications.com

Semester III Stream C:
Paper III: Core Elective I-a
EDUCATIONAL & CAREER GUIDANCE

CODE : ECG C-3T3a

UNIT – 1

Educational Guidance

What is education? Relationship between Education and Guidance. Educational Guidance.

Importance of Guidance at various stages of Education

Career Masters

UNIT –2

Perspectives on career guidance and counselling: vocational guidance, comprehensive career guidance, perspectives on counsellor's role in career guidance

Preschool career guidance, career guidance techniques in the preschool age.

UNIT –3

Career guidance in the elementary school, organization of guidance program in the elementary school, objectives, functions of elementary career guidance, career counsellor and his role, career guidance techniques.

UNIT-4

Career guidance in senior high school: organization of guidance program, objectives, functions and career guidance techniques.

Information in career guidance and counselling: types of delivery system.

Career development and choice behaviour, influencing factors: theories of career development and choice.

Books recommended

Kinra, A. K. (2008). *Guidance and counselling*. Dorling Kindersley (India) pvt. Ltd. Pearson Longman

Narayan Rao S.:(1991) *A counselling psychology*: Tata McGraw Hill Book company, New Delhi.

Greenhaus, J.H., Callanan, G.A., Godshaik, V. M.(2010). *Career Management* (4th Ed.). Sage Pub. @ www.sagepublications.com

Herr, E.L. & Cramer, S.H. (1987). *Career Guidance and Counselling through the life span, Systematic approach* (3rd Ed.). London: Scoot, Oresman & Co.

Drummond, R.J. & Ryan, C.W. (1995). *Career Counselling ;A developmental approach*. New Delhi: Prentice Hall India

Noonam, E. (1983). *Counselling Your People*. N.Y.: Methuen Inc.

Betz, N.E., Fit Garald, L.E. (1987). *The Career Psychology of Women*. N.Y.: Academic Press

Subesh, D. (2010). *Managing people at work; Employment relations in Globalizing India*. Sage Pub. @ www.sagepublications.com

Arulmani, G. Arulmani, S.N. (2004). *Career Counselling; A Handbook*. New Delhi: Tata McGraw Hill

Crow & Crow. (1962). *An Introduction to Guidance*. New Delhi: Eurasia Publishing House

McLean & Holan. (1955). *Counselling Psychology*. London: Tata McGraw Hill

Semester III
Stream C: Paper – III Core Elective I-b

CODE- ACG C- 3T3b

ASSESSMENT IN COUNSELLING AND GUIDANCE

UNIT-I

- The history and meaning of assessment: introduction, the use of tests, the psychometric and impressionistic approach, diagnosis and assessment, measurement and assessment, tests and assessment.

- Empathy, person perception, errors in person perception, good judge of personality.

UNIT- 2

Ethics of psychological assessment.

Writing case study report and preparing profile.

Report writing.

UNIT-3

The assessment of development:

The Vineland Social Maturity Scale

Bayley Scale for Infant Development

Developmental screening test.

UNIT –4

The assessment of intelligence:

Kamat- Binet verbal test of intelligence

Wechsler Intelligence Scale for Children (WISC- R), Wechsler Adult Intelligence Scale (WAIS- R)

Culture fair intelligence test,

Progressive matrices, CPM

Seguine form board, Draw a man test

Bhatia's performance test of intelligence.

Books recommended

Aiken, L.R.(2000):*Psychological Testing and Assessment* (10th ed.). Allyn and Bacon, inc.

Walsh, W.B. and Betx, N.E.(1997): *Tests and Assessment*, 3rd edition, Prentice-Hall, Inc., Englewood Cliffs, New jersey.

Anastasi, A & Urbana, S(1997): *Psychological Testing*, 7th edition, Prentice Hall, Inc., Englewood Cliffs, New jersey.

Graham, J. R., Naglieri, J.A. (Eds.), (2003). *Handbook of Psychology; vol.10 Assessment Psychology*. New Jersey: John Wiley

Freeman (1960). *Theory and Practice of Psychological Testing*

Korchin, S. J. (1976). *Modern Clinical Psychology: Principles of Intervention in the Clinic and Community*. New York: Basic Books.

Manuals of the Psychological Tests mentioned in curriculum

Paper IV Foundation Course I

Third semester

Paper – IV (CBCS)

GENERAL PSYCHOLOGY

CODE: FCI(psy) C-3T4a

Unit I:

Introduction to Psychology:

Definition and nature of psychology; Approaches: Biological, Psychodynamic, Behaviourist, and Cognitive.

Psychological Testing ,Function and origins of psychological testing ,Nature and the use of Psychological test; Social and ethical implications of testing.

Types of psychological tests.

Unit II :

Learning: Definition and nature of learning and.

Methods of learning: Trial and error, Insight, modelling.

Memory

Definition, Nature of memory, models of memory,- Encoding, Storage retrieval, Retention, Recall Recognition, Relearning, Reconstruction
Stages of Memory systems – Sensory memory, Short-term memory, Long -term memory; Nature and causes of forgetting- decay, Interference.

Unit III :

Motivation: Meaning of Motivation, Types of Motivation, Primary motive, General motive, Secondary Motives and Motivational process. Theories of Motivation.

Emotion: What is emotion?, Components of emotion, Expressing and Recognizing Emotion. Theories of Emotion.

Unit IV :

Personality:The concept of personlity(meaning ,definition,nature) .Approaches to Personality:Freud’s psychoanalytic approach,The Neo-Freudian psychoanalysts Approach: Carl Jung,Alfred Adler, Trait and Type Approach:Cattell’s trait approach,Eysenck’s Tait-Type approach,The Five Robust Factors-Super traits.

REFERENCES:

- Anastasi, A., Urbina, S. (2004).*Psychological Testing* (7th Ed.). India: Pearson Education Pvt. Ltd. (Indian Branch
- Baran, R. A. (2001). *Psychology*.New Delhi: Pearson Education Pvt. Ltd.
- Baron R.A and Byrne (2000) *social psychology*. Delhi: Pearson Education Asia.
- Benjamin, L. T. (1997). *History Of Psychology: Original Sources and ContemporaryResearch*.New Delhi: McGraw-Hill Companies.
- Bernstein, D. A., Roy, E. J., Wickens, C. D. and Srull, T. K. (1988). *Psychology*.Boston:Houghton Mifflin co.
- Boeree, C. G. (2006) *Personality Theories*
- Borkar P. M. (2009). *ManasashastraiManavivadvaVikas*. Nagpur: PimpalapurPrakashan.
- Ciccarelli, S. & Meyer, G. E. (2006). *Psychology*. New Delhi: Pearson Education.

- Coon, D. & Mitterer, J. O. (2007). *Introduction to Psychology: Gateways to Mind and Behaviour*. Singapore: Thomson Wadsworth.
- Ewen R. B. (1988) *An introduction to theories of personality*. 6th Ed. Lawrence Erlbaum Associates Inc. Mahwah New Jersey, London
- Hall C.S. & Lindzey (1991) *Theories of personality*, 4th edn. John Wiley & Sons, Inc U.S.A.
- Hjelte, L. A. and Ziegler, D. J. (1992) *Personality Theories. Basic assumptions, research and Applications*, 3rd edn. McGraw-Hill Inc. International Edition.
- Inamdar, M. K., Gadekar, K. N. & Patil, A. M. (2005). *Adhunik Manasashastra*. Pune: Diamond Publication
- Kerlinger, F.N. (1973). *Foundation of Behavioural Research* (2nd edn). N.Y.: Holt Rinehart & Wilson
- Lahye, B. B. (2003). *Psychology: An Introduction*. New Delhi: Tata McGraw-Hill.
- Morgan, C. T., King, R. A., Weisz, J. R. & Schopler, J. (1986). *Introduction to Psychology*. McGraw-Hill Book Co.
- Myers D.G. (2006) *Social Psychology*. New Delhi: Tata McGraw Hill.
- Myres, Sahajpal and Behera (2012). *Social Psychology*. New Delhi: Tata McGraw Hill.
- Pandit, Kulkarni and Gore (1999). *Samanya Manasashastra*. Nagpur: Pimpalpure Pub.
- Pandit, R. V., Borude, R. R. Abhnyakar, S. & Golvilkar, V. (2006). *Manasashastra*. Pune: Continental Publishing.
- Passer, M. W. & Smith, R. E. (2007). *Psychology: The Science of Mind and Behaviour*. New Delhi: Tata McGraw-Hill.
- Pervin, L. A. (1991) *Personality: Theory and Research*, 6th edn, John Wiley & Sons, Inc. U.S.A.
- Robert S. Feldman (2004) *Understanding psychology*. Tata McGraw Hill Sixth Edition, New Delhi.
- Smith, D. B. (1908). *Psychology: Science and Understanding*. Boston: McGraw-Hill.
- Smith, E. E., Hocksema, S. N., Fredrickson, B. & Loftus, G. R. (2003). *Atkinson and Hilgard's Introduction to Psychology*. Singapore: Thompson Wadsworth.
- Zimbardo, P.G. and Weber, A. L. (1997). *Psychology*. N. Y.: Longman.

• **Paper IV CORE-III**

Third semester

CODE: **PS-I C-3T4b**

POSITIVE PSYCHOLOGY -I

Unit 1

Positive psychology and its historical perspective

Understanding positive psychology

Eastern and western perspective

Unit 2

Positive emotional states

Understanding positive affect, Positive emotions: wellbeing, happiness,

Emotional hardiness

Unit 3

Positive cognitive states

Optimism, hope, wisdom, courage, self efficacy, resilience

Mindfulness, spirituality

Unit 4

Prosocial behaviour

Empathy, gratitude, forgiveness

Altruism, love

Reference books

- Snyder, C. R., & Lopez, S. J. (2007). *Positive Psychology: The Scientific and Practical Exploration of Human Strengths*. New Delhi: Sage Publications.
- Snyder, C. R., & Lopez, S. J., (Eds.), (2004). *Positive Psychological Assessment: A Handbook of Models and Measures*. Washington DC: APA, DOI 10.1037/10612.000
- Linley, P. A., Joseph, S. (Eds.), (2004). *Positive psychology in Practice*. USA: John Wiley & Sons

Semester – III

Stream C: Paper - V

Code: P C-3P1

Counselling Psychology Practicum

Journal article evaluation

A) Student/s shall critically evaluate one recent research article and present the same in counseling - journal club meeting orally using audio- visual aids.

B) Practice exercises – history taking and writing report of the same and submit for perusal.

C) Relevant tests' to be administered interpreted and reported any Three from among the following areas:

Testing areas:

Aptitude

Adjustment

Attitude

Intelligence

Personality

Interest

Values

d) Out reach program: Guidance and or counseling workshop for specified groups → e.g., students, teachers, parents, old people or any other as decided by the concerned teachers' committee.

e) Institutional visits: 3

f) Writing references from book, book chapters, journal articles, online magazine ,etc as per APA format.

g) Writing abstract as per APA FORMAT

Each student is required to complete practical file containing five testing reports, two case history reports, visit report and workshop report and submit the same for practical examination.

The maximum marks for practical examination will be as per the following scheme of distribution of marks->

Internal Assessment	Marks:40
- performance during academic session :	
assessment and evaluation → journal article presentation, testing, conduct of workshop and case history taking	- 20 marks
- journal article written report, testing reports, - case history report, and workshop reports	- 20 marks
External Practical examination	MARKS:160
- testing and report writing for one simulated case	- 60 marks
o evaluation of journal article written report, testing, case history , and workshop reports	- 60 marks
- Viva voce	- 40 marks
	TOTAL MARKS:200

Semester IV
(Stream A: Core Paper – I)

Code: PP A- 4T1

PSYCHOPATHOLOGY

UNIT 1

i] Anxiety disorders and their management: generalized anxiety disorder, panic disorder, phobia, obsessive-compulsive disorder

ii] Impulse control disorders: kleptomania, pyromania, pathological gambling

UNIT 2

MOOD DISORDERS

Depression; major depressive disorder, Dysthymic disorder

Bipolar disorder I and II, Cyclothymic disorder

Suicide, Theories of Suicide

UNIT 3

- Schizophrenic disorders: Disorganized, catatonic, paranoid, undifferentiated, residual, schizoaffective, atypical
- Sleep Disorders: Parasomnias – nightmare disorder, sleepwalking disorder. Insomnia.
- ORGANIC MENTAL DISORDERS

i] Alzheimer's disease, Parkinson's disease, Epilepsy, Delirium, Dementia

ii] Substance induced, infections, tumors, head injury, toxin induced disorders

UNIT 4

i] Somatoform disorders: Somatization, conversion disorder, hypochondriasis

ii] Dissociative disorders: Dissociative amnesia. Dissociative Fugue,

iii] Sexual disorders: sexual dysfunction, gender identity disorder, paraphilias

iv] Sexual victimization: rape, pedophilia.

Books Recommended

Sarason, I.G. & Sarason, B. R. (1993). *Abnormal Psychology; The Problem of Maladaptive Behaviour*. New Jersey: Prentice Hall

ICD 10. Geneva: W.H.O. Publication

DSM IV (TR), Diagnostic Statistical Manual of Mental Disorder DSM-IV TR, American Psychological Association; Jaypee publication

Davidson, G.C. & Neal, J.M. (1990). *Abnormal Psychology*. N.Y.: John Wiley

Kaplan, H.I., Sadock, B.J. (Eds.), (2000). *Comprehensive Text book of Psychiatry (7th Ed.)*. London: Williams & Wilkins

Maddux, J.E., Winstead, B.A. (Eds.) (2005). *Psychopathology; Foundations for Contemporary Understanding*. New Jersey: Lawrence, Earlbaum Associates

Barlow D, and Durand M. (2nd Ed.) (1998): *Abnormal Psychology: An Integrative Approach*, India, Bangalore; Eastern Press

Walker, C.E, (Ed) (1983): *The Handbook Of Clinical Psychology*, Illinois, Dow Jones- Irwin

Carson, R.C, Butcher, J.N. & Mineka, S. (1996). *Abnormal Psychology and modern Life (10th Ed)*: N.Y.: HarperColins

Ottmanns, T.F., Emery R.E. (1995). *Abnormal Psychology*. U.S.A: Prentice Hall

Nevid, J.S., Rathus, S.A., Greene, B. (1997): *Abnormal Psychology in Changing World (3rd Ed)*. U.K.: Prentice Hall

Hales, R.E., Yudofsky, S.G. (2003): *Textbook of Clinical Psychiatry*. Washington D.C: American Psychiatry Publishing,inc.

Colman, J.C (1986): *abnormal psychology and Modern Life*. D.B.Taraporevala Sons & Co. Pvt. Ltd; Mumbai, India

Semester IV
(Stream A: Core Paper – II)

Code: **TIS A-4T2**

THERAPEUTIC INTERVENTION STRATEGIES

Objectives:

- 1) To provide the students a chance to study various therapeutic approaches.
- 2) To help in developing a balanced view of the various therapies and practical techniques employed.

UNIT 1

Biological approaches: Chemotherapy, E.C.T., Brain wave therapy, Bio-feedback, Narcoanalysis

Neuro- Linguistic Programming

UNIT 2

Behavioral techniques: Systematic desensitization, Contingency contracting, Shaping,

Aversive conditioning, Modeling REBT, CBT.

UNIT 3

- Group therapy, Family therapy, Psycho-drama, Play therapy

Supportive Psychotherapy

- Milieu therapy, Progressive relaxation, Flooding, Hypnosis, Crisis intervention, Hospitalization

UNIT 4

Traditional approaches: Yoga, Shavasan, Meditation, Vipashyana

Recent methods: Cyber therapy, tele-counseling

Books Recommended

Agras, W.S., Kazadin, A.E., Wilson, G.T. (1979). Behaviour Therapy. San Fransisco: Freeman &Co.

Lanyon, R.I., Layon, B.P. (1978).). Behaviour Therapy: A Clinical Introduction. Philippines: Addison-

Wesley. Korchin, S. J. (1976). Modern Clinical Psychology: Principles of Intervention in the Clinic and Community. New York: Basic Books

Plante, T.G. (2005). Contemporary Clinical Psychology (2nd Ed.) New Jersey:. John Wiley & Sons

Bellack, A. S., Hersen, M., Johnston, D. W., & Johnston, M. (Eds.). (1998). Comprehensive Clinical Psychology (Vol. 8). New York: Pergamon

Wolberg, L.S., Aronson, M.L. (1991). Group and Family Therapy. N.Y.: Brunner /Mazal

Davis, M., Eshelman, E.R., McKay, M.(1996). The Relaxation & Stress Reduction Workbook. Mumbai: Jaico Publishing House

Pandit, M.P. (1990). Dhyana. Pondicherry: Dipti Publication

Corey, G. (1991): Theory and Preactice Of Counselling and Psychotherpay, 4th Ed., California: Brooks

Feltham C, Horton I (Ed), (2006): The Sage Handbook of Counselling and Psychotherapy, 2nd Ed. Sage Publication; New Ddelhi.

Nelson. J,R: (2001): Therory and Practice of Counselling and Therapy 3rd Ed. Sage Publication, New Delhi

Agras,W.S.,Kazadin,A.E.,Wilson,G.T.(1979).Behavioral Therapy. San Fransisco: Freeman &Co

Lanyon, R.I., Layon, B.P.(1979). Behavioral Therapy: A Clinical Introduction.Philippines: Addison-

Semester IV

(Stream A: Paper – III Core Elective II-a)

Code: CMM A-4T3a

COMMUNITY MENTAL HEALTH AND MEDICAL PSYCHOLOGY

Objective: To acquaint the students with various aspect of community psychology and Medical Psychology

UNIT 1

Community psychology: evolution and orientation. Research in Community psychology,: evaluation research

.Ecology, effect of crowding,.

UNIT 2

Helping people with long-standing illness, psychiatric patients, physical disability or amputation, suicide prevention

Methods of community intervention:- day care centre, consultation, non-professional in community psychology, mental health education

UNIT 3

Medical psychology and behavioral medicine,: definition, role, history, area of work of psychologists in hospital set-up and problems encountered by them

UNIT 4

- Psychological assessment of: Cancer, Chronically ill geriatric patients, Arthritis; Type A behavior and CHD and Hypertension

- Modification and prevention of risk factors in cardio-vascular disorders

Psychological preparation for stressful medical procedures

Rehabilitation of patients with CNS dysfunction, intervention with cancer patients

Behavioral treatment of alcoholism, smoking

Books Recommended

Korchin, S. J. (1976). *Modern Clinical Psychology: Principles of Intervention in the Clinic and Community*. New York: Basic Books

Kapoor, M. (1995). *Mental Health of Indian Children*. India: Sage Pub.

Prokop, C.K.& Bardley, L.A. (1981). *Medical Psychology; Contribution to Behavioral Medicine*. N.Y.: Academic Press.

Kimble, D.P. (1998). *Biological Psychology*. N.Y.: Holt Rinehart

Ayers, S., De Visser, R (2010). *Psychology for Medicine*. . Sage Pub. @
www.sagepublications.com

Plante, T.G. (2005). *Contemporary Clinical Psychology (2nd Ed.)* New Jersey:. John Wiley & Sons

Ader,R.: (1981) *Psychoneuro Immunology*, San Diego Acad, Press.

Taylor, S.E.: (1991) *Health Psychology*, New York, McGraw Hill.

Semester IV

(Stream A: Paper – III Core Elective II-b)

Code: PT A- 4T3b

PSYCHOLOGICAL TESTING IN CLINICAL PSYCHOLOGY

Objective:

To acquaint students with various psychological tests for assessment and diagnostic purposes

UNIT I

- Testing – Concept – Purposes – Types – interest inventories and
- Aptitude Testing – Purposes–Techniques of measuring- Aptitude Scales

- Adjustment and Health Inventories
- Attitude and value tests

UNIT 2

Objective Tests of Personality: MMPI, 16PF, EPQ, MCMI

Projective techniques; Rorschach, TAT, CAT, DAPT, SCT, Rosenzweig Picture Frustration Study.

UNIT 3

Clinical Scales for anxiety, depression and psychopathology

Loneliness scale, Assertiveness assessment

UNIT 4

Psychological testing for Brain Damage: LNNPB, Halstead Reitan, Benton Retention Test, Neuropsychological batteries of AIMMS, NIMHANS, PGI.

Psychological testing for handicaps

Psychological testing for learning disability.

Books Recommended

Groth-Marnat, G. (2003). *Handbook Of Psychological Assessment* (4th ed.). New Jersey: John Wiley & Sons

Anastasi, A., Urbina, S. (2004). *Psychological Testing* (7th Ed.). India: Pearson Education Pvt. Ltd. (Indian Branch)

Graham, J. R., Naglieri, J.A. (Eds.), (2003). *Handbook of Psychology; vol.10 Assessment Psychology*. New Jersey: John Wiley

Urbina, S. (2004). *Essentials of Psychological Testing*. New Jersey: John Wiley & Sons

Freeman. *Theory and Practice of Psychological Testing*

Korchin, S. J. (1976). *Modern Clinical Psychology: Principles of Intervention in the Clinic and Community*. New York: Basic Books.

Weiner, B. (1983) : *Clinical Methods in Psychology*, N.Y. John - Wiley and sons

Lezak, M.D. (1995) : *Neuropsychological Assessment* N. Y. Oxford University, Press.
Manuals of the Psychological Tests mentioned in curriculum

Paper IV Foundation Course II (stream:A)

Forth Semester

Paper- IV (CBCS)

Applied Psychology

CODE: FCII(psy)-A-4T4a

Unit I:

Positive Psychology: Definitions, Goals and Assumption of positive psychology. Emotional perspective- positive Emotions. Broaden and Build theory of positive psychology. The meaning and measure of happiness.

Strategies to enhance happiness. Happiness and the facts of life-Happiness and the facts of life-Happiness across the life span-Gender and happiness-other facts of life. Spirituality and well-being.

Unit II:

Health Psychology: Introduction to health psychology, Concept of health – Models of health. Health behaviour and belief. Health awareness and Health seeking behaviour. Chronic illness-Causes and consequences; Management of health problems like obesity and chronic illness like cancer, cardiac problems and Diabetes.

Unit III:

Leadership:

What is Leadership? Types of Leadership. Basic Approaches to Leadership, Trait theory, Behavioral Theory, Contingency Theory.

Communication:

Function, process and direction of communication. Methods of communication.

Unit IV:

Stress and its management: Stress and Stressors, Basic techniques of stress management - identifying the stressors, self monitoring, recognizing negative self talk, handling negative emotions, relaxation, meditation, avoiding negative thinking, fear, use of will, faith and prayer, establishing peace.

Books Recommended:-

- Barannon L and Feist J (1989) *Health Psychology: An Introduction*. 4th Edition, Wordsworth
- Baron R.A and Byrne (2000) *social psychology*. Delhi: Pearson Education Asia.
- Baumgarder S.T and Crothers. (2009) *Positive psychology*. New Delhi: Pearson.
- Compilation from works of mothers and Sri Arbindoo (2004). *Integral Healing*. Pondichery: Sri Arbindoo Ashram Publication Department.
- Dimmates M.R and Martin L.R (2007). *Health Psychology*. Pearson.
- Health. Pondichery: Sri Arbindoo Ashram Publication Department.
- Khubalkar, R.(2008). *Know Your Stress Manage Your Stress*. New Delhi: Neel Kamal Publication Pvt. Ltd.
- Luthans F. (2002), *Organizational Behaviour*. McGraw Hill, Arvin, New Delhi.

- Marks D.F(2002). *The Health Psychology*. Reader, Sage.
- Myers D.G. (2006) *Social Psychology*. New Delhi: Tata McGraw Hill.
- Myres, Sahajpal and Behera (2012). *Social Psychology*. New Delhi: Tata McGraw Hill.
- Proshansky, H. M. (1987). "The field of environmental psychology: securing its future." In *Handbook of Environmental Psychology*, eds. D. Stokols and I. Altman. New York: John Wiley & Sons.
- Slyder R. S (2007) *Positive Psychology*. New Delhi: Sage Publication.
- Steve B. R and Marie C. K. (2009) . *Positive psychology*. Dorling Kindersley: India
- Weinberg, R.S. & Gould, D. (2010). *Foundations of Sport and Exercise Psychology*. Champaign, IL: Human Kinetics.

Paper IV CORE III (stream:A)

Forth Semester

POSITIVE PSYCHOLOGY –II

CODE- PS-II A-4T4b

Unit 1

Changing human behaviour towards positive

Preventing the bad and enhancing the good

Unit 2

Positive environments

Positive schooling, psychology of gainful employment

Unit 3

Assessment of positive behaviour

Assessment of problem solving behaviour, locus of control, creativity, self-esteem, emotional intelligence, sense of humor

Unit 4

Community orientation towards positivity

Focusing on resources, focus on sports; physical activities, empowerment, person centered rehabilitation

Positive psychology in cultural context

Reference books

- Snyder, C. R., & Lopez, S. J. (2007). *Positive Psychology: The Scientific and Practical Exploration of Human Strengths*. New Delhi: Sage Publications.
- Snyder, C. R., & Lopez, S. J., (Eds.), (2004). *Positive Psychological Assessment: A Handbook of Models and Measures*. Washington DC: APA, DOI 10.1037/10612.000
- Linley, P. A., Joseph, S. (Eds.), (2004). *Positive psychology in Practice*. USA: John Wiley & Sons

Semester – IV

(Stream A: Paper –V)

Code: P A-4P1

Clinical Psychology Practicum (SEM IV)

a) Each student shall evaluate 5 cases in this semester period and subsequently submit reports for perusal. The report of evaluated cases will include

- 2) clinical observation
- 3) case history
- 4) diagnostic impression
and

4) treatment strategies

b) In addition each candidate shall complete mini Field-work project based on a problem of his / her choice (in consultation with concerned teacher) from clinical psychology.

c) Practice sessions / exercise(s) to be – conducted interpreted and reported -
any two from the following –

- i) preparing hierarchy for anxiety / phobia case
- ii) relaxation / progressive muscle relaxation / Shavasan
- iii) abdominal breathing / pranayam
- iv) preparing strategic plan for behaviour modification for a simulated

c) Institutional visits : 3 with an aim to foster insight into working in clinical conditions.

d) Preparing charts (2 variable data) with computer.

e) Calculating “t”, ANOVA with computer.

Each student is required to complete practical file containing five case reports and project report and submit the same for practical examination.

The maximum marks for practical examination will be as per the following scheme of distribution of marks->

Internal Assessment

MARKS: 40

- performance during academic session :
assessment, evaluation → visit & case reports - 20 marks

- field- work project report - 20 marks

External Practical examination

MARKS:160

- simulated case presentation - 60 marks
- Presentation and evaluation of written report and
Structured exercise - 60 marks

- Viva voce - 40 marks

TOTAL MARKS:200

Semester IV (Stream B)
(Organizational Psychology and Human Resource Management)
Core PAPER - I

Code: OD B- 4T1

ORGANIZATION DEVELOPMENT

Objectives:

1. To develop an understanding of the theory and practice relating to the processes of organization development.
2. To develop insight and competence in diagnostic and intervention processes and skills for initiating and facilitating change in organisations.

Unit 1:

Introduction to Organization development:

- Definition, History of organization development; Values, Assumptions and beliefs; OD consultant

Foundations of Organization development:

- Models and theories of planned change: Kurt Lewin, Burke-Litwin Model, Porras and Robertson model
- Systems theory, Participation empowerment, Teams and teamwork, Parallel learning structures, A normative re-educative strategy of changing, Applied behavioural science

Unit 2:

Managing the OD process:

- Diagnosis, the action component, program management component
- Action research and OD: Process and approach, history and varieties, examples of action research

Unit 3:

Nature of Organization Development interventions:

- Classification of OD interventions
- Team interventions, inter-group and third party peacemaking interventions, comprehensive OD interventions, Structural intervention

Unit 4:

Challenges and future of OD

- Training experiences: T-groups, behavioural modelling, life and career planning
- Issues in consultant- client relationship
- Future of Organization Development

Books Recommended

1. French, W.L.; & Bell, C.H. Jr. (2004) Organizational Development (4th Ed.) Prentice Hall of India, New Delhi.
2. French, W.L., Bell, C.H. Jr. & Zawacki C. (2006) Organization Development and Transformation: Managing effective change (6th Ed.) Tata McGraw Hill, New Delhi
3. French, W.L., Bell, C.H. & Vohra V. (2006) Organization Development: Behavioural science interventions for organization improvement (6th Ed.) Pearson Education
4. Cummings T.G. & Worley C.G. (2007) Organization Development and Change (8th Ed.) Thomson-South Western

Semester IV

Stream B: (Organizational Psychology and Human Resource Management)

Core PAPER - II

Code: EC B-4T2

Employee Counselling

Unit 1: A] Nature, Scope and Need for employee Counseling.

Counseling process.

Employee Counseling: Types.

Employee counseling skills.

B] Workplace Counseling.

Models of Workplace Counseling

Performance counseling

Career Planning and counseling.

Unit-2.

- Stress and related concepts.

Nature, Types, Sources, Effects/Consequences.

Burn out.

- . Stress Management

Personal -Self Management. Increasing Self-awareness

through;Yoga,Meditation,Vipashana.

Unit 3. Biofeedback, Assertiveness training, Time management.

Enhancing coping with role stress, mergers, acquisitions and change.

Unit 4 Enhancing Quality of Work Life. Concept of subjective well-being.

Management by consciousness, A Spirituo-technical Approach

Books Recommended:-

Kamaraju P., N; Reddy, P.N.; and Ramana, W.D.V.(2008)Performance Appraisal and counseling. Ist Edition. Himalaya Publishing House Pvt.Ltd.Mumbai, India.

Ashwathappa, K. (2008):Organizational Behavior. 8th Revised Edition
Himalaya Publishing House Pvt.Ltd.Mumbai, India.

Shekaran,U. (2004) Organization Behaviour. Text and cases 2nd edn. Tata MxGraw Hill, New Delhi.
India.

Argyris,C (1957) Personality in Organization. New York. Harper Collins.

Hackman, R.J. and Shuttle, J.L.(eds).Improving life at Work: Behavioral Approach to
Organizational Change. Santa Monica; Goodyear.

Snyder, C. R. & Shane, J. L.(2007) Positive Psychology. The scientific and practical
explorations of human strengths, Sage South Asia edition, Sage publication India pvt. Ltd. New Delhi.
India

Gupta, G.P.:(2009) Management by consciousness, A Spirituo-technical Approach.Sri Aurbindo
Institute of research in Social –Sciences, Pondicherry, .India.

Semester IV

Stream B:

(Organizational Psychology and Human Resource Management)

PAPER - III Core Elective II- a

Code: LCO B-4T3a

Leadership and Communication in Organizations

Unit 1:

- Personality: Concept and Nature. Determinants of Personality. Personality Theories: Type, Trait and Psycho-analytic.

Unit 2:

- Leadership: Basic Approaches to Leadership.
What is Leadership? Trait theory, Behavioral theory, Contingency Theory. Implications for managers.
- Assessment tools.
MBTI, FIRO-B, Leadership Style, Leadership Effectiveness

Unit 3: Contemporary issues in Leadership

Trust: The foundation of leadership.

Framing: Using words to shape meaning and inspire

Others.

Online leadership, challenges to the leadership concept.

Finding and creating effective leaders.

Unit 4: Communication

Functions, Process and direction of communication.

Methods of communication. Organizational communication: formal small group network, the grapevine and computer aided communication.

Choice of communication channels. Barriers to effective communication. Current issues in communication.

Books recommended:

Robbins's. (2005) Organizational Behavior, 11thedi. New Delhi PHI Pvt. Ltd.

Luthans, F.(1998) Organization Behavior, 8th edn. Boston Irwin McGraw Hill.

Ashwathappa,K. (2008):Organizational Behavior. 8th Revised Edition

Himalaya Publishing House Pvt.Ltd.Mumbai, India.

Semester IV

(Stream B: Organizational Psychology and Human Resource Management)

PAPER - III Core Elective- II-b

Code: OCO B- 4T3b

Organizational Culture, Organizational Learning and Organizational Change.

Unit 1:

Organizational Culture: Meaning and Definition, Effects of culture, Creation of culture, Innovation in organization, Innovation process, Studies in culture & innovation.

Unit 2: Organizational Learning:

How organizations learn? Developing a learning strategy .Perspectives of Learning Organization. Advantages of Learning organization.

Learning organization: Difference between learning organizations and organizational learning. Five disciplines of learning organization.

Unit 3

- : Organizational Climate:

Meaning, Importance of Organizational Climate, Factors affecting Organizational Climate, Creating conducive Organizational Climate.

- : Organization Structure and Design: Concept. Importance. Types of Organizational designs. Organizational designs and employee behavior.

Unit 4: Organizational Change - Nature, levels and dilemmas of change, Pressures for change, The Domino effect, Responses to change, Force field analysis, Change process, Resistance to change, Dynamics of change.

Books Recommended:

Dassler,G. (2002) Human Resource Management>New Delhi. Pearson Education Pvt.Ltd.

Arnold, H. J.and Fieldman, D.E.(1988):Organizational Behavior. New York. McGraw Hill Book Company.

Paper IV Foundation Course II (stream:B)

Forth Semester

Paper- IV (CBCS)

Applied Psychology

CODE: FCI(psy)-B-4T4a

Unit I:

Positive Psychology: Definitions, Goals and Assumption of positive psychology. Emotional perspective- positive Emotions. Broaden and Build theory of positive psychology. The meaning and measure of happiness.

Strategies to enhance happiness. Happiness and the facts of life-Happiness and the facts of life-Happiness across the life span-Gender and happiness-other facts of life. Spirituality and well-being.

Unit II:

Health Psychology: Introduction to health psychology, Concept of health – Models of health. Health behaviour and belief. Health awareness and Health seeking behaviour. Chronic illness-Causes and consequences; Management of health problems like obesity and chronic illness like cancer, cardiac problems and Diabetes.

Unit III:

Leadership:

What is Leadership? Types of Leadership. Basic Approaches to Leadership, Trait theory, Behavioral Theory, Contingency Theory.

Communication:

Function, process and direction of communication. Methods of communication.

Unit IV:

Stress and its management: Stress and Stressors, Basic techniques of stress management - identifying the stressors, self monitoring, recognizing negative self talk, handling negative emotions, relaxation, meditation ,avoiding negative thinking, fear, use of will, faith and prayer, establishing peace.

Books Recommended:-

- Barannon L and Feist J (1989) *Health Psychology: An Introduction*. 4th Edition, Wordsworth
- Baron R.A and Byrne (2000) *social psychology*. Delhi: Pearson Education Asia.
- Baumgarder S.T and Crothers. (2009) *Positive psychology*. New Delhi: Pearson.
- Compilation from works of mothers and Sri Arbindoo (2004). *Integral Healing*. Pondichery: Sri Arbindoo Ashram Publication Department.
- Dimmates M.R and Martin L.R (2007). *Health Psychology*. Pearson.
- Health.Pondichery: Sri Arbindoo Ashram Publication Department.
- Khubalkar, R.(2008). *Know Your Stress Manage Your Stress*. New Delhi: Neel Kamal Publication Pvt. Ltd.
- Luthans F. (2002), *Organizational Behaviour*. McGraw Hill, Arvin, New Delhi.
- Marks D.F(2002). *The Health Psychology*. Reader, Sage.

- Myers D.G. (2006) *Social Psychology*. New Delhi: Tata McGraw Hill.
- Myres, Sahajpal and Behera (2012). *Social Psychology*. New Delhi: Tata McGraw Hill.
- Proshansky, H. M. (1987). "The field of environmental psychology: securing its future." In *Handbook of Environmental Psychology*, eds. D. Stokols and I. Altman. New York: John Wiley & Sons.
- Slyder R. S (2007) *Positive Psychology*. New Delhi: Sage Publication.
- Steve B. R and Marie C. K. (2009) . *Positive psychology*. Dorling Kindersley: India
- Weinberg, R.S. & Gould, D. (2010). *Foundations of Sport and Exercise Psychology*. Champaign, IL: Human Kinetics.

Paper IV CORE III (stream:B)

CODE: PS-II B-4T4b

POSITIVE PSYCHOLOGY -II

Unit 1

Changing human behaviour towards positive

Preventing the bad and enhancing the good

Unit 2

Positive environments

Positive schooling, psychology of gainful employment

Unit 3

Assessment of positive behaviour

Assessment of problem solving behaviour, locus of control, creativity, self-esteem, emotional intelligence, sense of humor

Unit 4

Community orientation towards positivity

Focusing on resources, focus on sports; physical activities, empowerment, person centered rehabilitation

Positive psychology in cultural context

Reference books

- Snyder, C. R., & Lopez, S. J. (2007). *Positive Psychology: The Scientific and Practical Exploration of Human Strengths*. New Delhi: Sage Publications.
- Snyder, C. R., & Lopez, S. J., (Eds.), (2004). *Positive Psychological Assessment: A Handbook of Models and Measures*. Washington DC: APA, DOI 10.1037/10612.000
- Linley, P. A., Joseph, S. (Eds.), (2004). *Positive psychology in Practice*. USA: John Wiley & Sons

Semester – IV
Stream B: Paper V

Code: P B-4P1

Organizational Psychology Practicum (SEM IV)

- a) Each student shall conduct Structured Exercises (SE*) – SE to be conducted, interpreted and reported and subsequently submit reports for perusal.

*(*Generic Skills: Stress management, Conflict resolution techniques for effective management, Assertiveness Training, Importance of verbal and non verbal communication, Significance of body language in communication, Key communication skills: Active listening & feedback; Presentation Skills; Emotional intelligence and leadership effectiveness; Time management: tips and strategies)*

- b) In addition each candidate shall complete mini Field-work project based on a problem of his / her choice (in consultation with the concerned teacher) from Industrial psychology.

Each student is required to complete a practical file containing five reports of conducted structured exercises and field work project report and shall submit the same for practical examination.

c) Preparing charts (2 variable data) with computer.

d) Calculating “t”, ANOVA with computer.

The maximum marks for practical examination will be as per the following scheme of distribution of marks->

Internal Assessment Marks:40

- performance during academic session :

Structured exercises' assessment, evaluation → - 20 marks

- field- work project report - 20 marks

External Practical examination **MARKS:160**

- structured exercise: conduct and evaluation of written report - 80 marks

- Viva voce - 80 marks

-

TOTAL MARKS=200

Semester IV(COUNSELLING PSYCHOLOGY)
Stream C: Core Paper - I

Code: PD C- 4T1

PSYCHOLOGICAL DISORDERS

Unit 1

What is Abnormality?

Definition. Different ways to define abnormal behaviour. Statistical Definition, Social norm deviance, Subjective discomfort.

Models of Abnormality: The Biological Model, The Psychological Model,

DSM – IV – TR, ICD-10

Unit 2

Disorders usually first diagnosed in infancy, childhood or adolescence: mental retardation, learning disability, motor skills disorders.

Autism, attention deficit hyperactivity disorders, disruptive behaviour conduct disorder.

Communication disorder: stuttering

Pica, Bulimia

Elimination disorders: Encopresis and enuresis

Selective mutism,

Unit 3

- Generalised Anxiety Disorder, Phobic disorders: Social Phobias, Specific Phobias – Agoraphobia, Acrophobia, Claustrophobia,
- Obsessive - Compulsive Disorder; Panic disorder;
- Somatoform Disorders: Hypochondriasis, Somatization disorder, Conversion disorder.
- Adjustment disorders
- Dissociative Disorders: Dissociative amnesia; Dissociative fugue;, Dissociative identity disorder.
- Mood Disorders: Major depression, Bipolar disorders

Unit – 4

Schizophrenia: Main Symptoms, Categories of Schizophrenia: Disorganized, Catatonic, Paranoid, Undifferentiated, Residual.;

Important causes of Schizophrenia.

Personality Disorders: Antisocial personality disorder; Borderline personality disorder, Paranoid personality disorder.

Books recommended:

APA American Psychiatric Association. (2000). DSM – IV – TR: Diagnostic and statistical manual of mental disorders (4th ed., Text Revision). Washington D.C.

The ICD – 10. Classification of mental and behavioural disorders. Clinical descriptions and diagnostic guidelines. W.H.O., Geneva. A.I.T.B.S. Publishers & Distributors (regd.) Delhi-51. India

Sarason , I.G. & Sarason, B. R. (1993). *Abnormal Psychology; The Problem of Maladaptive Behaviour*. New Jersey: Prentice Hall

Holmes, D.S. (1997). *Abnormal Psychology* (3rd Ed.). N.Y.: Addison –Wesley Education. Pvt. Ltd

Nevid, J.S., Rathus, S. A., Greene, B. (1997). *Abnormal Psychology in Changing World* (3rd Ed.). U.K.: Prentice Hall

Coleman, J.C. (1986). *Abnormal Psychology and modern Life*. Bombay: Taraporevala Sons & Co. Pvt. Ltd.

Semester IV
Stream C: Core Paper - II

CODE : ISC C-4T2

INTERVENTION STRATEGIES IN COUNSELLING

UNIT-I

a) Biological approaches:

chemotherapy ,brain wave therapy, biofeedback.

b) Psychoanalytic approaches/intervention strategies:

Freudian: free association, resistance, transference, insight, working through.

neo Freudian: jung, adler, fromm, rank,orney and others.(?)

UNIT- 2

a) behavioural approaches: token economy, systematic desensitization , aversion technique, reinforcement, operant conditioning, shaping, modelling, biofeedback.

b) cognitive behaviour approaches: R.E.T. & others.

UNIT-3

- humanistic-existential approaches: person centered approach(empathy, congruence).
- Transactional analysis.
- Traditional approaches-yoga therapy, shavasan, meditation, vipashyana.
- Family therapy, group therapy ,drug therapy

UNIT-4

- a) Recent methods in psychotherapies: cybertherapy
- b) Brief psychotherapy & crisis intervention
- c) Hospitalization & milieu therapy

Books Recommended

Corey, G : (1991) Theory and practice of counselling and psychotherapy,4th edition, California :Brooks.

American psychological Asso. : (1981) ethical principles of psychologist Washington, D.C.: Author.

Pandit, M.P. : (1990) Dhyana, Dipti Pub.Sri Aurobindo Ashram, Pondicherry, India.

Plante, T.G. (2005). *Contemporary Clinical Psychology* (2nd Ed.) New Jersey:. John Wiley & Sons

Agras, W.S., Kazadin, A.E., Wilson, G.T. (1979). *Behaviour Therapy*. San Fransisco: Freeman & Co

Wolberg, L.S., Aronson, M.L. (1991). *Group and Family Therapy*. N.Y.: Brunner /Mazal

Davis, M., Eshelman, E.R., McKay, M.(1996). *The Relaxation & Stress Reduction Workbook*. Mumbai: Jaico Publishing H

SEMESTER IV
Stream C: Paper – III Core Elective II-a

CODE: SAC C-4T3a

SPECIAL AREAS OF COUNSELLING

UNIT-I

Counselling children and adolescent: emotionally disturbed, under achievers, slow learners, socially disadvantaged.

UNIT –2

Counselling marital, sexual and role related problems : premarital , marital counselling, identification of sex related problems, role conflict and counselling.

UNIT-3

Counselling for drug addicts, alcoholic and attempted suicides: identification of psychological problems and counselling.

UNIT-4

- Counselling the physically and mentally handicapped : psychological and vocational evaluation and rehabilitation.
- Counselling for terminal diseases and chronic illness : cancer , HIV ,AIDS etc; evaluation and counselling.
- Counselling the aged : identification of psychological problems and counselling.

Books recommended:

Nugent, Frank A.(1995): An Introduction to the profession of counselling ,Maxwell Macmillan Canada, Inc. Toronto.

Gibson, R.L. and Marianne, H.M.(2008):Introduction to counselling and Guidance,7th edition, Prentice Hall of India, New Delhi.

Narayan Rao S.:(1991) *A counselling psychology*: Tata McGraw Hill Book company, New Delhi.

Arulmani, G. Arulmani, S.N. (2004). *Career Counselling; A Handbook*. New Delhi: Tata McGraw Hill

Crow & Crow. (1962). *An Introduction to Guidance*. New Delhi: Eurasia Publishing House

McLean & Holan. (1955). *Counselling Psychology*. London: Tata McGraw Hill

Brian, B. (1982). *Vocational Adjustment of Disabled Persons*. Paper Text Ed. Pro. Ed.

Crites, J.O. (1981). *Career counselling – Models Methods and Materials*. N.Y.: McGraw Hill

De Board, R. (1981). *Career development for college students* (5th Ed.). Carrell Press

Loughary, J.W. & Ripley, T.M. *Career and Life Planning Guide* (Revised Ed.). Cambridge: B.K.

Semester IV
Stream C: Paper - III Core Elective -II-b

CODE:
PCG C- 4T3b

PSYCHOLOGICAL TESTING IN COUNSELLING AND GUIDANCE

UNIT-I

The assessment of personality:

Children personality questionnaire, High school personality questionnaire, 16 PF, CAQ

Eysenk personality inventory(EPQ-R); NEO –PI

UNIT- 2

- Projective techniques and tests:

Sentence Completion Test (SCT),Children apperception test-CAT

Rosenzweig Picture Frustration Test (children and adult), House Tree Personality (HTP)

- Behavioural techniques and tests:

Behavioural questionnaires, Problem checklist, Self monitoring, Observation in natural environment

UNIT-3

Bell's adjustment inventory

Edwards personal preference schedule

The assessment of aptitude and interest :

Differential Aptitude Tests (DAT), Scientific Aptitude Test (SAT)

Strong's Interest Inventory (SII),Vocational Interest Record

UNIT-4

Stanford –Binet Intelligence scale (SB-IV), Differential ability scales (DAS)

Wechsler scales

Peabody picture vocabulary test (PPVT_III), Kaufman’s intelligence tests (K-ABC)

Death anxiety, PGI-AMEE, Adjustment inventory (for adult)

Books recommended

Aiken, L.R.(2000):psychological testing and assessment,10th edition, Allyn and Bacon, inc.

Walsh, W.B. and Betx, N.E.(1997): tests and assessment,3rd edition, Prentice-Hall, Inc., Englewood Cliffs , New jersey.

Anastasi , A & Urbania, S(1997): psychological testing, 7th edition, Prentice Hall, Inc., Englewood cliffs, New jersey.

Graham, J. R., Naglieri, J.A. (Eds.), (2003). *Handbook of Psychology; vol.10 Assessment Psychology*. New Jersey:. John Wiley

Freeman (1960). *Theory and Practice of Psychological Testing*

Korchin, S. J. (1976). *Modern Clinical Psychology: Principles of Intervention in the Clinic and Community*. New York: Basic Books.

Manuals of the Psychological Tests mentioned in curriculum

Paper IV Foundation Course II (stream:C)

Forth Semester

Paper- IV (CBCS)

Applied Psychology

CODE: FCII(psy)-C-4T4a

Unit I:

Positive Psychology: Definitions, Goals and Assumption of positive psychology. Emotional perspective- positive Emotions. Broaden and Build theory of positive psychology. The meaning and measure of happiness.

Strategies to enhance happiness. Happiness and the facts of life-Happiness and the facts of life-Happiness across the life span-Gender and happiness-other facts of life. Spirituality and well-being.

Unit II:

Health Psychology: Introduction to health psychology, Concept of health – Models of health. Health behaviour and belief. Health awareness and Health seeking behaviour. Chronic illness-Causes and consequences; Management of health problems like obesity and chronic illness like cancer, cardiac problems and Diabetes.

Unit III:

Leadership:

What is Leadership? Types of Leadership. Basic Approaches to Leadership, Trait theory, Behavioral Theory, Contingency Theory.

Communication:

Function, process and direction of communication. Methods of communication.

Unit IV:

Stress and its management: Stress and Stressors, Basic techniques of stress management - identifying the stressors, self monitoring, recognizing negative self talk, handling negative emotions, relaxation, meditation, avoiding negative thinking, fear, use of will, faith and prayer, establishing peace.

Books Recommended:-

- Barannon L and Feist J (1989) *Health Psychology: An Introduction*. 4th Edition, Wordsworth
- Baron R.A and Byrne (2000) *social psychology*. Delhi: Pearson Education Asia.
- Baumgarder S.T and Crothers. (2009) *Positive psychology*. New Delhi: Pearson.
- Compilation from works of mothers and Sri Arbindoo (2004). *Integral Healing*. Pondichery: Sri Arbindoo Ashram Publication Department.
- Dimmates M.R and Martin L.R (2007). *Health Psychology*. Pearson.
- Health. Pondichery: Sri Arbindoo Ashram Publication Department.
- Khubalkar, R.(2008). *Know Your Stress Manage Your Stress*. New Delhi: Neel Kamal Publication Pvt. Ltd.
- Luthans F. (2002), *Organizational Behaviour*. McGraw Hill, Arvin, New Delhi.
- Marks D.F(2002). *The Health Psychology*. Reader, Sage.
- Myers D.G. (2006) *Social Psychology*. New Delhi: Tata McGraw Hill.

- Myres, Sahajpal and Behera (2012). *Social Psychology*. New Delhi: Tata McGraw Hill.
- Proshansky, H. M. (1987). "The field of environmental psychology: securing its future." In *Handbook of Environmental Psychology*, eds. D. Stokols and I. Altman. New York: John Wiley & Sons.
- Snyder R. S (2007) *Positive Psychology*. New Delhi: Sage Publication.
- Steve B. R and Marie C. K. (2009) . *Positive psychology*. Dorling Kindersley: India
- Weinberg, R.S. & Gould, D. (2010). *Foundations of Sport and Exercise Psychology*. Champaign, IL: Human Kinetics.

Paper IV CORE III (stream:C)

Forth Semester

CODE: PS-II C-4T4b

POSITIVE PSYCHOLOGY -II

Unit 1

Changing human behaviour towards positive

Preventing the bad and enhancing the good

Unit 2

Positive environments

Positive schooling, psychology of gainful employment

Unit 3

Assessment of positive behaviour

Assessment of problem solving behaviour, locus of control, creativity, self-esteem, emotional intelligence, sense of humour

Unit 4

Community orientation towards positivity

Focusing on resources, focus on sports; physical activities, empowerment, person centered rehabilitation

Positive psychology in cultural context

Reference books

- Snyder, C. R., & Lopez, S. J. (2007). *Positive Psychology: The Scientific and Practical Exploration of Human Strengths*. New Delhi: Sage Publications.
- Snyder, C. R., & Lopez, S. J., (Eds.), (2004). *Positive Psychological Assessment: A Handbook of Models and Measures*. Washington DC: APA, DOI 10.1037/10612.000
- Linley, P. A., Joseph, S. (Eds.), (2004). *Positive psychology in Practice*. USA: John Wiley & Sons

**Semester IV
Stream C: Paper – V**

Code: P C-4P1

Counselling Psychology Practicum (SEM IV)

a) Each student shall evaluate 3 problem cases (scholastic, adjustment or emotional problems) in this semester period and subsequently submit reports for perusal. The report of evaluated cases will include

- 1) Case problem observation
- 5) case history
- 6) identification of problem: forming impression
- 7) suggested and employed intervention strategies

b) Each student shall complete field-work project based on a problem of his / her choice from counselling psychology in consultation with concerned teacher.

c) In addition each candidate will prepare and conduct one Structured exercise* on any one of the counseling skills and subsequently submit the report for perusal.

*(*Counselling skills / Listening skills / Communication skills / Decision making skills / stress inoculation / Swot analysis. Topic(s) / area will be decided by the concerned teachers committee)*

d) Preparing charts (2 variable data) with computer.

e) Calculating "t", ANOVA with computer.

Each student is required to complete practical file containing three case reports and project report and structured exercise report and submit the same for practical examination.

The maximum marks for practical examination will be as per the following scheme of distribution of marks->

Internal Assessment	Marks:40
- performance during academic session :	
Assessment and evaluation of case reports,	
Conduct and report of structured exercise	- 20 marks
- Field- work project report	- 20 marks

External Practical examination	MARKS:160
- simulated case presentation	- 50 marks
- and evaluation of written report	- 30 marks
- conduct of structured exercise	- 30 marks
- Viva voce	- 50 marks
-	
TOTAL MARKS:	200