Syllabus for B.Sc. Psychology  
(From 2021-22 Batch & Onwards)

The syllabus for **B.Sc. Psychology** degree, semester scheme has been developed to impart and disseminate the knowledge of psychology among the prospective students who ultimately serve to the society at large. The general objective of the syllabus is to give a scientific frame work for understanding the human behaviour in its various manifestations. The syllabus has been structured in a manner that encompasses theoretical and practical, modern and classical aspects of human behaviour. The detailed version of the syllabus can be found in the enclosure.

**REGULATIONS**

1. **CANDIDATE FOR ADMISSION**
   A candidate who has passed Higher Secondary Examinations or Pre-University of Tamil Nadu State Government or Any other State Government accepted by the syndicate as equivalent shall be permitted to appear and qualify for the B. Sc. Psychology. Preference will be given to the candidate with Psychology as one subject in their qualifying Examination of HSC or Pre-University.

2. **ELIGIBILITY FOR THE AWARD OF DEGREE**
   A candidate shall be eligible for the award of the degree only if He/ She undergoes the prescribed course of study in the University (Periyar University, Salem-11) or in the college affiliated to the University for a period of not less than three academic years, passed the examination of all the six semesters prescribed, earning minimum 40% of marks and fulfilled such conditions as have been prescribed thereafter.

3. **DURATION OF THE COURSE**
   The course of the degree of Bachelor of Science in Psychology shall consist of three academic years, consisting of six semesters. The course of study shall be based on the CBCS pattern with internal assessment. For this purpose each academic year shall be divided into two semesters. First, Third and Fifth Semester from July to November and Second, Fourth and Sixth Semester from December to April.

4. **TOTAL NUMBER OF SEATS --- 40**

5. **EXAMINATION**
   There shall be six examinations. First, Third and Fifth examination at the middle of the First, Second and Third Academic year and the Second, Fourth and Sixth Semester examination at the end of the First, Second and Third academic year. 75% of attendance is **MUST** for the Semester Examinations.
6. COURSES
A UG degree programme consists of a number of courses. The term course is used to indicate a logical part of subject matter of the programme. The details of credits are enclosed.

7. REQUIREMENT FOR PROCEEDING TO SUBSEQUENT SEMESTER
1. Candidates shall register their names for the first semester examination after the admission in the UG course.
2. Candidates shall be permitted to proceed from the first semester up to final semester irrespective of their failure in any of the Semester Examinations subject to the condition that the candidates should register for all arrear subjects of earlier semesters along with current (subsequent) semester subjects.

8. PASSING MINIMUM
A candidate shall be declared to have passed in each paper wherever prescribed if he/she obtains NOT LESS THAN 40% OF MARKS prescribed for the examination. He/ She shall be declared to have passed the whole examination, if he/she passes in all papers wherever prescribed/ as per scheme of examination earning 140 credits.

9. CLASSIFICATION OF SUCCESSFUL CANDIDATE
Candidate who secured not less than 60% of the aggregate in the whole examination shall be declared to have passed the examination with FIRST CLASS
All other successful candidates shall be declared to have passed with second class.
Candidates who obtained 75% of the marks in aggregate shall be deemed to have passed the examination in FIRST CLASS WITH DISTINCTION, provided they passed all the examinations prescribed for the course in the first appearance.

10. RANKING
Candidate who passed all the examinations prescribed for the course in the FIRST ATTEMPT ONLY is eligible for Classification/ Ranking/ Distinction

11. PATTERN OF QUESTION PAPER
Time: 3 Hours       Maximum Marks: 75

SECTION A (15 X 1 = 15)

SECTION B (2 X 5 = 10)

SECTION C (5 X 10 = 50)
12. PRACTICALS EVALUATION

COMPONENT OF INTERNAL ASSESSMENT (CA)

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COMPONENT OF EXTERNAL ASSESSMENT (EA)

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13. PROJECT EVALUATION

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# B.Sc. Psychology Programme: Syllabus

*Under Choice Based Credit System*

For students admitted from 2021-2022 onwards

## Semester I

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* NMEC to be offered to other department students by the Dept. of Psychology.  
  Psychology students to choose from other department/s

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* NMEC to be offered to other department students by the Dept. of Psychology.  
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SEMESTER- I

Core-I: GENERAL PSYCHOLOGY – I

UNIT I: INTRODUCTION AND METHODS


UNIT II: SENSATION, PERCEPTION AND ATTENTION


UNIT III: CONSCIOUSNESS


UNIT IV: LEARNING


UNIT V: MEMORY AND FORGETTING


Textbook


Reference

UNIT I: BIOLOGICAL FOUNDATIONS OF BEHAVIOUR

Introduction: Meaning of Biological Psychology - Viewpoints to explore Biology of Behaviour – Approaches that relate brain and behaviour – Levels of analysis - Correlating brain anatomy with behaviour - Recording brain activity - Effects of brain damage - Effects of brain stimulation

UNIT II: NEURONS- BASIC UNIT OF NERVOUS SYSTEM


UNIT III: COMMUNICATION BETWEEN NEURONS–SYNAPTIC TRANSMISSION

Communication between Neurons: Structure of synapses, Neurotransmitter: meaning- types, Release of the Neurotransmitter: Activation of receptors- Postsynaptic potentials- Termination of postsynaptic potentials.

UNIT IV: STRUCTURE & DIVISIONS OF THE NERVOUS SYSTEM


UNIT V: HORMONES AND THE BRAIN

Hormonal actions- General principles of hormonal actions, Hormonal action on cellular mechanisms- Hormonal influence on growth and activity, Feedback control mechanisms in regulating secretion of hormones, Endocrine glands and its specific hormones: Pituitary- Pineal-Thyroid- Parathyroid-Pancreas- Adrenal- Gonads

Text books


Reference

Allied-I PRINCIPLES OF MANAGEMENT

UNIT I: MANAGEMENT: AN INTRODUCTION

UNIT II: PLANNING AND DECISION MAKING

UNIT III: ORGANISATION

UNIT IV: LEADERSHIP AND MOTIVATION

UNIT V: COORDINATION AND CONTROL

Text Books

Reference
1. Dingar Pagare, Business Management, Sulthan Chand & Sons
2. Tripathi P.C. & P.N. Reddy, Principal of Management, TMH
5. Ramasamy. T, Principles of Management, Macmillan India Ltd.,
6. Basu, Organisation& Management, S. Chand
7. M.C. Shukla, Business Organisation and Management, S.Chand
SEMESTER -II
Core-III: GENERAL PSYCHOLOGY – II

UNIT I: COGNITION

UNIT II: MOTIVATION

UNIT III: EMOTION AND STRESS

UNIT IV: INTELLIGENCE AND CREATIVITY
Intelligence: Definition - Concept of IQ - Individual differences in Intelligence –Mental retardation – Mentally gifted – Assessment of Intelligence, Emotional Intelligence: Meaning – Characteristics, Creativity: Definition- Nature – Steps - Characteristics of creative people – Creativity tests.

UNIT V: PERSONALITY
Personality: Definition - Theories – Psychoanalytic - Neo Freudian: Jung –Adler - Karen Horney – Erikson - Behavioristic view – Social Cognitive view - Humanism and Personality: Roger’s theory – Maslow’s theory - Trait Theories Psychology – Allport – Cattell - The Big Five Factors. Assessment of Personality, Uses of Personality tests,

Textbook

Reference
UNIT I: CIRCADIAN RHYTHMS, SLEEP AND DREAMING

Rhythms of waking and sleeping: Endogenous cycles- Setting and resetting the biological clock- Mechanisms of the biological clock, Sleep and brain mechanisms: Sleep and other interruptions of consciousness, the onset of sleep and hypnagogic hallucinations, stages of sleep. Paradoxical or REM sleep, Brain mechanisms of wakefulness and arousal: Brain functions in REM sleep- Functions of sleep, Dreaming: REM sleep and dreaming. Biological perspectives on dreaming.

UNIT II: BRAIN DEVELOPMENT AND PLASTICITY

Development of the brain- Maturation of the vertebrate brain, Growth and development of neurons -New neurons later in life- Path finding by axons, Determinants of neuronal survival, Neural plasticity: Meaning- Plasticity after brain damage.

UNIT III: BIOLOGICAL BASIS OF THIRST AND HUNGER

Thirst: Mechanisms of water regulation- Osmotic thirst- Hypovolemic thirst and sodium specific hunger, Hunger: Digestion and food selection-Short and long term regulation of feeding-Brain mechanisms - Eating Disorders.

UNIT IV: BIOLOGICAL BASIS OF EMOTIONS


UNIT V: BIOLOGICAL BASIS OF LEARNING AND MEMORY

Memory: Localized representations of memory- Types of memory- The hippocampus-Theories on the function of the hippocampus- Other types of amnesia: Korsakoff's syndrome, Alzheimer's Disease- The role of the other brain areas.

Text books

Reference
UNIT I: HRM: AN INTRODUCTION

UNIT II: HR PLANNING AND SELECTION

UNIT III: HRD AND CAREER PLANNING

UNIT IV: PERFORMANCE APPRAISAL AND JOB EVALUATION

UNIT V: PROMOTION AND ABSENTEEISM

Text Book

Reference
5. Keith Davis, Human Relations at work – TMH.
SEMESTER -III
Core-V: DEVELOPMENTAL PSYCHOLOGY - I

UNIT I: CONCEPTION THROUGH BIRTH

UNIT II: INFANCY
Characteristics of Infancy, developmental tasks- Major adjustment of Infancy – Conditions influencing adjustment to Postnatal life – Characteristics of the Infant – Hazards of Infancy.

UNIT III: BABYHOOD

UNIT IV: EARLY CHILDHOOD

UNIT V: LATE CHILDHOOD

Text Books

Reference
Core-VI: INTRODUCTION TO THEORIES OF PERSONALITY

UNIT I: CONCEPT, ASSESSMENT, MEASUREMENT AND RESEARCH METHODS

**Personality:** Definition, Meaning & Nature - Individual Uniqueness – Gender – Culture – Formal Theories – Personal Theories – Subjectivity in Personality Theories - Self-Report **Measure:** Biological Measures – Behavioral Assessment – Projective Techniques – Clinical Interviews – Online and Social Media Analysis.

UNIT II: PSYCHOANALYTIC THEORIES

**Sigmund Freud:** Classical Psychoanalysis – Instincts – Structure of Mind – Psychosexual Development – Therapeutics Techniques – Free Association – Catharsis – Dream Analysis; **Carl Jung:** Analytical Psychology – Psychological Types – Collective Unconscious; **Alfred Adler:** Individual Psychology – Inferiority Feelings – Role of Birth Order.

UNIT III: LIFE-SPAN AND TRAIT PERSPECTIVES ON PERSONALITY

**Erik Erikson:** Identity Formation – Ego Crises – Approaches to Trait: Lexical – Statistical – Theoretical; **Gordon Allport:** Culture – Functional Equivalence – Personal Dispositions, **Eysenck’s:** Hierarchical Model of Personality, **Cattell’s Taxonomy:** The 16 Personality Factor System

UNIT IV: EXISTENTIAL - HUMANISTIC PERSPECTIVES ON PERSONALITY

Roots in Gestalt – Kurt Lewin’s Field; **Martin E. P. Seligman:** Learned Helplessness and the Optimistic/ Pessimistic Explanatory Style, **Rotter:** Locus of Control theory **Maslow:** Hierarchy of Needs – Self-Actualization , **Rogers:** Growth – Inner Control – Becoming One’s Self.

UNIT V: BEHAVIORAL, COGNITIVE AND SOCIAL PERSPECTIVE ON PERSONALITY

**Albert Bandura:** Social-Cognitive Learning Theory- Self- System, **Skinner:** Operant Conditioning; Cognitive Style – Perceptual Mechanisms – Schema Theory – Kelly's Personal Construct Theory

Text Books:

References:
UNIT I: INTRODUCTION TO THE STATISTICS
Meaning of statistics-Importance of Statistics in Psychology –Parameters and Estimates-Descriptive Statistics- Inferential Statistics-Variables and their types; Levels of measurement: Nominal Scale- Ordinal Scale- Interval Scale- Ratio Scale; Frequency tables: Making a Frequency Table -Frequency tables for Nominal Variables- Grouped Frequency Tables, Frequency Graphs: Histogram, Frequency Polygon.

UNIT II: CENTRAL TENDENCY AND VARIABILITY
Variability: the Range- Calculation of Range- the Average Deviation- Calculation of the Average Deviation. The Semi Interquartile Range- Calculation of Q1, Q3 and Quartile Deviation. The variance and the Standard Deviation- Methods of Calculating the Variance and the Standard Deviation from Ungrouped data- Calculation of Standard Deviation from Grouped data- Calculation of Standard Deviation from Assumed Mean.

UNIT III: THE NORMAL DISTRIBUTION AND CORRELATION

UNIT IV: THE HYPOTHESIS TESTING AND THE INFERENTIAL STATISTICS

UNIT V: NON-PARAMETRIC METHODS
The Chi-Square: Degrees of Freedom- Test of the Hypothesis of Normality- Calculation of the Chi-Square for 2x2 tables- Yates’ Correction for Continuity- Assumptions of the Chi Square test, The Non-parametric Methods: Sign test- Assumptions and Uses of Sign Test- the Median Test- Run Test- the Kolmogrov and Smirnov Two Sample test- Precautions of the use of the Non-parametric tests.
Text Book


Reference

Allied-III BUSINESS COMMUNICATION

UNIT I: COMMUNICATION: AN INTRODUCTION
Communication – meaning – objectives – process – media of communication – types of communication – barriers to communication - principles of effective communication.

UNIT II: BUSINESS LETTERS

UNIT III: BANK CORRESPONDENCE
Bank correspondence – insurance correspondence – agency correspondence – letters to the editors – applications for appointment.

UNIT IV: COMPANY CORRESPONDENCE
Company correspondence – Duties of Secretary – correspondence with directors, Shareholders, government departments and others.

UNIT V: REPORT

Text Book
Rajendrapal & Koralahalli J.S. Essentials of Business Communication.
Sulthan Chand & Sons.

Reference
1. Ramesh M.S. &Pattan Shetty, Effective Business English & Correspondence RC Publications.
4. RSN Pillai, Bagavathi, Commercial Correspondence & Office Management.
NMIC-I PSYCHOLOGY FOR EFFECTIVE LIVING
(Offered to the Other Department Students)

UNIT I: SEEKING SELFHOOD
Self concept – core characteristics of self concept – self consistency, self esteem, self enhancement and self verification – self concept and personal growth.
At the end of the unit the students will be given exercise on self image and ideal self.

UNIT II: A HEALTHIER YOU
Body image – psychological factors and physical illness – coping with illness.
At the end of the unit the students will be given exercise on rating health habits.

UNIT III: TAKING CHARGE OF YOUR LIFE
Mastery and personal control – resolve and decision making – decisions and personal growth.
At the end of the unit the students will be given test to measure “how much control you think you have?”

UNIT IV: YOUR FRIENDS AND YOU
Meeting people – impression, interpersonal attraction – friendship, self disclosure, loneliness
At the end of the unit the students will be given test to measure “How shy are you?”

UNIT V: LOVE AND COMMITMENT
Love and intimacy – Commitment – adjusting to intimate relationships – divorce and its consequences
At the end of the unit the students will be given exercise on “Marital Myths”.

Reference
SBEC-I STRESS MANAGEMENT

UNIT-I: STRESS: MEANING AND NATURE

UNIT-II: APPROACHES TO UNDERSTAND STRESS-I
The body and emotions components; The body-stress and chronic pain, anatomy and physiology, stress and immune system. Stress, disease connection and the dynamic of self healing. The Emotions-healthy and unhealthy emotions – anger, fear, joy and happiness; Exercises: physical symptoms questionnaire, creative altruism, stress.

UNIT-III: APPROACHES TO UNDERSTAND STRESS-II

UNIT-IV: STRESS COPING
Reframing, comic relief, assertiveness, boundaries. Effective resource management of time and money. Expressive art therapy. Creative problem solving. Exercises: Reframing: seeing from a bigger, clearer perspective, making a fickler notebook and building and maintaining personal stability, the human butterfly and the creativity project.

UNIT-V: RELAXATION TECHNIQUES
The wisdom of physical relaxation through sight, sound, smell, taste and the divine sense. The art of breathing-diaphragmatic breathing. The art of mediation – types and insightful meditation. Mental imagery, Massage therapy, Hatha yoga, Self-hypnosis and Autogenics and Nutrition. Exercises: Relaxation through five senses, breathing clouds meditation and rainbow meditation, self-massage, surya namaaaskar, self suggestion and the rainbow diet.

Reference
SEMESTER -IV
Core-VIII: DEVELOPMENTAL PSYCHOLOGY - II

UNIT I: PUBERTY

UNIT II: ADOLESCENCE

UNIT III: YOUNG ADULTHOOD
Characteristics – Developmental tasks – Changes in interest – Social Mobility – Sex role adjustments – Vocational adjustments – Marital Adjustments – Adjustment to parenthood – Adjustment to singlehood - Hazards of vocational and Marital adjustments – Success of Adjustment to adulthood.

UNIT IV: MIDDLE AGE
Characteristics – Developmental tasks – Adjustment to physical changes and mental changes – Social Adjustment – Vocational Adjustment – Adjustment to changed family patterns – Being single – loss of a spouse – Adjustment to approaching retirement – Vocational and Marital Hazards - Adjustment to approaching old age.

UNIT V: OLD AGE

Text Books

Reference
Core-IX: HEALTH PSYCHOLOGY

UNIT I: INTRODUCTION TO HEALTH PSYCHOLOGY - HEALTH BEHAVIOUR

Health psychology: Definition and Need-The biopsychosocial model- Patient Practitioner relationship- Training for a career in health psychology, Introduction to health behaviour- Factors influencing the practice of health behaviour

UNIT II: MODELS OF HEALTH BEHAVIOUR

Changing health habits using theoretical models: Health belief model, Theory of planned behaviour, Cognitive behavioural approaches to change health behaviour, Trans theoretical model of behaviour change, Avenues for health habit modification

UNIT III: CHRONIC ILLNESS AND PAIN

Illness Factors: Onset, Progression, Types of Symptoms, Quality of Life, Personal issues in chronic illness, Coping with chronic illness, Co management of chronic illness, Psychosocial Interventions, Pain: definition, types of pain, Pain control techniques, Pain management

UNIT IV: STRESS AND COPING


UNIT V: PROMOTING HEALTH BEHAVIOUR


Text Books


Reference

Core-X: EXPERIMENTAL PSYCHOLOGY I
(PRACTICAL)

Concepts:

1. Attention
2. Perception
3. Learning
4. Motivation & Emotion
5. Psychomotor abilities
6. Intelligence tests

- A minimum of 10 experiments should be conducted per semester
- At least one experiment from each concept should be chosen
UNIT I: MARKETING AND ITS FACTORS

UNIT II: CONSUMER BEHAVIOUR AND MARKET SEGMENTATION

UNIT III: MARKETING MIX

UNIT IV: CHANNELS OF DISTRIBUTION AND PROMOTION
Channels of distribution – Types of middlemen – factors influencing channel selection. Promotion mix – Advertising – objectives - characteristics of Effective Advertising sales promotion – methods (levels) of sales promotion.

UNIT V: PERSONNEL SELLING AND E-BUSINESS

Text Book
1. N. Rajan Nair, Marketing Management, Sultan Chand & Sons.

Reference
5. RajanSaxena, Marketing Management, TMH.
NMII PERSONALITY DEVELOPMENT
(Offered to the Other Department Students)

UNIT – I: MEANING AND NATURE OF PERSONALITY
Personality: Definitions, Meanings, Elements of personality, Types of Personality, Determinants of personality, Personality SWOT Analysis

UNIT – II: PERSONALITY ENRICHMENT
Self esteem, Self concept, Advantages of high self esteem, Characteristics of people with high and low self esteem, Steps to building positive self esteem, Attitude, Factors that determine our attitude., Benefits of a positive attitude and consequences of a negative attitude, Steps to building a positive attitude.

UNIT – III: MOTIVATION
Motivation: Meaning and nature, The difference between inspiration and motivation, Motivation redefined, External motivation vs. Internal motivation, Achievement motivation

UNIT – IV: SUCCESS
Defining success-Real or imagined obstacles to success, Qualities that make a person successful, Reasons for failure – Interpersonal skills, Dealing with seniors, colleagues, juniors, customers, suppliers at the workplace.

UNIT – V: POSITIVE RELATIONSHIPS & PERSONALITY
Positive Relationships – Factors that prevent building and maintaining positive relationships, the difference between ego and pride, the difference between selfishness and self interest, Steps for building a positive personality, Body language: understanding body language, Projecting positive body language.

Reference
SBEC-II  BASICS IN COMPUTER APPLICATIONS

UNIT-I

UNIT- II
Getting Started: Starting a Program- Identifying Common Screen Elements- Choosing Commands- Finding Common Ways to Work- Getting Help with Office

UNIT- III

UNIT- IV
MS-EXCEL: Creating a Simple Spreadsheet- Editing a Spreadsheet- Working with Functions and Formula- Formatting Worksheets – Completing Your Spreadsheet- Creating Charts.

UNIT- V
MS-POWERPOINT: Creating and Viewing Presentations- Editing Presentation- Working with Presentation Special Effects.

Reference
1. Introduction to computers – Alex Leon, Mathew Leon (UNIT-I)
SEMESTER - V

Core XI: ABNORMAL PSYCHOLOGY- 1

UNIT I: INTRODUCTION AND THEORETICAL PERSPECTIVE.
Defining Abnormal Behavior - Causes of Abnormal Behavior: Necessary, Predisposing, Precipitating and Reinforcing causes, Historical views of abnormal behaviour- Brief note on DSM 5 and ICD 11 classification system.

UNIT II: MODELS OF ABNORMALITY

UNIT III: NEURODEVELOPMENT DISORDERS

UNIT IV: ANXIETY RELATED DISORDERS
Meaning- Types - Brief description with Causal factors and Treatment: Generalized Anxiety Disorders - Phobic Disorder –Post Traumatic Stress Disorder - Obsessive Compulsive Disorder - Panic Disorders

UNIT V: SOMATIC DISORDER AND DISSOCIATIVE DISORDER
Somatic Symptoms and related disorders (SSD): Complex Somatic Symptom Disorder- Illness Anxiety Disorder- Functional Neurological Disorder, Dissociative Disorders: Dissociative Amnesia, Dissociative Identity Disorder, Depersonalization and Derealization Disorder –Causal factors and Treatment.

Text Books

Reference
UNIT 1 INTRODUCTION

UNIT II THE SELF
Self-Presentation: Self-Other accuracy in predicting behaviour- Self-Presentation tactics, Self-Knowledge: Introspection, the self from the observer’s standpoint, Personal identity versus social identity: the importance of the social context and others’ treatment

UNIT III SOCIAL BELIEFS AND JUDGEMENTS

UNIT IV CONFORMITY, COMPLIANCE AND OBEDIENCE

UNIT V HELPING BEHAVIOR

Text Books

Reference
Core XIII: INTRODUCTION TO RESEARCH METHODOLOGY

UNIT I: RESEARCH METHODOLOGY: AN INTRODUCTION
Definition- Need and Importance of psychological Research- Objectives of Research - Types of Research - The Research Process - Principles of a Good Research - Problems encountered by researches in India.

UNIT II: RESEARCH PROBLEM, HYPOTHESIS AND REVIEW OF LITERATURE
Research Problem: Meaning and characteristics of a problem - ways in which a problem is manifested - Types of Problems, Hypothesis: Meaning and characteristics of a good hypothesis – Types - Sources and Functions of Hypotheses, Reviewing the Literature: Purpose of Review - Sources of Review.

UNIT III: SAMPLING
Meaning and Need for sampling - Fundamentals of sampling- Factors influencing decision to sample- Types of Sampling: Probability and Non probability- Probability Sampling: Simple random, stratified random and area cluster sampling - Non probability sampling: Quota, Accidental, Judgemental or purposive, systematic and snowball sampling

UNIT IV: METHODS OF DATA COLLECTION
Primary data: Questionnaire and schedule – Interview - Observation as a tool of Data Collection, Difference between Participant observation and non-participant observation -Rating Scale, Secondary data: Sources.

UNIT V: WRITING A RESEARCH REPORT
Meaning- General purpose of writing a research report-of a research report, Styles of writing a research report- Types of research reports- Precautions in writing research report

Text Books

Reference
Core XIV: EXPERIENTIAL PSYCHOLOGY II
(PRACTICAL)

Concepts:

1. Personality
2. Aptitude
3. Interest
4. Achievement tests
5. Stress and coping
6. Attitudes and behavior
7. Creativity

- A minimum of 10 experiments should be conducted per semester
- At least one experiment from each concept should be chosen
SBEC-III ORGANIZATIONAL BEHAVIOUR

UNIT- I: INTRODUCTION
Definition. Models of OB; autocratic, custodial, supportive, collegial and system. Historical evolution of OB. What managers do? Contributing disciplines to OB. Challenges and Opportunities. Case studies and exercises

UNIT- II: THE INDIVIDUAL IN ORGANIZATION

UNIT- III: THE GROUP IN ORGANIZATION

UNIT- IV: THE ORGANIZATION SYSTEM AND STRESS MANAGEMENT

UNIT- V: ORGANIZATIONAL DEVELOPMENT
Organizational Change – Forces for Change. Managing planned change. Resistance to change. Approaches to managing Organizational change, Contemporary change issues.

Reference
SBEC-IV COMMUNICATIVE SKILLS

UNIT I: THE COMMUNICATION PROCESS
Sending the Message, the Channel, Receiving the Message; misinterpretations and unintended messages, Feedback; self-monitoring, Context and Noise; Psychological. Stereotyping, Semantics.

UNIT II: ACTIVE LISTENING SKILLS AND NON-VERBAL COMMUNICATION

UNIT III: GIVING CONSTRUCTIVE FEEDBACK
Difficulty in providing honest feedback. Feedback Skills: Being Specific, Offering a solution, Delivering the feedback face to face, Being sensitive, Being problem oriented and not people oriented, Being descriptive and not evaluative, Owning rather than disowning and checking. Structure of feedback.

UNIT IV: QUESTIONING SKILLS
Questioning Techniques, Types of Questions: Probing/clarifying Questions, Reflective Questions, Direct Questions and Hypothetical Questions.

UNIT V: PRESENTATION SKILLS
Presentation and dealing with Fears of presentation. Planning the Presentation: Setting objective, Understanding the audience, Knowing the setting, Writing down the ‘central theme’ of the talk, Writing the outline, Developing visual aids, Preparing delivery notes and delivering the presentation.

Reference
SEMESTER VI
Core XV: ABNORMAL PSYCHOLOGY II

UNIT I: MOOD DISORDERS
Unipolar mood disorder: Biological - Psychosocial - Socio-cultural Causal factors, Bipolar disorders: Biological – Psychosocial - Socio-cultural Causal Factors – Treatment, Suicide: causes - prevention

UNIT II: SCHIZOPHRENIA AND OTHER PSYCHOTIC DISORDERS.
Schizophrenia: Meaning - Clinical features positive symptoms- negative symptoms –Causes – treatment - Subtypes, Other Psychotic Disorders: Causal Factors - Treatment

UNIT III: PERSONALITY DISORDER

UNIT IV: SUBSTANCE RELATED DISORDERS

UNIT V: PREVENTION AND TREATMENT
Perspectives on Prevention - Primary, Secondary and Territory Prevention, Psychological approaches to treatment: Psycho dynamic therapy- Behaviour therapy- Cognitive and Cognitive Behavioral therapies- Humanistic and Existential therapies- Family and Marital Therapy- Eclecticism and Integration-Indigenous systems:Yoga and Meditation.

Text Books

Reference
Core XVI: SOCIAL PSYCHOLOGY II

UNIT I: PERSUASION
Theories of Persuasion: the central route - the peripheral route - different pathways for different purposes- Elements of Persuasion: communicator, content, channel, audience –Cults & persuasion - Resisting Persuasion: strengthening personal commitment, inoculation programs, implications of attitude inoculation.

UNIT II: GROUP INFLUENCE:

UNIT III: PREJUDICE

UNIT IV: AGGRESSION
Aggression: Definition - Hurting Others – Theories of Aggression – Media violence - Sexual violence - Strategies to reduce Aggression.

UNIT V: LIKING, LOVE AND OTHER CLOSE RELATIONSHIPS
Internal sources of liking others: the role of needs and emotions, External sources of attraction: the effects of proximity, familiarity and physical beauty- Sources of liking based on social interaction - Close relationships - foundations of social self - Divorce & the detachment process.

Text Books


Reference


Core XVII: GUIDANCE AND COUNSELLING PSYCHOLOGY

UNIT I: NATURE AND SCOPE OF GUIDANCE AND COUNSELLING

Counselling and Guidance: Meaning- Nature - Need and Functions of Guidance and Counselling - Emergence of Guidance and Counselling in India - Goals and Scope of Guidance and Counselling - Types of Counselling Services.

UNIT II: APPROACHES TO COUNSELLING AND THE COUNSELLING PROCESS


UNIT III: PSYCHOLOGICAL TESTING AND DIAGNOSIS

Use of psychological tests in guidance and counseling - Types of psychological tests - Nature of a good psychological test - Test interpretation in counseling - Limitations of psychological tests - Diagnosis and its limitations.

UNIT IV: COUNSELLOR QUALITIES, SKILLS AND ETHICAL RESPONSIBILITIES

Qualities of an effective counselor, Counsellor skills: Building Trust- Listening – Attending – Observing - Building Rapport - Demonstrating Empathy, Ethics in counselling.

UNIT V: SPECIAL AREAS IN COUNSELLING

Family group consultation - Counseling Families Concerning Children - Counseling with Parents - Counseling the Delinquent - Marriage Counseling - Premarital Counseling - Counseling the Handicapped - Career Counseling - Adolescent Counseling- Role of Counselor in developing Good Mental Health.

Text Books


Reference

Core- XVIII: PROJECT WORK / DISSERTATION
(Introducing Research Component in Under-Graduate Psychology Course)

- **Project work/Dissertation** is considered as a special course involving application of knowledge in solving / analyzing /exploring real life psychological variables.

- The objective of the Project work is to further the student’s critical thinking and scientific enquiry of psychological concepts through systematic investigation.

- Project work/Dissertation is prescribed for the 6th Semester Student and the student will be working under the teacher supervisor.

- The student is to undergo a 2 week data-collection field visit.

- Guides for the Project work will be allotted as per the student preference.

- The Project work may be a survey (fact findings or exploratory nature). collection of clinical case studies, a Problem solving assignment, Verification of existing or established theory and any other assignment as approved by the respective faculty guide and the HOD.

- The Project/Dissertation work consists of 15 credits.

- A Project/Dissertation work is a compulsory core paper.

**NORMS FOR EVALUATION FOR PROJECT REPORT**
**Maximum Marks: 100 (Project Report 75 + Viva Voce 25)**

1. Introduction : 10 Marks
2. Methodology : 15 Marks
3. Review of Literature : 10 Marks
4. Results and Discussions : 20 Marks
5. Summary and Conclusion : 10 Marks
6. References or Bibliography : 10 Marks

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Project Report 75 Marks
Viva -Voce Examination: 25 Marks
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Total 100 Marks
SBEC-V PSYCHOLOGY OF ADJUSTMENT

UNIT-I: THE DYNAMICS OF ADJUSTMENT


UNIT –II: PERSONALITY AND ADJUSTMENT

Personality: Meaning - Personality traits – Psychoanalytic theory – Pavlov’s classical conditioning – Maslow’s theory – Eysenk’s theory.

UNIT – III: STRESS AND ADJUSTMENT


UNIT – IV: INTERPERSONAL COMMUNICATION


UNIT- V: MARITAL ADJUSTMENT


Reference
SBCE-VI CONSUMER BEHAVIOUR

UNIT -I: INTRODUCTION

UNIT- II: FACTORS INFLUENCING CONSUMER BEHAVIOUR

UNIT- III: CONSUMER ATTITUDE AND COMMUNICATION PROCESS

UNIT- IV: CONSUMERS IN THEIR SOCIAL AND CULTURAL SETTINGS
Reference group: Nature, types and influences on consumers. Family life cycle stages, nature of household and purchases and family decision making and resolving conflict. Social class: Nature of social class, symbols of status, concept of money and social class, social class categories and consumer behaviour.

UNIT- V: CONSUMER DECISION MAKING
Consumer decision: Stages in consumer decision process – situational influence, problem recognition, information search, evaluation of alternatives and selection, outlet selection and purchase and post purchase action. Organizational Buyer: nature, market structure and pattern of demand, characteristics, decision approach, purchase pattern and organizational buyer decision process.

Reference