

S.V.U. COLLEGE OF SCIENCES

M.Sc. PSYCHOLOGY

*SYLLABUS & REGULATIONS
WITH EFFECT FROM 2016-2017*



**SRI VENKATESWARA UNIVERSITY
TIRUPATI**

SRI VENKATESWARA UNIVERSITY::TIRUPATI
S.V.U.COLLEGE OF SCIENCES
DEPARTMENT OF PSYCHOLOGY

(Syllabus common for SV University College and affiliated colleges offered P.G.Courses in SVU Area)
(Revised Scheme of Instruction and Examination, Syllabus etc., with effect from the Academic Years 2016-17 for I and II Semesters and 2017-18 for III and IV Semesters)

M.Sc. PSYCHOLOGY

First and Second Semester are common for M.Sc. Psychology and M.Sc. Counseling Psychology (Self Supporting)

SCHEME OF INSTRUCTION AND EXAMINATION

FIRST SEMESTER

Course Code	Title of the Course	Core / Foundation / Elective	Hours of Teaching	No. of Credits	Marks		Total
			Theory Practical		IT	SEE	
PSY 101	General Psychology-I	Compulsory Foundation	06	04	20	80	100
PSY 102	Social Psychology	Core	06	04	20	80	100
PSY 103	Psychopathology-I	Core	06	04	20	80	100
PSY 104	Psychological Measurements-I	Core	06	04	20	80	100
PSY 105	Practical I & II	Core	08	04	-	-	100
PSY 106	Human values and Professional Ethics – I	Elective Foundation	04	04	-	-	100
Total			36	24	-	-	600

SECOND SEMESTER

PSY 201	General Psychology II	Compulsory Foundation	06	04	20	80	100
PSY 202	Applied Social Psychology	Core	06	04	20	80	100
PSY 203	Psychopathology-II	Core	06	04	20	80	100
PSY 204	a. Psychological Measurements & Statistics b. Research Methodology c. Computer Applications in Psychological Research	Core	06	04	20	80	100
PSY 205	Practical I & II	Core	08	04			100
PSY 206	Human values and Professional Ethics-II	Elective Foundation	04	04			100
Total			36	24			600

THIRD SEMESTER							
PSY 301	Lifespan Developmental Psychology – Infancy to Adolescence	Core (Compulsory)	06	04	20	80	100
PSY 302	Personality	Core	06	04	20	80	100
PSY 303	Counseling Psychology-I	Core	06	04	20	80	100
PSY 304	a. School Psychology b. Organizational Behaviour and HRM c. Healthy Psychology d. Psychology of Disability	Generic Elective	06 06 06	04 04 04	20	80	100
PSY 305	Practical I & II	Core	08	04			100
PSY 306	a. Personality Development b. Inter Personal Communication Skills	Open Elective	04	04			100
Total			36	24			600

FOURTH SEMESTER							
PSY 401	Lifespan Developmental Psychology – Adulthood and Later Maturity	Core (Compulsory)	06	04	20	80	100
PSY 402	Theories of Personality	Core	06	04	20	80	100
PSY 403	Counseling Psychology - II	Core	06	04	20	80	100
PSY 404	a. Psychology of Aging – Applied Aspects b. Consumer Behaviour and Marketing c. Rehabilitation Psychology	Generic Elective	06 06 06	04 04 04	20	80	100
PSY 405	Practical I & II	Core	08	04	20		100
PSY 406	a. Behaviour Change b. Life Skills	Open Elective	04 -	04	20		100
Total			36	24			600

FIRST SEMESTER – I

PAPER-I: PSY 101: GENERAL PSYCHOLOGY-I (CF) **(Common for both M.Sc. Psychology and M.Sc. Counselling Psychology)**

Unit – I: Psychology as Science

- a. Definition, Nature, Scope and Aims of Psychology
Basic and Applied Fields of Psychology.
- b. Historical Origins -The rise of Experimental Psychology. The Emergence, development and decline of the Schools of Psychology
Methods of Study – Observation method, Experimental method, Survey and case study method.

Unit – II: Biological Basis of Behaviour

- a. Genetic perspective – Chromosomes, DNA, Genes Dominant – Recessive Genes Principle
The Evolutionary Perspective – Natural Selection
The Environmental perspective – Principle of learning - Nature and Nurture controversy.
- b. Nervous System: Basic unit and divisions of Nervous system – Localization of brain functions.
Endocrine System: Pituitary, Adrenaline, Thyroid, Parathyroid, Gonads and Pancreas.
Receptors, Connectors, Effects and Adjuster mechanisms.
Sensory process – Senses and sensory organs, general characteristics of Senses and Sensory thresholds, Subliminal Perception, Signal Detection Theory.

Unit – III: Perceptual Process

- a. Relationship between sensation and perception, Approaches to perception – Gestalt, information Processing approach, the Cognitive approach, Integrative approach. Attention as perceptual sampling process, Phenomena of Attention. Types and Factors influencing Attention.
Principles of perceptual organization and Figure and Ground Relationship.
- b. Perceptual experiences – Visual space perception, Perceptual constancies; Perceptual movement. Errors in perception, Perceptual Defence and Vigilance, Factors influencing perception – Learning, motivation, values and socio economic status, culture and perception.

Unit – IV: Learning:

- a. Nature and definition of Learning
Experimental approaches to learning – Connectionist and Cognitive
- b. Brief discussion of learning theories, Pavlov, Thorndike, Skinner, Hull, Tolman and Miller.
Measurement in learning and learning curves
Transfer of training of education and transfer, experimental analysis of transfer of training, stimulus and response similarly.

Motor and verbal learning - Motor skills, distribution of practice, warm up, patterns of movement & knowledge of results.
Verbal learning – process in verbal learning.

Organization, practice, individual differences.

Experimental analysis of behaviour – behaviour modification, shaping, discrimination learning, Neurophysiology of learning.

References:

1. Boring, E.G (1950). History of Experimental Psychology. New York: Appleton-Century – Crofts ,
2. Carlson, N.R. (1977). Physiology of Behaviour, Boston: Allyn and Bacon.
3. Chaplin, J.P. & Crawice T.S. (1974). Systems and Theories of Psychology (3rd edition), New York: Holt Reinhert and Winston, INC
4. Dennis Coon, (2006). Psychology: A Modular approach to Mind and Behaviour, USA: Thomson Higher Education.
5. Hilgard, E.R, Atkinson, R.C. & Atkison, R.R., (1976). Introduction to Psychology (6th edition), New Delhi: Oxford and IBM Publishing Company Private Limited.
6. Hilgard, E.R. & Bower, G.H. (1975). Theories of Learning (4th edition), Prentice Hall, New Delhi.
7. Kendler, H.H. (1975). Basic Psychology, (3rd edition), London: *Addision – Wesley Publishing, Company.*
8. Nolen-Hoeksema, Fredrickson, Loftus & Wagenaar (2009). Atkinson and Hilgard’s Psychology – An Introduction. New Delhi: Cengage Learning India Pvt. Ltd.
9. Parameswaram, E.G. & Beena, C. (1988). An Invitation to Psychology (First edition), New Delhi: Tata Mc Graw Hill Publishing Company Limited.
10. Philip Banyord, Mark N.O. Davies Christine Norman & Belinda Winder (2010). Essential Psychology – A Concise Introduction. New Delhi: Sage Publications India Pvt. Ltd.,
11. Ralph Norman Haber (1968). Contemporary Theory and Research Visual Perception, New York: University of Rochester.
12. Ralph Norman Haberr & Maurice Herbanson (1973). The Psychology of Visual Perception. The University of Rochester, New York: Holt Rinehart and Winston.
13. Robert S. Feldman (2011). Understanding Psychology (10th Edition). New Delhi: Tata – McGraw Hill Education Pvt. Ltd.,
14. Ruch, F.L. (1970). Psychology and Life, Bombay: D.B. Taraporevala Sons and Company Pvt. Ltd.,
15. Sdorow Laster (2012). Psychology. Iowa: Brown Publishers Dubugne.

PAPER – II: PSY 102: SOCIAL PSYCHOLOGY (CC)
(Common for both M.Sc. Psychology and M.Sc. Counselling Psychology)

Unit – I: Introduction

- a. Definition, understanding social behaviour
Historical origins; relationship with other social sciences
- b. Research methods in social psychology: Field, Observation, Experimental, Survey.

Unit – II: Social Perception and Social Cognition

- a. Person perception and object perception; Bem's theory of self perception.
Social perception; communication; social interaction.
- b. The process of attribution; Kelley's theory of causal attribution: Major sources of bias; practical applications of attribution theory.
Social Cognition – Major cognitive strategies: affect and cognition, self awareness, applications of self awareness.

Unit – III: Socialization

- a. Definition and goals of socialization, socialization process; the context of socialization
- b. Social motives: Sex role identity, agencies of socialization, the development of self concept, self evaluation.
Theories of Moral development (Piaget & Kohlberg).

Unit – IV: Attitudes

- a. Formation of attitudes, Components of attitudes, functions of attitudes, the link between attitudes and behaviour.
- b. Attitude scales: Likert, Thurstone, Bogardas scales; Measurement: Self report and other techniques.
Theories of Attitude formation and change: Balance theory, congruity theory, cognitive dissonance theory.

References:

- Akbar, Hussain (2012). Social Psychology, New Delhi: Dorling Kindersley Pvt. Ltd.
Baron, R.A., & Byrne, D. (1988). Social Psychology; Understanding Human Interaction, New Delhi: Prentice – Hall of India Pvt. Ltd.,
Lipp, R.A. (). Introduction to Social Psychology. California: Wordsworth Publishing Company,
Robert, A. Baron, Nyla, R. Branscome, Donn Byrne & Gopabharadwaj (2009). Social Psychology, New Delhi, Pearson Publication
Seidenberg, B., & Sandowsku, A. (1976). Social Psychology, An Introduction. Stuttgart: The Free Press, Macmillan Publishing Co. Inc.,

PAPER-III: PSY 103: PSYCHOPATHOLOGY-I (CC)
(Common for both M.Sc Psychology and M.Sc. Counselling Psychology)

Unit – I: Abnormal Psychology

- a. Meaning and Definitions of Psychological abnormality.
Criteria of normality and abnormality.
- b. Historical - How abnormality viewed and treated in the past: Current trends.

Unit – II: Models of Abnormality

- a. Biological model; Psychodynamic model
- b. Behaviouristic model; Cognitive model
Humanistic – Existential and Socio-cultural model

Unit – III: Classification and Assessment

- a. Clinical Assessment and Diagnosis
Classification of Psychological Disorders – DSM V; ICD.10.
- b. Causes of abnormal behaviour; Biological, Psych-social and Socio Cultural factors.

Unit – IV: Approaches to Therapies

- a. Biological therapy: Chemo therapy, Electro therapy, Brain –wave therapy
- b. Psychosocial Approaches to therapy; Psychoanalytic therapy, Behaviour therapy, Humanistic – Existential therapies, Interpersonal therapy, Transactional Analysis and Group Therapy, Socio-cultural approaches to therapy; Current issues and trends in Treatment.

References:

Arun Kumar (2006). *Abnormal Psychology*. New Delhi: ANMOL Publications Pvt. Ltd.

Carson. Butcher Mineka (2003). *Abnormal Psychology and Modern life*, (XI edition). Singapore: Pearson Education Pvt. Ltd.,

Irwin G. Sarason & Barbara R. Sarason (2009). *Abnormal Psychology*, (XI Edition), New Delhi: PHI Learning Pvt., Ltd.,

James, N. Butcher, Susan Mineka & Jil M. Hooley (2011). *Abnormal Psychology – Core Concepts* (Second edition). New York: Allyn & Bacon Pearson Education, Inc.

Lauren B. Alloy, John, H. Riskind & Margaret J. Manos (2005). *Abnormal Psychology*, (IX edition) New Delhi: Tata McGraw Hill Publishing Co. Ltd.,

William J. Ray (2015). *Abnormal Psychology – Neuroscience Perspectives on Human Behaviour and Experience*. New Delhi: Sage Publications.

PAPER – IV PSY 104: PSYCHOLOGICAL MEASUREMENT – I (CC) (Common for both M.Sc Psychology and M.Sc. Counselling Psychology)

Unit – I: Psychological Measurement

- a. Introduction – Psychological Assessment and Psychometrics - Nature.

Psychophysical Measurements – Psychophysical Theory-Psychophysics and Sensory limens, Psychophysical laws.
- b. Modern Psychophysics – Psychological Scaling methods – Rating scales – Attitude Scales

Unit –II: Developments in Psychological Measurement

- a. Early History of Psychological Measurement – Psychophysics – Mental Testing – Contributions of Galton and Binet; Interest in the mentally deficiency; Later Developments; Contemporary Status of Psychological Measurement.
- b. The Psychological Test: Definition, Types – Factors influencing test performance – Test administrative procedures – Testing conditions – rapport, examiner effects, situational variables – test anxiety.

Ethical and Professional Concerns in Testing – Control in the use of Psychological tests; Sources of Psychological tests.

Unit – III: Principles of Test Construction

- a. Test Formulation – Content selection - Item writing – Item analysis – Objectives and use of Item analysis; Item Difficulty; Item validity, Item discrimination – Item reliability – Internal consistency.
- b. Reliability – basic concepts, methods of test reliability – reliability of speed & power tests – Special problems in reliability.
Validity – basic concepts, methods of test validity – general problems.

Unit – IV: Test Development and Test Standardization Procedures

- a. Basic steps in Test development: Instructions in Test Administration
- b. Development of Norms – Types of norms – Interpretation of Test scores – Statistical Indices – Computers usage in Testing.

References:

- Anastasi, A. (2005). Psychological Testing, New Delhi: Pearson Education Pvt. Ltd.,
Cronbach, L.J. (1970). Essentials of Psychological Testing. New York: Harper & Row.
Freeman R.S. (1966). Psychological Testing, 3rd Edition, New Delhi: Oxford IBH Co. Pvt. Ltd.,
Guilford, J.P. (1989). Psychometric Methods, New Delhi: Tata McGraw Hill Publishing Co. Ltd.
Keith Coaley (2014). An Introduction to Psychological Assessment & Psychometrics, Singapore: Sage Publications Asia Pacific Pvt. Ltd.,
Leslie A. Miller, Robert L. Lovler & Sandra A. McIntire (2013). Psychological Testing. New Delhi: Sage Publications.
Miltner, L.A., Lovler, R.L., & McIntire, S.A. (2013). Psychological Testing – A Practical Approach, New Delhi: Sage Publications Pvt. Ltd.,
Ramamurti, P.V. (2014). An Introduction to Psychological Measurements, New Delhi: PHI Learning Pvt. Ltd.,
The Mental Measurement Year Book, Baros (Latest).
Thomas A. Stetz, Leslie A. Miller & Robert L. Lovler (2016). Student Study Guide for Foundations of Psychological Testing. New Delhi: Sage Publications.

PSY 105: PRACTICAL I & II PRACTICUM IN THE CF & CC

SECOND SEMESTER – II

PAPER-I: PSY 201: GENERAL PSYCHOLOGY – II (CF)

(Common for both M.Sc Psychology and M.Sc Counselling Psychology)

Unit – I: Motivation and Emotion

- a. Historical antecedents of motivation from mechanism to cognition.
Motivation sequence and motivational concepts – instinct, drive, motive and incentive.

Physical and Psycho - social motives – A brief study of motivational theories – Freud, Mc Dougall, Maslow, S-R and Cognitive.

Measurement of Motivation – Issues and techniques – cross cultural perspective of motivation.

- b. Emotions – nature, development, differentiation and expression of emotions, physiological basis of emotion.

Brief review of theories of emotion – Physiological – James – Lange theory, Cannon Bard theory, Behavioural facial feedback theory and Schachter two factor theory and cognitive appraisal theory of emotion.

Measurement of emotions – Physiological, expressive and cognitive measures.

Unit – II: Memory and Forgetting

- a. Models of memory – information processing model – sensory memory, short – term memory, long –term memory, encoding, storage and retrieval.
- b. Factors influencing memory – Repetition, meaningful learning, whole Vs part learning, massed and spaced practising, Motivation, feed back and passage time

Measurement of Memory – study habits, mnemonic devices, Nature of forgetting, theories of forgetting: Interference theory, motivation theory, Decay theory, Trace-change theory.

Unit – III: Thinking

- a. Nature and tools of thinking
Tools of thinking – images and types of image
Concepts – development and process of concept formation and types of concepts. Language – Structure of language, acquisition of language and the relationship between language and thinking.
Varieties of thinking: Reasoning – inductive and deductive reasoning. Problem solving – types of problem solving – trial and error, insight, algorithms. Heuristics steps and impediments in problem solving. Critical thinking, Inference and pitfalls.
Piaget model of cognitive development.

Unit – IV: Intelligence

- a. Nature and distribution of intelligence
Differences in intelligence – individual, gender and racial factors, Influence of heredity and environment.
- b. Theories of Intelligence – Spearman, Thurstone, Guilford, Cattell, Stenberg and Gardner

References:

- Bernard Weiner, (1972). Theories of motivation from mechanism to cognition. Los Angeles; Noida: Rand McNally
- Eva Dreikurs Ferguson (1975). Motivation an experimental approach. Edwardsville: Southern Illinois University
- Goleman, Daniel (1998). Working with Emotional intelligence. New York: Banatain books.
- Hilgard, E.G. Atkinson R.C., & Atkinson R.R. (1976). Introduction to Psychology, (6th edition). New Delhi: Oxford & IBM Publishing Company Private Limited,
- Kendler. H.H (1975). Basic Psychology (3rd Edition). London: Addison – Wesley Publishing Company.
- Parameswaram, E.G. & Beena, C. (1988), Invitation to Psychology, (First edition) – New Delhi : Tata Mc Graw Hill Publishing Company Ltd.,
- Robert Plutchik, (2010) Emotion: A Psycho Evolutionary Synthesis, New York: Harper & Row Publishers.
- Sdorow, Lester (2012). Psychology. Iowa Brown Publishers Dudenque.

PAPER-II: PSY 202: APPLIED SOCIAL PSYCHOLOGY (CC)
(Common for both M.Sc Psychology and M.Sc Counselling Psychology)

Unit – I: Social Influence

- a. Forms of Social influence: Conformity, compliance and obedience Asch's experiments on conformity; factors affecting conformity; the bases of conformity.
- b. Compliance: Tactics used in compliance; Ingratiation, reciprocity and multiple requests, guilt and compliance.
Obedience: Milgram's Studies on destructive obedience, resisting the effects of destructive obedience, modeling as a basis for unintentional social influence.

Unit – II: Social Exchange Process

- a. The nature of co-operation and competition, bargaining and negotiation, resolving interpersonal conflicts through bargaining; perceived fairness in social exchange; equity and inequity, factors for restoring fairness in social exchange.
- b. Prosocial behaviour: altruism: Characteristics influencing altruism, theories of altruism: reinforcement theory, cognitive theory:

Bystander effect, explanations, the characteristics of the helper and the helpee; Interpersonal attraction and love: Types of love. determinants of attraction: physical attractiveness, attitude, similarity and reciprocity.

Unit – III: Prejudice and Discrimination:

- a. Sources of prejudice. Combating prejudice, sex & gender prejudice: nature and origin, discrimination against women.
- b. Aggression and Violence. Theoretical perspectives, social and cultural determinants of aggression; individual determinants, prevention and control of human aggression.

Unit –IV: Groups and Individuals

- a. Groups: Nature and functions: group formation, how groups function: roles, Status, norms and cohesiveness; groups and task performance: Social Facilitation, Theories of Social Facilitation; Social Loafing, Decision making by groups.
- b. Leadership: Definition, types of leaders, characteristics of a leader, functions of a leader, theories of leadership.

References:

- Baron, R.A., & Byrne, D. (1988). *Social Psychology; Understanding Human Interaction*, New Delhi: Prentice Hall of India Pvt. Ltd.
- Kulkarni, P.D. (1979). *Social Policy and Social Development in India*. Madras: Association of Schools of Social work in India.
- Madison, B. (1980). *The Meaning of Social Policy: Comparative Dimension in Social Welfare*, London: Groom Hoim.
- Misra, G. (1990). *Applied Social Psychology in India*. Sage publications India Pvt. Ltd.,
- Pandey, J. (1980). (Ed.) *Perspectives on Experimental Social Psychology in India*, New Delhi: Concept Publishers.
- Seidenberr, B. & Sandowky, A. (1978). *Social Psychology: An Introduction*. Stuttgart: The Free press, Macmillan Publishing Co. Inc.,

Sharma, P.N & Shastri, C. (1984). Social Planning: Concepts and Techniques, Lucknow: Print House.
Sinha, D., & Rao, H.S.R. (1988). Social values and Development, New Delhi, Sage Publications.

PAPER-III : PSY 203: PSYCHOPATHOLOGY –II (CC)
(Common for both M.Sc Psychology and M.Sc Counselling Psychology)

Unit – I: Anxiety and Mood Disorders

- a. Generalised Anxiety disorders and phobias - Panic, Obsessive - compulsive disorders
- b. Mood disorders – Suicide - Etiology and treatment

Unit – II: Psycho - Somatic Disorders

- a. Stress-Coping and maladaptive behaviour, psychosomatic disorders, Eating disorders
- b. Substance - related disorders, sexual disorders, Etiology and treatment

Unit – III: Psychosis and Cognitive Disorders

- a. Schizophrenia and sub types, Cognitive disorders : Amnesic disorders
- b. Dementia: Delirium, etiology and treatment

Unit – IV: Psychological Disorders Across the Life Span

- a. Personality disorders
- b. Disorders of childhood, adulthood and old age, etiology and treatment

References:

Carson. Butcher Mineka (2003). Abnormal Psychology and Modern life (11th Edition). New Delhi: Pearson Education Pvt. Ltd.,
Irwin G.Sarason & Barbara R.Sarason (2009). Abnormal Psychology (XI edition). New Delhi: PHI Learning Pvt. Ltd.,
Lauren B. Alloy, John, H. Riskind & Margaret J. Manos (2005). Abnormal Psychology, (IX edition) New Delhi: Tata McGraw Hill Publishing Co. Ltd.,
William J. Ray (2015). Abnormal Psychology – Neuroscience Perspectives on Human Behaviour and Experience. New Delhi: Sage Publications.

PAPER IV PSY 204 (a): PSYCHOLOGICAL MEASUREMENTS
& STATISTICS- II (CC)
(Common for both M.Sc Psychology and M.Sc Counselling Psychology)

Unit- I: Intelligence and Achievement Tests

- a. Intelligence Tests – Definition, Binet’s Scales; Wechsler Scales (WISC, WAIS); Individual Vs. Group tests; Verbal Vs. performance Scales of intelligence; Intelligence tests as clinical instruments; Multifactor Test Batteries
Tests of Intellectual Impairment
Achievement Test – Definition; Characteristics of Achievement Tests;
Achievement Tests for Special Areas.
- b. Special Abilities – Definition of Aptitude, Motor and Manual tests; DAT Battrey, Multiple Aptitude Test Battery, Special Aptitude tests; Evaluation of Aptitude test.
Tests of interests, Values and Attitudes.

Unit – II: Personality Tests

- a. Self Report Measures - Personality Inventories - 16 PF, MMPI, CPI; EPI (Eysenck).
- b. Projective Tests – Thematic Apperception test, Children Apperception test, Rorschach Ink Blot test, Picture Arrangement test, Rosenzweig Picture Frustration test, CAT.
Situation Tests: Semantic Differential, Socio-metric methods, Psychodrama.
Neuropsychological Tests as diagnostic tools.

Unit – III: Statistics for Psychological Measurement

- a. Introduction to statistics – Importance in Psychological Measurement.
- b. Measures of Central Tendency of scores, Measures of Variation of scores, Measures of Associations, Multi Variate statistical methods .

Unit – IV: Distribution of Scores on variables

- a. Graphic Representation of test data
- b. Frequency distribution – Normal Probability Curve (NPC)
Tests of significance of Some Statistics
Use of Statistical Packages – SPSS in psychological research.

References:

- Anastasi, A. (2005). Psychological Testing, New Delhi: Pearson Education Pvt. Ltd.,
Cronbach, L.J. (1970). Essentials of Psychological Testing. New York: Harper & Row.
Freeman R.S. (1966). Psychological Testing, 3rd Edition, New Delhi: Oxford IBH Co. Pvt. Ltd.,
Guilford, J.P. (1989). Psychometric Methods. New Delhi: Tata McGraw Hill Publishing Co. Ltd.
Keith Coaley (2014). An Introduction to Psychological Assessment & Psychometrics, Singapore: Sage Publications Asia Pacific Pvt. Ltd.,
Leslie A. Miller, Robert L. Lovler & Sandra A. McIntire (2013). Psychological Testing. New Delhi: Sage Publications.
Milter, L.A., Lovler, R.L., & McIntire, S.A. (2013). Psychological Testing – A Practical Approach, New Delhi: Sage Publications Pvt. Ltd.,
Ramamurti, P.V. (2014). An Introduction to Psychological Measurements, New Delhi: PHI Learning Pvt. Ltd.,
The Mental Measurement Year Book, Baros.(Latest).
Thomas A. Stetz, Leslie A. Miller & Robert L. Lovler (2016). Student Study Guide for Foundations of Psychological Testing. New Delhi: Sage Publications.

PSY 204 (b): RESEARCH METHODOLOGY (CC)

Unit – I: Introduction to Research Methodology

- a. Types of Research: Basic Research, Expost facto, Applied Research and other Researches: Formation of Experimental Research.
- b. Research Variables and their Control: Independent variables – dependent variables and extraneous variables, and experimental control.

Unit – II: Problem & Hypothesis

- a. Problem : Selection of problem – statement of the problem and ways in which a problem is manifested, Types of Problems.

- b. Hypothesis : The nature of hypothesis, the manner of stating a hypothesis, Criteria of hypothesis and formulation of hypothesis

Unit – III: Sampling & Data Collection

- a. Sampling: Procedures of sampling – randomization – purposive sampling – Stratified and Random sampling, Probabilistic and Non – Probabilistic Methods.
- b. Methods of Data collection: Interview method, survey method, questionnaires and rating scales.

Unit – IV: Research Designs

- a. Research Designs: Two Randomized group design, two matched group design, more than two group design, Factorial Design – 2x2, 2x2x2 design – Concept of ANOVA, MANOVA AND MANCOVA.
Role of Computers in the analysis of data – Statistical Packages – Ethics in Human Research
- b. Presenting research results: Writing a research project report: Publishing an article and making an oral presentation.

References:

- Edwards, A.L, (1968). Experimental Design in Psychological Research. New Delhi: Amerind Publishing Company Pvt Ltd.,
- Kerlinger, F.N. (1973). Foundations of Behavioural Research, New Delhi: Surjeet Publications.
- Henry, E. Garrett, (1981). Statistics in Psychology and Education (Tenth Edition), Bombay.
- Rosenthal, R. & Rosnow, R.L. (1991). Essentials of Behavioural research: Methods and Data Analysis (2nd edition). New York: McGrawHill.
- Elmes D.G. Kantowitz B.H & Roediger H.L. (1995). Research Methods in Psychology. New York: West Publishing Company.
- Howell, D.C. (2002). Statistical Methods for Psychology (5th edition). Belmont, CA: Wadsworth.
- Kothari, C.R. (2004). Research Methodology: Methods and Techniques (second revised Edition), New Delhi: New Age International Pvt. Ltd.
- John, J. Shaughnessy, Eugene B. Zechmeister & Jeanne S. Zechmeister (2008). Research Methods in Psychology (Eighth Edition), New Delhi: McGrawHill,
- Mangal, S.K. (2010). Statistics in Psychology and Education, New Delhi: Prentice – Hall of India.
- Gerard Guthrie (2010). Basic Research Methods (First Edition). New Delhi: Sage Publications.
- George Argyrous (2011). Statistics for Research (Third Edition). New Delhi: Sage Publications.
- Bridget Somekh & Cathy Lewin (2011). Theory and Methods in Social Research (2nd Edition). New Delhi: Sage Publications.
- Colin Dyer (2013). Research in Psychology – A practical guide to Methods and Statistics. New Delhi: John Wiley & Sons. Inc.
- Mark Israel (2015). Research Ethics and Integrity for Social Scientists (2nd Edition). New Delhi: Sage Publications.
- Amit Kumar (2011). Methods in Psychological Research (First Edition). New Delhi: Anmol Publications Pvt. Ltd.,
- Krishnaswami, O.R. & Ranganatham (2006). Methodology of Research in Social Sciences (First Edition). New Delhi: Himalaya Publishing House.
- Wilson Prabhakaram (2012). Methods in Behavioural Research (First Edition). New Delhi: Anmol Publications Pvt. Ltd.,

**PSY 204 (c): COMPUTER APPLICATIONS IN
PSYCHOLOGICAL RESEARCH (CC)**

Unit – I: Introduction to Computers

- a. Definitions – Basic components of computer –block diagram – Input / Output devices – Key board- Mouse and scanner – directories and sub-directories.
- b. Evolution of Computer generations – Fundamentals in Computers

Unit – II: MS Office-I

- a. MS word: Creating, Opening and saving files- Editing and formatting text- spell and grammar check- auto correct- creating of tables and columns- mail merge- word art- concept of a macro print preview.
- b. MS PowerPoint: Creating power point slide- editing and formatting the presentation etc.,

Unit – III: MS Office-II & Internet Services

- a. MS Excel: Work sheet- entering data and creating work sheets and work books- opening and saving workbooks- editing and formatting-sorting, filtering and pivot tables- creating graphs and charts- mathematical and statistical functions. MS accesses; opening and saving, features and data entry and usage.
- b. Use of Internet Services – Creating e-mail- sending mails- browsing websites of Psychology, browsing scientific journals- search engines- data storing

Unit – IV: Statistical Packages

- a. Use of Statistical Packages in Psychological Researches - Introduction to SPSS - What is SPSS – Purposes – Using the Windows in SPSS
- b. SPSS Windows – SPSS file types – Creating and modifying Data Files – Data Modification – Descriptive Statistics – Inferential Statistics.

References:

Linda Hobbs Collier (2010). Essential Skills - Have You Used Yours Today? Skill Book - Practical Computer (Training Package) Use. Newfoundland and Labrador Laubach Literacy Council Inc.

Manfred T., Grotenhuis & Anneke Matthijssen (2016). Basic SPSS Tutorial. New Delhi: Sage Publications.

Manfred T., Grotenhuis & Chris Visscher (2014). How to use SPSS Syntax. New Delhi: Sage Publications.

Vinod Babu Bandari. (2012). Fundamentals of Information Technology including lab work.. New Delhi: Pearson. ITL-Educational Solutions Limited.

PSY 205: PRACTICAL I & II PRACTICUM IN THE CF & CC

THIRD SEMESTER

**PSY 301: LIFE SPAN DEVELOPMENTAL PSYCHOLOGY:
INFANCY TO ADOLESCENCE (CC)**

Unit – I: Human Development

- a. Principles and factors of development; scope of life span development; periods of the human life span, Perspectives on human development; the mechanistic perspective, the organismic perspective, the psychoanalytic perspective and the humanistic perspective.

- b. Fertilization; the mechanisms of heredity; heredity and environment; chromosomal abnormalities; prenatal diagnosis of birth defects; Prenatal influences, maternal nutrition, maternal drug intake and other maternal-factors; prenatal stages and characteristics.

Unit – II: Infancy and Babyhood

- a. Infancy and babyhood: The birth process, birth complications, infancy; sub divisions, physical characteristics; major adjustments; physical and psychological development of infants, growth and motor development, environmental influences on motor development, mortality in infancy; early learning, classical conditioning, operant conditioning, habituation.
- b. Intellectual development: The psychometric approach, Piagetian approach, Information processing approach, language and speech development.

Social and Personality Development: the psychosexual (Freud) and psychosocial (Erikson) theories, emotions, the family's role in personality and social development; socialization developmental tasks; physical and psychological hazards

Unit – III: - Early and Late Childhood

- a. Early childhood: Physical growth and motor development; childhood health and illness; sleep pattern and problems. Intellectual development: Piaget's pre-operational stage; language' early childhood; the development of social speech; schooling: preschool, benefits.

Social and personality development: Theoretical perspectives on personality: Sigmund Freud, Erikson, effect of child-rearing practices on personality development. Play: social play and cognitive play, implications, Hazards of early childhood.

b.Late childhood:

Physical development, growth, motor development, intellectual development, Piaget's stage of concrete operations, moral development, Piaget's theory, Kohlberg's studies.Language development: Communication ability, measuring intelligence in school children, creativity in children.

Children in School: the teachers influence, educating handicapped children, learning disability. Social and personality development, theoretical perspectives; Freud, Erikson; social groups, influences, self-concept in school children; the child in the family; emotional disturbances; Hazards of late childhood.

Unit – IV: - Adolescence

- a. Physical development: physiological changes of adolescence, psychological impact of physical changes; health problems.

Intellectual development: Piaget's stages of concept development, moral development: Kohlberg's stage of normal development;

- b. Social and personality development: theoretical perspectives on personality development : Hall, Freud, Erikson; the search for identity; Relationship with parents, peers, friends, sexual identity.

References:

- Hurlock, E.B. (1980). *Developmental Psychology - A Life span. Approach*, New Delhi: McGraw Hill Inc.
- Olds S.W. & Paplia, D.E. (1986). *Human Development*, New Delhi: Tata McGraw Hill Inc.
- Goulet, L.R. & Baltes, P.B. (1970). *Life span Developmental Psychology*, New York: Academic Press Inc.
- Bakes, P.B. & Brim, O.G. (1978). *Life span development*, New York: Academic Press, (Vol-I & Vol-II).
- Baltes, P.B & Schaie, K.W. (1973). *Life span developmental psychology: Life Span Personality and Socialization*. New York: Academic Press.
- Lerner, R.M & Hultsch, D.P. (1983). *Human Development. A life span perspective*, New York: McGraw Hill Publications.

PSY 302: PERSONALITY (CC)**Unit – I: Definitions and Nature of Personality**

- a. Issues and approaches to personality - Personality Vs. Character, Personality Vs Individuality,
- b. How Personality consciousness show itself, Is personality consistent?

Unit – II: Determinants

- a. Determinants of Personality - Hereditary potentials, environmental factors, heredity Vs. social determinants - family, educational determinants;
- b. Physical, intellectual, emotional, gender determinants

Unit – III: Development

- a. Development of personality, early personality development, socialization – toilet training, sex typing
- b. Mechanisms of socialization – identification

Unit – IV: Assessment

- a. Assessment of personality, principles of assessment – standardization - reliability, validity, norms;
- b. Techniques of assessment - direct and indirect case study method, personality tests psychometric test, projective tests.

References:

- Guilford J.P. (1959). *Personality*. New Delhi: Mc Graw Hill Book Company Inc.
- Hurlock E.B. (1976). *Personality Development*. New Delhi: Tata McGraw Hill Publishing Company.
- Lazarus R.S. (1971). *Personality (Second edition)* New Delhi: Prentice – Hall Inc.
- Stranger R. (1974). *Psychology of Personality (Fourth edition)*, New Delhi: Tata McGraw Hill Publishing Company.

PSY 303: COUNSELLING PSYCHOLOGY-I (CC)**Unit- I: Introduction**

- a. Definition and Nature of Counseling. Historical development, goals and expectations of counseling - past and current status of counseling.
- b. Counseling and guidance – its relation with psychotherapy, Social Work and Clinical Psychology - Limitations.

Unit –II: Counselee Characteristics - Ethics in Counselling

- a. Characteristics of Counselee - Characteristics of an effective counselor, selection and training of counselors - The role and functions of counselors.
- b. Legal and ethical considerations in counseling

Unit – III: Counselling Process

- a. Counseling process - the Counseling set up - Structure and Influence of external conditions - phase of counseling.
- b. Termination and follow up. Handling transference and resistance - Group counseling.

Unit-IV: Techniques

- a. Counseling techniques – verbal and non-verbal techniques - tools of counseling, the psychological tests used in counseling.
- b. Evaluation of counseling – Value orientations in counseling

References

- Hansen. J.C. Stevis, R.R. & Warker. J.R. (1982). Counseling theory and process. New York: Allyn & Bacon.
- Jacobs, Masson & Harvill (1998). Group Counselling Strategies & Skills. New York: Books / Cole Publishing Company.
- Lewis & Lewis E.C. (1974). The Psychology of Counseling. New Delhi: Harper & Row.
- Linda Seligman & Lourie W. Reichenberg (2011). Theories of Counselling and Psychotherapy - Systems, Strategies and Skills (Third Edition). New Delhi: PHI Learning Pvt. Ltd.
- Mick Cooper & John McLeod (2011). Pluralist Counselling and Psychotherapy. New Delhi: Sage Publications
- Narayana Rao, S. (1991). Counseling and Guidance (Second Edition) New Delhi: Tata McGraw Hill Publishing Company Ltd.,
- Richard Nelson – Jones (2005). Introduction to Counseling skills, Texts & Activities, New Delhi: Sage Publications.
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- Shertzer, B.S. Stone (1968). Fundamental of Counseling. CA: Houghton MifflinCo.,
- Steffles & Grant, W.H. (1972). Theories of Counseling, New Delhi: Tata McGraw Hill.

PSY 304 (a): SCHOOL PSYCHOLOGY (GE)

Unit – I: Emergence of School Psychology as a Profession

- a. Defining School Psychology: and objectives
Major influences in the development: Early need of psychological services in schools – influence of testing movement - influence of developments in psychology and other behavioural sciences influence of mental health and child centered educational movements - influence of professional associations and organizations. Emerging viewpoints in school psychological services.
- b. Conceptual models for its development and future trends – Legal and ethical guidelines for services.

b. School Psychology as a Special Branch of Psychology

a. School psychology in relation to developmental psychology, Differential Psychology, Experimental Psychology, Social Psychology, Cognitive Psychology, Developmental Psychology, Biological Psychology, Educational Psychology and Guidance and Counseling.

b. Limiting factors of School psychologist's role: The community, the school, training programs, certification requirements, professional self- image and special problems of the job itself.

Unit – II: Position of School Psychologist in School

- a. Administration of organization - superintendents role - administrative relationship - defining functions - communication with administrative staff - job perspective - administrative attitudes towards mental health - legal responsibilities - developing an appropriate administrative role. Working with school personnel: School executive and teachers.
- b. Position of School Psychologist in Educational process: Curriculum development - group testing - attendance policies - special classes - promotion and retention policies - class placement - class grouping - transition from elementary to high school - remedial classes — appraisal of teachers pupils records - faculty morale.

School & society - as a member of school faculty - as seen by students - as viewed by parents and community.

Unit – III: Educational Psychological Assessment Services

- a. Principles & Concepts: Methods, procedures & techniques, appraisal of Intelligence, aptitude, interest, social & perceptual competence of school children.
- b. Referrals: Dynamics & types; case study, case conference; Records and Reports and making recommendation.

Unit – IV: Remedial Services:

- a. Principles and concepts of Remedial Services – Identification of mental health needs of school children – Special needs of exceptional learners with learning disabilities, mental retardation, neuro-psychological impairment, emotional & social handicap, cultural handicap, attention deficit disorders, multiple disabilities
- b. Techniques for detecting maladjustment among pupils: screening guides and interviews – contrast between screening techniques and psycho-diagnosis.

References:

White M.A. & Harris, M.W. (1961). *The School Psychologist*. New York: Harper & Brothers.

Eiserer P.E. (1965). *The School Psychologist*: New Delhi: Prentice Hall

Magary, J.R. (1967). *School Psychological Services In Theory and Practice*, A Hard Book. New Jersey: Prentice Hall.

Tanner, L.N. & Lindgren, H.C.(1971). *A Mental Health Approach - Classroom Teaching & Learning*. New York: Holt. Rinehart & Winston.

Hummel, D.L. & Humes, C.W. (1984). *Pupil Services: Development, Coordination, Administration*, New York: Macmillan Publishing Company.

Reynolds C.R. & Gutkin, T.B. (1998). *Handbook of School Psychology*. New York: John Wiley & sons,

PSY 304(b): ORGANIZATIONAL BEHAVIOUR & HRM (GE)

Unit - I: Introduction

- a. What is an Organization? Individual differences in organizations, learning organizations, Organisational culture Psychological process in organization - personality.
- b. Learning principles, perception, Social perception, learning contact, psychological contact and commitment.

Unit- II: Motivation – Leadership

- a. **Motivation:** Concept; motivation process; theories of motivation. psychological groups: definition; types of groups; functions fulfilled by groups, group process, dynamic of groups, structure of groups, why people join groups?
- b. **Leadership:** Who is a leader? leadership, characteristics of an effective and ineffective leaders; leadership styles; theories of leadership.

Unit - III: Decision Making Conflicts

- a. **Decision making:** Individual decision making and group decision making: Decision making Techniques; conflict - Nature and sources of conflict - consequences of conflict.
- b. **Types of conflict:** Management of conflicts. Power - Bases of power; Sources of power, Impression Management. -

Unit - IV: Organisational Effectiveness & Change

- a. **Organisational effectiveness and management of change –** what is effectiveness, concept, nature, models: values bases effectiveness an social constraints - methods of improving organizational effectiveness, management of change and development.
- b. **Meaning of organization change, cultural process; structured change; models of change; stress management -** meaning of stress, sources of stress, consequences of organization stress and coping strategies.

References:

Fred Luthans (2001). Organisational Behaviour, New Delhi: McGraw Hill Irwin.
Porter, L.W. Lawler, E.E. & Hackman, J.R. (1975). Behaviour in Organization” New Delhi: McGraw Hill Irwin.

PSY 304(c): PSYCHOLOGY OF DISABILITY(GE)

Unit – I: Introduction

- a. **Definition of Disability, impairment, handicap –** disability across cultural contexts, disability in the Indian setting – the past, the present and a continued challenge.
- b. **The Psycho-social effects of disability; minority and underprivileged social status –** stereotype effects – Assessment of disabilities.

Unit – II: Types of Disabilities

- a. **Sensory disabilities –** the visually impaired – incidence, causes, the hearing impaired – incidence, causes. The speech impaired – incidence, causes.
- b. **Management of the handicapped –** Institutional and Home management – General principles – the Visually impaired – the learning impaired – the speech impaired – the crippled.
Disabilities old age – Diseases – rehabilitation, life Style Management

Unit – III: Mental Retardation & Learning Disabilities

- a. Mental Retardation – Definition and categorization of MR, Educational and vocational training.
- b. Learning Disabilities – slow learners, mentally retarded child in class room; intervention related issues: Emergent needs and skills. Making ordinary schools as special.

Unit – IV: Disability Services

- a. Disability and Services – Institutionalized Services – Rehabilitation – Homes and Day care Centres – outdoor programmes.
- b. Community – Based Rehabilitation – Camps Approach to rehabilitation.

References:

- Hussain, M.G. (1984). Problems and potential of the Handicapped. New Delhi: Atlantic Publishers
- Gajendra Gadkar, S.N. (1983). Disabled in India – New Delhi: Somaiya Publications. Private Ltd. ND, Physical disability: A Psychological Approach.
- Loright, B.A. (1960). Disability – A Continuing Challenge. New York: Harper & Row
- Narasihmam, A.K. & Mukherjee. (1987). The Disabled School Child.. New Delhi: Willey Eastern Ltd.
- Erickson, M.J. (1973). The Mentally Retarded Child in the Classroom. New Noida: The Mac Millan Company
- Kolstoe, OP. (1972). Mental Retardation. New York: Holt Rinehart & Winston, INC
- Wortis, J. (2012). Mental Retardation – An Annual Review. New Delhi: Grune and Stratton, Inc.
- Karna, G.N (2010). Disability Studies in India – Retrospects and Prospects (SDRS), New Delhi: Gyan Publishing House.
- Karna, G.N. (2000) Disability Studies in India; Issues and Challenges, International Journal of Disability Studies, 1(1)20-40.
- Loright B.A (1960), Physical Disability: A Psychological Approach. New York: Harper & Row.
- Verma V.P. (2002). Social Rehabilitation of the Blind. International Jr. of Disability studies, 1, (1) pp 72-80.

PSY 305: PRACTICAL I & II PRACTICUM IN THE CC & GF

PSY 306 (a): PERSONALITY DEVELOPMENT (OE)

Unit – I: Introduction

Personality – definition – nature – biological, psychological and socio cultural determinants

Unit – II: Theories & Assessment

Theoretical Perspectives – Psychoanalytical, behavioural, humanistic, factor analytical (trait) and cognitive.

Assessment of Personality.

Unit – III: Soft Skills - I

Soft skills Development 1: Communication Skills; Interpersonal Skills – Planning – decision making – Competence development – perceptual, social and academic

Unit – IV: Soft Skills - II

Soft skills Development – II: Promoting healthy personality – Positive thinking, developing self confidence and self efficiency, stress management, time management and leadership development

References:

- Baron, R.A. & Byrne, D. (2001). *Social Psychology: Understanding Human Interaction*. New Delhi: Prentice – Hall India Pvt. Ltd.,
- Berko, Roy, M. Wolvin, A.D. & Curtis Hall Ray (1990). *The Business of Communicating* (4th edition), Dubuque, IA: Brown.
- Gelb, M. (2002). *Present yourself*. London: Aurum Press.
- Guirdham, M. (2001). *Interpersonal skills at work*. London: Prentice – Hall.
- Hardingham, Alison (1990). *How to get things done*, London: Sheldon Press.
- Harris, T.A. (1993). *I m OK-you're OK* London: Pan Books
- Hind. T.A. (1993). *Transferable personal skills: A students guide*. Sunderiand: Business Education Publishers.
- Proctor, R.W. & Dutta, A. (1995). *Skill acquisition and human performance*. Thousand Oaks: Sage.
- Ram. U. (1998). *Suffering and stress management: West versus East*: Pune: Deep Publications.
- Smith. Robert, M . (1990). *Learning how to learn: Applied theory for adults*. Buckingham: Open university Press.
- Townsend, A. (1996). *Assertion training*, Oxford: FPA Education Unit.

PSY 306(b) INTER PERSONAL COMMUNICATION SKILLS (OE)

Unit – I: Introduction:

- a. Interpersonal Relations – Need for affiliation, basic role of affect and attraction.
- b. Interpersonal determinants of attraction. Attraction theory.
External determinants of Attraction – proximity – Similarity – Reciprocal liking or Disliking. Ideal Interaction patterns.

Unit – II: Self and Social Perception

- a. Concept of self in relationships – Person Perception – Self perception of self, Social penetration theory and Johari Window.
- b. Social Perception and factors, influencing social perception, Attribution theory, Social Identity Theory.

Unit – III: Social Influence - Exchange

- a. Culture and Intercultural issues. Theory of Uncertainty Reduction
- b. Social Influence – Social Exchange – Interaction as the outcome of Rewards – Socio-cultural Context – Reciprocity – Strategies of Exchange, General Principles of Social Exchange, Equity theory and Reciprocity of Social exchange

Unit – IV: Communication

- a. Communication: Basic Principles of Communication, Nonverbal Communication, Non-verbal expectancy, Violation theory – Verbal communication
- b. The affect and control dimensions – Negotiation and bargaining, rewards and costs of communication.

References:

- Baron, R.A., & Byrne, D. (1988). *Social Psychology; Understanding Human Interaction*, New Delhi: Prentice – Hall of India Pvt. Ltd.,
- Lipp, R.A. (2008). *Introduction to Social Psychology*. Belmont, California: Wordsworth Publishing Company.
- Seidenberg, B., Sandowsku, A. (1976). *Social Psychology, An Introduction*. New Delhi: The Free Press, Macmillan Publishing Co. Inc.,

FOURTH SEMESTER**PSY 401: LIFE SPAN DEVELOPMENTAL PSYCHOLOGY: ADULTHOOD TO LATER MATURITY (CC)****Unit – I: Young Adulthood**

- a. Physical development: Physical functioning, health status; intellectual functioning, moral development.
- b. The college experience, career development, social and personal development, the single life parenthood, friendships.

Unit – II: Middle adulthood

- a. Physical functioning: Sensory functioning, psychomotor functioning; health status; intellectual functioning, Work at midlife; occupational stress, unemployment.
- b. Social and personality development, Eric Erickson’s crisis; relationship with other people; marriage, social relationship, friendship.

Unit – III: Late Adulthood

- a. Physical functioning: Sensory functioning: hearing, other senses; physical changes; health status; psycho-motor functioning; mental illness; work and retirement;
- b. Personality development; Erikson’s theory, successful aging, relationship: Marriage, widowed, remarriage, friendship, social issues related to aging: income, housing.

Unit – IV: Theoretical Perspectives on development

- a. Ecological Theory : Bronfenbrenner; Development theory : Gesell, Baldwin; Psychoanalytical theory: Freud
- b. Psychosocial theory: Erikson, Social learning theory: Bandura, Cognitive theory, Piaget.

References:

- Baltes, P.B & Schaie, K.W. (1973). *Life Span Developmental Psychology, Personality and Socialization*, New York: Academic press, ,
- Goulet, L.R & Baltes, P.B. (1970). *Life span Developmental Psychology*, New Delhi: Academic Press Inc.
- Hurlock, E.B. (1980). *Developmental Psychology: A Life Span. Approach*. New Delhi: McGraw Hill Inc.
- Lerner, R.M & Hultsch, D.P. (1983). *Human Development: A Life Span Perspective* New York: McGraw Hill Pubs,
- Olds, S.W., & Papalia, D.E. (1970). *Human Developmental Psychology*, New Delhi: Academic Press Inc.

PSY 402: THEORIES OF PERSONALITY (CC)

Unit – I: Psychoanalytical Theory

- a. The Psychoanalytic Approach. Freud
- b. Neo Freudians – Jung, Adler, Erickson, Horney, Sullivan, Fromm.

Unit – II: Behaviouristic Theory

- a. The Behavioural Approaches – Pavlov, Skinner, Bandura
- b. Cognitive Approaches: Rotter, Kelly & Mischel.

Unit –III: Humanistic Theory

- a. Maslow, Roger, Allport, Cattell, Eysenck & Sheldon.
- b. The Humanistic and Dispositional Approaches

Unit – IV: Eastern Theories

- a. The Eastern Approaches: Abhidhamma,
- b. Indian Psychology, Eastern Psychologies and Western Personality Theories.

References:

- Bischof L.J. (1968). *Interpreting Personality theories* (Second edition), New York: Harper International
- Campbell, Hall C.S & Lindzey, G. (2010). *Theories of Personality*. New York: John Wiley and sons,
- Eysenck H.J. & Bysenck M.W. (1985). *Personality and Individual Differences*, New York: Plenum.
- Ryckman R.M. (1989). *Theories of Personality* (4th edition), Belmont C.A., Brooks/Cole. New Book.

PSY 403: COUNSELLING PSYCHOLOGY – II (CC)

Unit – I: Introduction

- a. Theory of Counselling – The purpose of Counselling – Classification of theories – Creating Counselling and Therapy Approaches.
- b. Psychoanalytic Approaches emphasizing background – Introduction, Sigmund Freud and Classic Psychoanalysis – Neo Freudian Approaches – Techniques. Relevance of Psychoanalysis to counselling

Unit – II: Behaviouristic Approaches

- a. Learning theories and Cognitive, Behavioural Approaches.
- b. Behaviour Modification Techniques & Counselling Process.

Unit – III: Humanistic Approaches - Existential Approach

- a. Introduction: Perceptual – Phenomenological Approach – client centered counseling, Philosophy and concepts – development of self – concept and the counseling process – Gestalt Approach
- b. Existential counseling – the basic assumptions and other approaches related to Humanistic & Existential Approach.

Unit – IV: Eclectic Approaches

- a. Introduction: Eclectic Approaches – Thorne’s system toward an Integrated theory of counseling – other eclectic approaches
- b. Evaluation of Theories of Counselling – Relevance to the counseling in Indian Context.

References:

- Brammer, L.H & Schostorn, E.L. (1968). *Therapeutic Psychology*, (2nd Ed). New Delhi: Prentice Hall.
- Hensen, J.C. & Steive, R.R & Warker, J.R. (1982). *Counseling Theory and Process*, Allyn and Bacan.
- Linda Seligman & Lourie W. Reichenberg (2011). *Theories of Counselling and Psychotherapy - Systems, Strategies and Skills* (Third Edition). New Delhi: PHI Learning Pvt. Ltd.
- McGowan & Lyle D. Schmidt. (1962). *Counseling Readings in Theory and Practice*. New York: Holt & Reinhart.
- Patterson, C.J. (1973). *Theories of Counseling and Psychotherapy* (2nd Ed). New Delhi: Harper and Row.
- Richard Nelson-Jones (2011). *Theory and Practice of Counselling & Therapy* (5th Edition). New Delhi: Sage Publications Ltd.
- Steffler & Grant W.H. (1972). *Theories of Counseling*. New Delhi: McGraw Hill

PSY 404(a) PSYCHOLOGY OF AGING – APPLIED ASPECTS (GE)**Unit – I: Scope and Methodology**

- a. Introduction, Psychology of Aging – Scope History and Multidisciplinary nature of Aging, Life Span Development and Gero-Psychology – Population Aging & Implications. Specific methodology in the study of aging
- b. The process of aging – conceptual and biological changes – Biological, generic and non generic view – Psychological approaches – Sociological view points – Bodily changes and their Psychological implications

Unit – II: Social and Familial Status of the Aged

- a. Areas of Personal and Social Adjustment in Old Age – Physical and physiological changes, psychological changes – cognition, personality.

Adjustment to – Physical changes, roles and interests, retirement, income, lesiure, widowhood, singleness, impending death – psychological implications

- b. Aged in the family – roles and responsibilities – aged in the community – public perceptions of the aged – ageism – aged as a minority group.

Intergenerational relationships – Intra familial dynamics – Generation Gap – Public Perceptions towards the aged.

Unit – III: Eldercare - Services

- a. Concept of elder care – Impact of demographic & Socio-technological changes on elder care - Care needs of the elderly – Psychological aspects of Care giving – Care giving stress – Interventions for caregivers – elder abuse in care setting and Interventions.
Familial, Institutional and Community Models of Elder care.
- b. The Organization of Elder Care Services
Need for elder care services – Types of elder care services – Home Care, Respite care, Hospice – Institutional care – Adult Day care – Nutrition and Health care Services – Recreational Services, Transportation Services – Role of geropsychologist's in these services.

Psychological services – Counselling – Legal services – Helplines – Crises centers – Role of NGOs in elder care services – Use of Assistive Technologies and Quality of life.

Unit – IV: Welfare and Policy Issues

- a. Concept of Welfare of the Aged – Welfare needs of elderly – Welfare Programmes for the elderly in India – Role of state in the welfare of the aged – National Policy for older persons – Its action – plan – barriers – evaluation. Elder as Resource – Human resource Development in the elderly – Improving Self Competence – Third Age Universities.
- b. Ageing in the Indian Culture – Ashrama Dharmas – Aging Research in the Indian Context – Current Trends.

References:

- Birren, J.E. & Schaie, W. (2006). Handbook of Psychology of Aging, New York: Academic Press.
- Decalmer, P. & Glendenning, F. (1997). The Mistreatment of Elderly people. New Delhi: Sage Publications India.
- Dey, A.B. (2003). Ageing in India. New Delhi: World Health Organization.
- Gokhale, S.D., Ramamurti, P.V. Pandit, N. & Pandal, B. (1999). Aging in India. Mumbai, Samaiya Pubs. Pvt. Ltd.
- Gore, M.S. (1988). Family support to the elderly people: Indian situation A Monograph: World Health Organisation.
- Harper, M.S. (1991). Management and Care of the Elderly. London: Sage Publications.
- Hurlock, J.B. (2002). Developmental Psychology – The Life Span Perspective, New York: McGraw Hill Co.
- Kahana, E. Biegel, D. & Wykle, M. (1994). Family Caregiving across the Life Span. Thousand Oaks: Sage Publications.
- Phoebe, S. Liebig and Rajan, S. (2003). An Ageing India: Perspectives, Prospects and Policies. New York: The Haworth Press Inc.,
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- Ramamurti, P.V. & Jamuna, D. (1995). Perspectives of Gero-Psychology in India: A Review. Indian Psychological Abstracts and Reviews. 2(2), 207-267.
- Ramamurti, P.V. & Jamuna, D. (2004). Handbook of Aging in India. New Delhi: Serial Publications.
- Ramamurti, P.V. & Jamuna, D. (2010). Gero-psychology in India. In Girishwar Mishra et al., (Ed.,) Psychology In India (Volume 3: Clinical and Health Psychology), ICSSR Vth Survey , New Delhi: Pearson India, pp 185-263.
- Walker, R.R. & Roberto, A.K. (1998). Community resources for older adults. Thousand Oaks: Sage Publications.
- Harry R. Moody & Jennifer R. Sasser (2012). Aging – Concepts and Controversies (7th Edition) New Delhi: Sage Publications Pvt. Ltd.,
- Jamuna, D., Jyotsna, M. Kalavar, Khan A.M. & Phoebe S. Liebig. (2014). Global Ageing – care concerns and special perspectives, New Delhi: Kaniska publishers, Distributors

PSY 404(b) CONSUMER BEHAVIOUR AND MARKETING (GE)

UNIT I - Introduction To Consumer Behaviour

- a. Consumer behavior – meaning and definition, Consumer behavior and marketing concept, customer value, satisfaction trust and retention, the impact of new technologies on marketing strategies
- b. Consumer research – An overview of consumer research process, developing research objectives , collecting secondary data, designing primary research , data analysis and reporting research findings , an example research study

Unit – II: Psychological Factors In Consumer Behaviour

- a. Consumer motivation – motivation as a psychological force, dynamics of motivation, types and systems of needs - Personality – personality and understanding consumer behavior, brand personality, self and self image Perception –attitudes, attitude formation and strategies of attitude change.
- b. Social class and consumer behavior; kinds of buying motives primary Vs selective motives, product Vs patronage motives, positive v negative motives; emotional Vs rational motives.
Consumer decision making – models category based life style consumer gifting behaviour.

Unit – III: Marketing

- a. What is a market? Types of markets. Kinds of goods, Economic model; Psychological model; Howard - Sheth model of buyer behavior. Social and cultural influences on buyer behavior. Social and cultural influences on buyer behavior. Types of Buyers, Marketing Research process Methods for measuring consumer preferences.
- b. Introduction: Importance. Scope, core marketing concepts , marketing realities , orientations towards market place. Customer value, satisfaction and loyalty , maximizing customer lifetime value. Market segmentation :Levels of market segmentation, bases for segmenting markets, market targeting

Unit – IV: Advertising

- a. What is advertising? Distinguishing features of advertising. Advertising purposes,
Types of advertising; Advertising as communication process, creation of advertisement, Essentials of good advertisement; Assessment of advertisement.
- b. What is a brand? Reasons for branding; Essentials of good brand; Types of brands; Branding and Marketing programme;
What is packaging? Functions of packaging; package design, social view of packaging, consumer problems with packaging; labeling; types of labels.

References:

- Blackwell Miniard, Engel, (2010), Consumer behaviour, Cengage Learning Pvt. Ltd.
- Kazmi, S.H.H. Satish K. & Batra, (2008), Advertising and Sales Promotion, New Delhi: Excel Books.
- Leon G. Schiffman, Leslie Lazar Kanuk, (2007). Consumer Behaviour (10th Edition) New Delhi: PHI Learning Private Limited.
- Philip Kotler, Kevin Lane Keller, Abraham Koshy, Mithileshwar JHA (2007); Marketing Management (12th edition). Singapore: Dorling Kindersley, India Pvt. Ltd.,

Sherlekar, (1996). Marketing and Salesmanship. Bombay: Himalaya Publishing Co.
 Sherlekar, (2014). Marketing Management (XIV edition). Bombay: Himalaya Publishing Co.
 Srabanti Mukherjee (2012) Consumer Behaviour, published by Cengage Learning Pvt. Ltd.
 Wells Moriarty Burnett, (2009), Advertising Principles and Practice, (Seventh Edition), Singapore: Published by Dorling Kindersley (India) Pvt. Ltd., licenses of Pearson Education in South Asia.

PSY 404(c): HEALTH PSYCHOLOGY (GE)

Unit – I: Introduction

- a. Introduction, definition - need for health psychology - relating health psychology to other fields - maintaining a healthy state and coping with illness – Biomedical and Biomedicosocial model.
- b. Environmental psychology - environmental effects on Human Behaviour - the effect of human behaviour environment, urban life - health care, Socio-cultural perspective - cross cultural studies - epidemiological studies - social pathology - divorce - communal violence.

Unit –II: Health Behaviour - Enhancement

- a. Health Behaviour and Primary prevention Health behaviours - changing health habits through cognitive behavioural approaches - Transheoretical model and Social engineering – Health enhancing behaviours - Health compromising behaviours.
- b. Stress and Coping – Sources of stress and moderators of stress experience - coping resources and coping styles - Social support - Management of stress.

Unit-III: Management

- a. Management of chronic illness - quality of life - emotional responses to chronic illness - personal issues - coping and rehabilitation - psychological intervention - heart disease, Hypertension, Stroke and diabetes.
- b. Psychological issues in advancing to hospital care - problems of survivors. Psychoneuro immunology, AIDS, Cancer and Arthritis.

Unit – IV: Future

- a. Challenges for the future Health promotion - Stress and Management - Health services - Management of serious illness - Trends for the future - Becoming a health Psychologist.
- b. Organized efforts to mental health - governmental and voluntary organisations; international efforts for mental health - limitations in mental health efforts.

References:

Baron, R.A & Byrne, D. (1999). Social Psychology. New Delhi: Prentice Hall of India Pvt. Ltd.
 Coleman, J.C. (1975). Abnormal Psychology and Modern Life. Bombay: Taraporeval Sons & Co.,
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PSY 404(d): REHABILITATION PSYCHOLOGY (GE)

Unit-I: Introduction

- a. Rehabilitation Psychology - Field and Scope - Foundations- historical development – Models of disabilities – Disability in Indian setting the past and present scenario.
- b. Individuals with Disabilities – Disabilities in early and middle childhood, adolescence and early & late adulthood, Sensory and physical disabilities, Learning and behavioral disability, Needs and concerns of disabled in all groups

Unit – II: Assessment of Disability, Psychological Aspects

- a. Diagnostics and assessment – Learning and behavioural disability – Research methods
- b. Psychosocial aspects of disability: Attitudes, stereotypes prejudices and discrimination towards the disabled Minority and under privileged status.

Unit – III: Behavioural Management

- a. Behavioural analysis – Principles and Techniques
- b. Common Techniques of Management of problems of the disabled

Unit – IV: Organization of Services

- a. Organization and management of rehabilitation services – Collaboration with families of disabled persons – Special education strategies for learning and behavioural disability – Assistive technologies and quality of life in the disabled.
- b. Statutory provisions and policy on disability rehabilitation – Areas of governmental focus – Financial and social security – Constitutional and policy provisions – Role of NGOs in rehabilitation of disabled – Professional standards, ethical concerns

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PSY 405: PRACTICAL I & II PRACTICUM IN THE CC & GE

PSY 406 (a): BEHAVIOUR CHANGE (OE)

Unit – I: Introduction

Introduction – What is behaviour modification – Theoretical foundations of behaviour modification.

Merit and limitations of behavioural approach – Behavioural analysis.

Unit – II: Behaviour Modification Techniques - I

Behaviour Modification Techniques – I - Jacobson's Progressive Muscular Relaxation and Muscular Relaxation Techniques.

Systematic Desensitization - Assertiveness Training

Unit – III: Behaviour Modification

Behaviour Modification Techniques – II – Operant Conditioning Techniques and other learning principle – their applications

Cognitive Behaviour Modification

Unit – IV: Applications

Application of Behaviour Modification – Behavioural Problems in children & Adolescents & adults - Anxiety disorders, psychoactive substance use disorders.

Sexual disorders – psychotic disorders – personality disorders – childhood disorders – Biofeedback principles and clinical applications.

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PSY 406(b) LIFE SKILLS (OE)

Objectives:

To learn the concept of life skills and its importance in relation to personality development of an individual.

To become aware of the components of life skills and the method of imparting knowledge of life skills.

Unit – I: Introduction

Introduction to life skills, the performance of life skills, the relationship between life skills and individual personality development, life skills development and its effects on relationship patterns.

Unit – II: Types of Life Skills

Types of life skills: Thinking skills – Decision making, Goal Setting and Motivation, Positive Thinking. Overcoming doubt, fear, procrastination and perfectionism. Problem solving, Creativity.

Unit – III: Life Skills in Specific

Interpersonal Skills – Coping Skills – Communication skills, Negotiation skills, Leadership, Team Building. Presentation Skills.

Unit – IV: Management

Self-management skills: Self-awareness, building confidence and self-esteem anger management, stress management, relaxation techniques. designing life skills intervention – assessment of life skills – designing modules.

References:

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Burnard, P. (1999). Interpersonal Skills – A source book of activities, New Delhi: Viva Publishers Pvt.Ltd.

Kelly, J. (1987). Career Skills. London: MacMillian Press.

Prakash B. (Ed). (2003). Adolescence and life skills Common Wealth Youth Program, Asian Center, Common wealth Secretariat. New Delhi: Tata McGraw Hill.

Shulman, L. (1979). Skills of Helping: Individuals & Groups. Chennai: Ezhilagam Publications.

Stella Cottrell, (2005). Critical Thinking Skills: Developing Effective Analysis and Argument, Noida: Palgrave Macmillan Ltd., RGNIYD.