



**Kavayitri Bahinabai Chaudhari
North Maharashtra University, Jalgaon.**

**Revised syllabus for
T.Y.B.A
Psychology
Semester System**

**Choice Base Credit System Pattern (CBCS)
For Semester V & Semester VI**

**Syllabus
From June -2020**

Under the Faculty of Humanities

**Kavayitri Bahinabai Chaudhari North Maharashtra University, Jalgaon
(NACC Re-accredited 'A' Grade University)**

T.Y.B.A. PSYCHOLOGY
EQUIVALENT COURSE

CBCS Pattern

OLD Pattern

Semester V- New Syllabus From June 2020 (CBCS Pattern)			Semester V- Old Syllabus From June 2015		
Paper No.	Paper Code No.	Name of the Course	Paper No.	Paper Code No.	Name of the Course
DSC-2 E (03)	PSY-351	Management of Interpersonal Relations OR- NIL	G-3	PSY-351(A) PSY-231(B)	Modern Applied Psychology OR Positive Psychology
DSE-3A (03)	PSY- 352	Principles of Experimental Psychology(Theory) OR- NIL	S-3	PSY-352(A) PSY- 352(B)	Research Methodology in Behavioural Sciences OR Behavioural Modification
DSE-4A (03)	PSY- 353	Experimental Psychology (Practical)	S-4		Experimental Psychology Practical (Annual)

Semester VI- New Syllabus From June 2020 (CBCS Pattern)			Semester VI- Old Syllabus From June 2015		
Paper No.	Paper Code No.	Name of the Course	Paper No.	Paper Code No.	Name of the Course
DSC-2 F (03)	PSY-361	Adjustment in Life Span OR- NIL	G-3	PSY-361(A) PSY-231(B)	Applied Psychology & Modern Life OR Positive Psychology
DSE-3B (03)	PSY- 362	Experimental Psychology in Modern Life(Theory) OR- NIL	S-3	PSY-362(A) PSY-352(B)	Experimental Psychology & Test Measurement OR Behavioural Modification Assessment & Application
DSE- 4B (03)	PSY- 363	Experimental Psychology (Practical)	S-4	PSY- 363	Experimental Psychology Practical (Annual)

NON- EQUIVALENT COURSE

Skill Enhancement Course	Generic Elective Courses
SEM- V --- SEC-3 (02)	SEM- V--- GEC-1A(03)
PSY- 354 Introduction to Counselling Psychology	PSY-355 Industrial & Organizational Psychology
SEM- VI --- SEC-4 (02)	SEM- VI --- GEC-1A(03)
PSY- 364 Counselling Application	PSY- 365 Industrial & Organizational Behaviour

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Syllabus for T.Y.B.A. Psychology
[Discipline Specific Core Course- DSC-2E (03)]
SEMESTER- V

Subject- Management of Interpersonal Relations (PSY 351)

Total marks = 60 Theory + 40 Internal
Credit = 03

Periods – 60
Clock Hour Period -45

Objectives:

1. To develop the skills of positive interpersonal communication.
2. To impart an understanding of the various domains of human relationships and process adjustment.
3. To develop the good decision making to career choice.

Unit – I- Interpersonal Communication

[Periods- 20]

- 1.1 The Process of Interpersonal Communication- Components of the Communication Process, Technology and Interpersonal Communication, Communication and Adjustment.
- 1.2 Towards More Effective Communication- Creating a Positive Interpersonal Climate, Conversational Skills, Self-Disclosure, Effective Listening.
- 1.3 Communication Problem- Communication Apprehension, Barriers to Effective Communication.
- 1.4 Interpersonal conflict- Beliefs about Conflict, Types of Conflict, Styles of Managing Conflict, Dealing Constructively with Conflict, Public Communication in an Adversarial Culture.
- 1.5 Developing an Assertive communication style- The Nature of Assertiveness, Steps in Assertiveness Training.

Unit- II -Friendship, Love, Marriage and Intimate Relationship

[Periods- 22]

- 2.1 Perspectives on Close Relationships- The Ingredients of Close Relationships, Culture and Relationships, the Internet and Relationships. Initial Attraction and Relationship Development- Initial Encounters, Getting Acquainted, Established Relationships.
- 2.2 Romantic Love- Sexual Orientation and Love, Gender Differences Regarding Love, Theories of Love The Course of Romantic Love. Overcoming loneliness- The Nature of Loneliness, Prevalence of Loneliness, the Roots of Loneliness, Correlates of Loneliness, Conquering Loneliness.
- 2.3 Challenges to the Traditional Model of Marriage, Moving Toward Marriage- The Motivation to Marry, Selecting a Mate, Predictors of Marital Success.

- 2.4 Marital Adjustment across the Family Life cycle- Between Families: The Unattached Young Adult, Joining Together: The Newly Married Couple, Family with Young Children, Family with Adolescent Children, Launching Children into the Adult World, the Family in Later Life. Vulnerable Areas in Marital Adjustment- Gaps in Role Expectations, Work and Career Issues, Financial Difficulties, Inadequate Communication. Divorce- Increasing Rate of Divorce, Deciding on a Divorce, Adjusting to Divorce, Effects of Divorce on Children, Remarriage.
- 2.5 Application Understanding Intimate Violence- Date Rape, Partner Abuse.

Unit – III- Career and Work

[Periods- 18]

- 3.1 Choosing a career- Examining Personal Characteristics and Family Influences, Researching Job Characteristics, Using Psychological Tests for Career Decisions, Taking Important Consideration into Account.
- 3.2 Models of career choice and Development - Holland’s Trait Measurement and Matching Model, Super’s Developmental Model, Women’s Career Development.
- 3.3 Coping with occupational Hazards- Job Stress, Sexual Harassment, Unemployment.
- 3.4 Balancing (Work and Other Spheres of Life)- Workaholism, Work and Family Roles, Leisure and Recreation.
- 3.5 Application Getting Ahead in the Job Game -Putting Together A Résumé, Finding Companies You Want to Work For, Landing an Interview, Polishing Your Interview Technique.

Examination Pattern

Internal Examination: - 40 Marks (College Level)

Internal -I	Internal –II	Attendance& Performance	Total
15	15	10	40

External Examination: - 60 Marks (University Level)

Books for Reading

- Berk L.E.(2007) Development Through Life Span,3rd Edition, Pearson Education.
- Labhane C. P; Sontakke J. P; and Savdekar S. V (2015) Positive Psychology, Prasant Publication.
- Weiten W; and Lloyd M.A(2006) Psychology Applied to Modern Life: Adjustment in the 21st Century, Eighth Edition, Thomson Wadsworth Publication.

सावदेकर एस. व्ही आणि दांडगे एम. आर. (२०१९) २१व्या शतकातील समायोजन मानसशास्त्र, ज्ञानपत्र प्रकाशन.

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[Discipline Specific Core Course- DSC-2F (03)]
SEMESTER- VI
Subject- Adjustment in life span (PSY 361)

Total marks = 60 Theory + 40 Internal
Credit = 03

Total Periods – 60
Clock Hour Period -45

Objectives:

1. To impart an understanding of the self-concept and self-esteem.
2. To develop the skills of coping with stress.
3. To understanding the effect of habit to lifestyle.

Unit - I - The Self

[Periods- 18]

- 1.1 Self Concept- The Nature of the Self-Concept, Self-Discrepancies, Factors Shaping the Self-Concept.
- 1.2 Self Esteem- The Importance of Self-Esteem, The Development of Self-Esteem, Ethnicity, Gender, and Self-Esteem.
- 1.3 Basic Principles of Self Perception- Cognitive Processes, Self-Attributions, Explanatory Style, Motives Guiding Self-Understanding, Methods of Self-Enhancement.
- 1.4 Self- Regulation- Self-Efficacy, Self-Defeating Behaviour.
- 1.5 Self Presentation - Impression Management, Self-Monitoring, Building Self-Esteem.

Unit – II- Stress and Its Effects

[Periods- 22]

- 2.1 The nature of Stress- Stress Is an Everyday Event, Stress Lies in the Eye of the Beholder May Be Embedded in the Environment, Stress May Be Self-Imposed, Stress Is Influenced by Culture.
- 2.2 Major types of Stress- Frustration, Conflict, Change, Pressure.
- 2.3 Responding to Stress- Emotional Responses, Physiological Responses, Behavioural Responses.
- 2.4 The Potential Effects of Stress - Impaired Task Performance, Disruption of Cognitive Functioning, Burnout, Posttraumatic Stress Disorders, Psychological Problems and Disorders, Physical Illness, Positive Effects.
- 2.5 Factors Influencing Stress Tolerance- Social Support, Hardiness, Optimism.
Monitoring Your Stress- Problems with the SRRS, The Life Experiences Survey.

Unit – III- Coping Process**[Periods- 20]**

- 3.1 The Nature of Constructive Coping, Common Coping Patterns of Limited Value- Giving Up, Striking Out at Others, Indulging Yourself, Blaming Yourself, Using Defensive Coping.
- 3.2 Appraisal-Focused constructive coping- Ellis’s Rational Thinking, Humor as a Stress Reducer, Positive Reinterpretation.
- 3.3 Problem Focused Constructive Coping - Using Systematic Problem Solving, Seeking Help, Using Time More Effectively, Improving Self-Control.
- 3.4 Emotion Focused Constructive Coping- Enhancing Emotional Intelligence, Releasing Pent-Up Emotions, Managing Hostility and Forgiving Others Meditating, Using Relaxation Procedures.
- 3.5 Achieving Self-Control- Specifying Your Target Behavior, Gathering Baseline Data, Designing Your Program, Executing and Evaluating Your Program, Ending Your Program

Examination Pattern

Internal Examination: - 40 Marks (College Level)

Internal -I	Internal –II	Attendance& Performance	Total
15	15	10	40

External Examination: - 60 Marks (University Level)**Books for Reading**

Berk L.E.(2007) Development Through Life Span,3rd Edition, Pearson Education.

Labhane C. P; Sontakke J. P; and Savdekar S. V (2015) Positive Psychology, Prasant Publication.

Weiten W; and Lloyd M.A(2006) Psychology Applied to Modern Life: Adjustment in the 21st Century, Eighth Edition, Thomson Wadsworth Publication.

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Syllabus for T.Y.B.A. Psychology

[Discipline Specific Elective Courses- DSE- 3A (03)]

SEMESTER- V

PSY- 352: Principles of Experimental Psychology (Theory)

Total marks = 60 Theory + 40 Internal

Credit = 03

Total Periods = 60

Clock Hours Period = 45

Objectives:

1. To acquaint the students with the basic concepts of experimental psychology.
2. To develop the spirit of scientific inquiry about psychological processes in human participants.
3. To help students understand the basic steps in experimental psychology.
4. To equip the students with the basic information and knowledge about conducting experiments and interpretation of the obtained results.

UNIT- 1: Introduction to Experimental Psychology

[Periods- 20]

1.1 Brief history, Nature and Scope of Experimental Psychology

- The need of experimental psychology
- Basic concepts in psychological experiments
- Goals of experimental psychology

1.2 Essential Features of Experimental Psychology

- i) Establishing Independent Variables
- ii) Controlling extraneous variables
- iii) Measuring Dependent Variables

1.3 Techniques of Experimental Control

- i) Methods of removal or eliminations
- ii) Methods of constancy of conditions
- iii) The control group method (three subtypes)
- iv) Matching methods
- v) Counter balancing methods
- vi) Statistical control techniques

1.4 Experimental Report

- Steps in Experimental Report (Title, Introduction, Statement of the problem, Hypothesis, Method of study, Subject and his condition, Procedure, Raw data, Introspective report, Results, Graphs, Discussion and Conclusion)
- Limitations of experimental psychology (Types and sources of errors)

1.5 Ethics in Psychological Experiments

- i) The use of animal subjects in psychological experiments
- ii) General rules to be observed while doing a psychological experiment
- iii) A word of caution to the experimenter

UNIT- 2: Conditioning and Human Learning

[Periods- 20]

2.1 Conditioning: Nature, Scope

Types of Conditioning

A) Classical Conditioning

- Experiment of Classical Conditioning
- Basic concepts in Classical Conditioning (US and UR, CS and CR, Reinforcement)
- Characteristics of Classical Conditioning
 - i) Generalization
 - ii) Discrimination
 - iii) Extinction
 - iv) Spontaneous Recovery

B) Instrumental (Operant) Conditioning

- Experiment of Instrumental Conditioning
- Types Instrumental Conditioning
 - i) Reward Training
 - ii) Escape Training
 - iii) Avoidance Training
 - iv) Secondary Reward Training

2.2 Schedules of Reinforcement

(Fixed Ratio, Variable Ratio, Fixed Interval, Variable Interval)

2.4 Learning: Nature, Scope, Types and Methods

Types of Learning

- i) Verbal Learning
- ii) Motor Learning
- iii) Problem Solving

Methods of Learning

- i) Whole versus Part Method
- ii) Massed versus Distributed Practice
- iii) Recitation Method

2.5 Determinants of Learning

- i) Nature of Learning Material
- ii) Methods of Practice (Method of complete presentation, anticipation and paired associates)
- iii) Personal Characteristics of a Learner

UNIT- 3: Remembering and Forgetting

[Periods- 20]

3.1 Memory: Nature, Scope and Types

3.2 Models of Memory

- i) The Atkinson and Shiffrin Model
- ii) Tulving's Model
- iii) The levels of Processing Approach
- iv) The Parallel Distributed Processing Approach

3.3 Methods of Measuring Retention

- i) Method of recall
- ii) Method of Recognition
- iii) Method of Relearning

3.4 Retention and Forgetting

- The curve of retention
 - The curve of forgetting
- Factors Influencing Retention and Forgetting
- i) Rate of original learning
 - ii) Over learning
 - iii) Periodic reviews
 - iv) Kind of material
 - v) Intention to learn

3.5 Theories of forgetting

- i) Decay Theory
- ii) Interference (Retroactive and Proactive Inhibition)
- iii) Motivated forgetting

Examination Pattern

Internal Examination: - 40 Marks (College Level)

Internal -I	Internal –II	Attendance & Performance	Total
15	15	10	40

External Examination: - 60 Marks (University Level)

References:

D'amato, M.R. (1979). *Experimental Psychology: Methodology, Psychophysics and Learning*. New Delhi: Tata McGraw Hill Publishing Company, Ltd.

- Dandekar, W.N. (1966). *Fundamentals of Experimental Psychology*. Kolhapur: School and College Book Stall.
- Desai, B. & Abhyankar, S. (2017). *Prayogik Manasshashtra Aani Sanshodhan Padhati*. Pune: Narendra Prakashan.
- Ghorpade, M.B. (1964). *An Introduction to Experimental Psychology*. Allahabad: Kitab Mahal (W.D.) Pvt. Ltd.
- Healy, A.F. & Proctor, R.W. (2003). *Handbook of Experimental Psychology*. New Jersey: John Wiley & Sons, Inc.
- Kontwitz, B.H., Roediger, H.L. & Elmes, D.G. (2009). *Experimental Psychology (9th Ed.)*. USA: Wadsworth.
- Kothurkar, V.K. & Vanarase, S.J. (1985). *Experimental Psychology: A Systematic Introduction*. New Delhi: Wiley Eastern Limited.
- Mohsin, S.M. (1975). *Experiments in Psychology*. New Delhi: Orient Longman Limited.
- Myers, A. & Hansen, C. (2012). *Experimental Psychology (7th Ed.)*. USA: Wadsworth Cengage Learning.
- Parameswaram, E.G. & Ravichandra, K. (1983). *Experimental Psychology: A Laboratory Manual*. Delhi: Seema Publications.
- Postman, L. & Egan, J.P. (1949). *Experimental Psychology: An Introduction*. Ludhiyana: Kalyani Publishers.
- Underwood, B.J. (1968). *Experimental Psychology: An Introduction*. Bombay: The Times of India Press.
- Vanarase, S.J, Gogate, S.B. & Vanarase, S. (1976). *Prayogik Manasshastra*. Pune: Venus Prakashan.
- Woodworth, R.S. & Harold, S. (1971). *Experimental Psychology*. New Delhi: Oxford & IBH Publishing Co. Pvt. Ltd.

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Syllabus for T.Y.B.A. Psychology

[Discipline Specific Elective Courses- DSE- 3B (03)]

SEMESTER- VI

PSY- 362: Experimental Psychology in Modern Life (Theory)

Total marks = 60 Theory + 40 Internal

Credit = 03

Total Periods = 60

Clock Hours Period = 45

Objectives:

5. To acquaint the students with the basic concepts of psychophysics.
6. To develop the spirit of scientific inquiry about psychological processes in human participants.
7. To help students understand the basic steps in psychological experiments.
8. To equip the students with the basic information and knowledge about conducting experiments and interpretation of the obtained results.

UNIT- 1: Psychophysics

[Periods- 20]

1.1 Psychophysics: Nature, scope and basic concepts

- Sensitivity
- Thresholds (AL, DL, TL)
- Point of Subjective Equality (PSE)

1.2 Methods of Psychophysics

- i) Method of limit
- ii) Method of constant stimuli
- iii) Method of average error

1.3 Errors in Psychophysics

1.4 Laws in Psychophysics: Weber, Fechner and Steven's Law

1.5 Applications of Psychophysics

UNIT- 2: Perceptual Processes

[Periods- 20]

2.1 Attention: Nature and Scope

- Types of Attention: (Divided, Selective and Sustain Attention)
- Determinants of Attention

2.2 Theories of Attention

- Bottleneck Theory, Automatic Vs Controlled Processing, and Feature Integration Theory.

2.3 Perception: Nature, Characteristics and Processes of Perception

2.4 Perception of Distance: Monocular and Binocular cues

2.5 Reaction Time: Nature, Scope, Types, Determinants and Applications

UNIT- 3: Thinking and Problem Solving

[Periods- 20]

3.1 Thinking: Nature, definition and kinds of Thinking

3.2 Theories of thinking: Central Theory and Peripheral-Central Theory

3.3 Problem Solving: Nature of problem, Types of problems, Understanding the problem, Approaches in problem solving, Factors influencing Problem Solving

3.4 Reasoning: Formal logic and Limitations

3.5 Decision Making: Stages and heuristics

Examination Pattern

Internal Examination: - 40 Marks (College Level)

Internal -I	Internal –II	Attendance& Performance	Total
15	15	10	40

External Examination: - 60 Marks (University Level)

References:

D'amato, M.R. (1979). *Experimental Psychology: Methodology, Psychophysics and Learning*. New Delhi: Tata McGraw Hill Publishing Company, Ltd.

Dandekar, W.N. (1966). *Fundamentals of Experimental Psychology*. Kolhapur: School and College Book Stall.

Desai, B. & Abhyankar, S. (2017). *Prayogik Manasshashtra Aani Sanshodhan Padhati*. Pune: Narendra Prakashan.

Ghorpade, M.B. (1964). *An Introduction to Experimental Psychology*. Allahabad: Kitab Mahal (W.D.) Pvt. Ltd.

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Kothurkar, V.K. & Vanarase, S.J. (1985). *Experimental Psychology: A Systematic Introduction*. New Delhi: Wiley Eastern Limited.

- Mohsin, S.M. (1975). *Experiments in Psychology*. New Delhi: Orient Longman Limited.
- Myers, A. & Hansen, C. (2012). *Experimental Psychology (7th Ed.)*. USA: Wadsworth Cengage Learning.
- Parameswaram, E.G. & Ravichandra, K. (1983). *Experimental Psychology: A Laboratory Manual*. Delhi: Seema Publications.
- Postman, L. & Egan, J.P. (1949). *Experimental Psychology: An Introduction*. Ludhiana: Kalyani Publishers.
- Underwood, B.J. (1968). *Experimental Psychology: An Introduction*. Bombay: The Times of India Press.
- Vanarase, S.J, Gogate, S.B. & Vanarase, S. (1976). *Prayogik Manasshastra*. Pune: Venus Prakashan.
- Woodworth, R.S. & Harold, S. (1971). *Experimental Psychology*. New Delhi: Oxford & IBH Publishing Co. Pvt. Ltd.

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[Discipline Specific Elective Courses- DSE- 4A (03)]
SEMESTER- V
PSY- 353: Experimental Psychology (Practical)

Total marks = 60 Practical + 40 Internal
Credit = (03)

Total Periods = 96
Clock Hours Period = 96

Objectives:

- 1 To help students understand the basic steps in psychological experiment
2. To familiarized the students with the use of elementary statistical techniques.
3. To give practical experience to the students in administrating, scoring and interpreting of the scores.

I. Learning and Memory (Any Eight)

- Maze Learning
- Recall and Recognition
- Habit interference
- Serial Learning
- Bilateral Transfer
- Conditioning Hand Withdrawal
- Effect of Knowledge of results
- Figure and Ground
- Short Term Recall
- Retroactive inhibition
- Intelligence Test-(Standard Progressive Matrices (SPM))
- Bhatia's Performance Test

Statistics:-

- Frequency distribution
- Computation of mean, Median, Mode
- Co-efficient of correlation by Rank Difference Method

Internal 40 Marks		External 60 Marks	
Marks for Two Test	20	Marks for Statistics	10
Marks for Attendance	10	Marks for Instructions	10
Marks for Seminar	10	Marks for Oral	10
		Report Writing	15
		Marks for Journal	15
Total = 40		Total = 60	

➤ **References**

1. Deshpande, S.V. (2002). *PrayogikManasshastra*. Continental Publication, Pune
2. Garret, H.E. & Wood, W. (1981). *Statistics in Psychology and Education*. Vakils Fetter and Simonce Ltd. Bombay.
3. Upasani, N.K. &Kulkarni (1990). *Nave Shakshanic Mulyamapanaani Sankhyashastra*. ShriVidya Prakashan, Pune.
4. Desai, B. &Abhyabkar, S.C. (2008). *Prayogik Manasshstraaani Sanshodhan Paddhati*. NarendraPrakashan, Pune.
5. Anastasi, A. &Urbina, S. (2009). *Psychological testing*. N.D. Pearson Education
6. Kaplan, R. M. &Saccuzzo, D. P. (2005). *Psychological testing , Principals, Applications and Issues*. (6th Ed.), Cengage Learning India Pvt. Ltd.
7. Test manuals.

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[Discipline Specific Elective Courses- DSE- 4B (03)]
SEMESTER- VI

PSY- 363: Experimental Psychology (Practical)

Total marks = 60 Practical + 40 Internal

Total Periods = 96

Credit = (03)

Clock Hours Period = 96

Objectives:

1. To acquaint the students with the basic procedure and design of Psychology Experiments
2. To give practical experience to the students in administrating and scoring psychological tests and interpreting the scores.

Note: Students should conduct at least eight experiments from the following

(Psychophysics, perception, Attention & other (Any Eight))

- Method of Limits
 - Method of Constant Stimuli
 - Method of Average Error
 - Colour Preference
 - Measurement of Illusion
 - Reaction time
 - Problem Solving – Pyramid Puzzle / Wiggly Blocks / Hear and Bow Puzzle
 - Retinal Colour Zones
 - Manual Dexterity
 - Span of Attention
 - Multiple Choice Problem
 - Size Constancy
- **Statistics:-**
- S.D. (Standard Deviation)
 - ‘t’ Test

Division of Marks

Internal 40 Marks	External 60 Marks
Marks for Two Test 20	Marks for Statistics 10
Marks for Attendance 10	Marks for Instructions 10
Marks for Seminar 10	Marks for Oral 10
	Report Writing 15
	Marks for Journal 15
Total = 40	Total = 60

➤ References

1. Deshpande, S.V. (2002). *PrayogikManasshastra*. Continental Publication, Pune
2. Garret, H.E. & Wood, W. (1981). *Statistics in Psychology and Education*. Vakils Fetter and Simonce Ltd. Bombay.
3. Upasani, N.K. &Kulkarni (1990). *Nave Shakshanik Mulyamapanaani Sankhyashastra*. ShriVidya Prakashan, Pune.
4. Desai, B. &Abhyabkar, S.C. (2008). *PrayogikManasshstraani SanshodhanPaddhati*. Narendra Prakashan, Pune.
5. Anastasi, A. &Urbina, S. (2009). *Psychological testing*. N.D. Pearson Education
6. Kaplan, R. M. &Saccuzzo, D. P. (2005). *Psychological testing , Principals, Applications and Issues*. (6th Ed.), Cengage Learning India Pvt. Ltd.
7. Test manuals.

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[Skill Enhancement Course SEC-3(02)]
SEMESTER - V
Subject: Introduction to counselling Psychology (PSY– 354)

Total Marks – 60 Theory + 40 Internal.

Total Period – 40

Total Credit – 02

Clock hours – 30

Objectives:-

- (1) To aware the student about scientific counselling, its ethics and strategies of counselling.
- (2) To develop and acquaint the student about counselling skill.

Unit – I - Nature and Goals of the Counselling Psychology

[Periods- 14]

- 1.1 History, meaning & definitions of counselling.
- 1.2 Difference between Guidance & Counselling.
- 1.3 Major goals of counselling.
- 1.4 Areas (problems) & need of the counselling.
- 1.5 Professional and Ethical Issue of counsellor.

Unit – II – Counselling Interview & Psychological Testing

[Periods- 13]

- 2.1 Attending and influencing skills in counselling.
- 2.2 Influence strategies in counselling.
- 2.3 Psychological test, its uses and limitation of the use in counselling.
- 2.4 Types of Psychological test.
- 2.5 Factors affecting on Psychological test results.

Unit – III - Counselling Areas.

[Periods- 13]

- 3.1 Family Counselling.
- 3.2 Pre-marital and marital Counselling.
- 3.3 Counselling for drug addicts.
- 3.4 Career Counselling.
- 3.5 Group Counselling.

Examination Pattern

Internal Examination: - 40 Marks (College Level)

Internal -I	Internal –II	Attendance& Performance	Total
15	15	10	40

External Examination: - 60 Marks (University Level)

Books for Reference.

- (1) Gelso C.L. Fretz D.R.(1995) counselling Psychology, Prism Books Pvt.Ltd. Banglore.
- (2) Gorey Gerald (2011) counselling and Psychotherapy - Theory & practice : change learning, India. First Edition, New Delhi - 110092
- (3) Kockhar S.K. (1993) Guidance and counselling in colleges and Universities Sterling Publishers Pvt.Ltd., New Delhi.
- (4) Narayan Rao S : (2002) Counselling Psychology IIndEdition, Tata Mc.Grraw Hill Publishing Company Ltd., New Delhi.
- (5) Patri V.R.(2001) Counselling Psychology 1st Edition, Authors Press, New Delhi.
- (6) श्री.चौधरी जी.बी., श्री.पवार बी.एस.(२०१२) समुपदेशन मानसशास्त्र प्रशांत पब्लीकेशन. द्वितीय आवृत्ती, जळगांव
- (7) श्री.चौधरी गोकुळ बी. श्री.पवार बेनहर (२०१५) समुपदेशन मानसशास्त्र-आशय, प्रक्रिया आणि उपचार पध्दती, अथर्व पब्लीकेशन, प्रथम आवृत्ती, जळगांव.
- (8) देशपांडे चंद्रशेखर व इतर लेखक (मुळलेखक व संपादक) (२०१२) समुपदेशन मानसशास्त्र उन्मेष प्रकाशन, पुणे - ३०, प्रथम आवृत्ती २०१०
- (9) मानसशास्त्र परिभाषा कोश (१९९१) भाषा संचनालय, महाराष्ट्र शासन, मुंबई.
- (10) Welfel Ellizabeth R. Patterson Levis E. The counselling Process : Change Learning, Sixth India Edition, Dew Delhi. 110092.

K.B.C.North Maharashtra University, Jalgaon.
Syllabus for T.Y.B.A. Psychology
[Skill Enhancement Course SEC-4(02)]
SEMESTER - VI
Subject :- Counselling Application (PSY-364)

Total Marks – 60 Theory + 40 Internal.
Total Credit – 02

Total Period – 40
Clock hours – 30

Objectives :-

- (1) To aware the student about psychotherapies in counselling.
- (2) To develop the attitude of students about counselling importance in day-to-day life.

Unit – I -Psychoanalytic therapy

[Periods- 14]

- 1.1 Nature and Personality structure in Psychoanalytic therapy.
- 1.2 Conscious, Unconscious and anxiety in Freudian therapy.
- 1.3 Defence mechanism & its types.
- 1.4 Psycho-social & Psychosexual Development in Freudian therapy.
- 1.5 Therapeutic procedures and application of Freudian therapy.

Unit – II Adlerian and Person Centred Therapy

[Periods- 13]

- 2.1 Nature and basic concept in Adlerian therapy.
- 2.2 Adlerian Therapeutic procedure and application.
- 2.3 Nature and basic concept in person centred therapy.
- 2.4 Therapeutic procedure in person centred therapy and application.
- 2.5 Person centred expressive Arts therapy & its principles.

Unit – III- Behavioural, Cognitive Behavioural and Yoga therapy

[Periods- 13]

- 3.1 Classical Conditioning therapy and its applications.
- 3.2 Operant Conditioning therapy and its application.
- 3.3 Rational Emotive Behaviour therapy and its application.
- 3.4 Meaning and Nature of Yoga therapy.
- 3.5 Definition of meditation, Nature and types of meditation.

Examination Pattern

Internal Examination: - 40 Marks (College Level)

Internal -I	Internal –II	Attendance& Performance	Total
15	15	10	40

External Examination: - 60 Marks (University Level)

Books for Reference.

- (1) Gelso C.L. Fretz D.R.(1995) counselling Psychology, Prism Books Pvt.Ltd. Bangalore.
- (2) Gorey Gerald (2011) counselling and Psychotherapy - Theory & practice : change learning, India. First Edition, New Delhi - 110092
- (3) Kockhar S.K. (1993) Guidance and counselling in colleges and Universities Sterling Publishers Pvt.Ltd., New Delhi.
- (4) Narayan Rao S : (2002) Counselling Psychology IIndEdition, Tata Mc.Graw Hill Publishing Company Ltd., New Delhi.
- (5) Patri V.R.(2001) Counselling Psychology 1st Edition, Authors Press, New Delhi.
- (6) श्री.चौधरी जी.बी., श्री.पवार बी.एस.(२०१२) समुपदेशन मानसशास्त्र प्रशांत पब्लिकेशन. द्वितीय आवृत्ती, जळगांव
- (7) श्री.चौधरी गोकुळ बी. श्री.पवार बेनहर (२०१५) समुपदेशन मानसशास्त्र-आशय, प्रक्रिया आणि उपचार पध्दती, अथर्व पब्लिकेशन, प्रथम आवृत्ती, जळगांव.
- (8) देशपांडे चंद्रशेखर व इतर लेखक (मुळलेखक व संपादक) (२०१२) समुपदेशन मानसशास्त्र उन्मेष प्रकाशन, पुणे - ३०, प्रथम आवृत्ती २०१०
- (9) मानसशास्त्र परिभाषा कोश (१९९१) भाषा संचनालय, महाराष्ट्र शासन, मुंबई.
- (10) Welfel Ellizabeth R. Patterson Levis E. The counselling Process : Change Learning, Sixth India Edition, Dew Delhi. 110092.

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GENERIC ELECTIVE COURSES GEC-1A (03)

Syllabus for TYBA Psychology

SEMESTER- V

PSY- 355 Industrial and Organizational Psychology

Total Marks 60+40

Total Periods -60

Credits - 03

Clock Hours = 45

Course Learning Objectives

To acquaint the students with -:

- The principles and challenges related to Industrial and Organizational Psychology at the levels of individual, team and organization.
- The work done in Industrial and Organizational Psychology
- Motivation at The Workplace
- The Importance of Engineering Psychology

UNIT-1: Industrial and Organizational (I/O) Psychology- Nature and Scope [Periods-20]

1.1-: I/O Psychology: Meaning, subject matter and functions of Industrial Psychology

1.2-: The history of I/O Psychology

1.3-: I/O Psychology in the present

1.4-: Future of I/O Psychology

1.5-: Application: Industry- Academia Connect

UNIT- 2: Motivation at the Workplace [Periods-20]

2.1-: Concept and Classification of work Motivation.

2.2-: Need Theories-: Maslow's, Herzberg, Achievement Theory.

2.3-: Cognitive Theories-: Equity Theory, Goal Setting Theory, Self-Efficacy Theory

2.4-: Motivation-: Self-Discipline Model – Seven Step Process

2.5-: Application-: Using motivation theory at work

UNIT-3: Engineering Psychology [Periods-20]

3.1-: History and scope of engineering psychology

3.2-: Time and Motion Study, Person-Machine System

3.3-: Workspace Design, Displays Information (Visuals and Auditory)

3.4-: Computers, Industrials Robots

3.5-: Application- Advances in Engineering Psychology.

Examination Pattern

Internal Examination: - 40 Marks (College Level)

Internal -I	Internal –II	Attendance& Performance	Total
15	15	10	40

External Examination: - 60 Marks (University Level)

REFERENCES:

Luthans, F. (1995). Organizational behavior (7th ed). New York: McGraw- Hill, inc.

Robbins, S.P. & Sanghi, S. (2007). Organizational behavior (11th Ed.). New Delhi: Pearson Education.

Robbins, S.P.; Judge, T.A; and Sanghi, A (2009). Organizational behavior. N.D.: Pearson Prentice Hall.

Pandit, R., Kulkarni, AV. & Gore, C. (1999). Manasashastra: Audyogikaanivyavasayikupayojan. Nagpur: Pimpalpure & Co.

Gadekar, Jamale, Rasal(2013), AudyogikvaSanghatanatmakManasshastra

Aamodt, M.G. (2007). Industrial and organizational psychology: An applied approach. US: Thomson & Wadsworth.

McShane, et al. (2006). 1st reprint. Organizational behavior. N.D.: Tata McGraw-Hill

Miner, J.B. (1992). Industrial-Organizational Psychology. N.Y.: McGraw-Hill

Schultz, D. and Schultz, S. E. (2006). Psychology and work today. 8th ed. N.D.: Pearson Edu.

Singh (2015). Organizational Behaviour : Text and Cases, 2/e - Pearson, Education.

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GENERIC ELECTIVE COURSES GEC-1A (03)

Syllabus for TYBA Psychology

SEMESTER- VI

PSY- 355 Industrial and Organizational Behaviour

Total Marks 60+40

Credits - 03

Total Periods -60

Clock Hours Period= 45

Course Learning Objectives Credits-

To acquaint the students with -:

- The Principles and challenges related to Industrial and Organizational Psychology at the levels of individual, team and organization.
- The work done in Industrial and Organizational Psychology
- The personnel selection and training.
- The Create a plan to improve their own personal leadership skills.

UNIT -1: Importance of Organizational Behaviour and Organizational Development

[Periods-20]

1.1-: Meaning and nature of Organizational Behavior (OB)

1.2-: Trends and challenges to OB- globalization, diversity, ethics

1.3-: Meaning and nature of Organizational Development (OD)

1.4-: Systems Theory of Organizational Development (OD)

1.5-: Application - Organizational change

UNIT- 2: PERSONNEL SELECTION AND TRAINING

[Periods-20]

2.1-: Job Profile, job analysis and Recruitment techniques

2.2-: Personnel Selection -Non-Testing Methods

- Selection Interview
- Application Blanks
- Biological Inventories
- Projective Personality Analysis of Application Blanks

2.3-: Personnel Selection – Testing Methods

- Measurement of Abilities
- Special Aptitude Tests
- Measurement of Personality
- Measurement of skills and Achievement.

2.4-: Psychological Principles in training and training for knowledge and skill

2.5-: Evaluation of Training Programmed

UNIT-3-: JOB SATISFACTION

[Periods-20]

3.1-: Job satisfaction as a job attitude

3.2-: Components of job satisfaction: Satisfaction with work, with pay and with Supervision

3.3-: Measuring job satisfaction: Job Descriptive Index, Minnesota Satisfaction

3.4-: Theories of job satisfaction: Motivator-Hygiene Theory, Dispositional approach

3.5-: Application: Relationship of job satisfaction to productivity and withdrawal behavior.

Examination Pattern

Internal Examination: - 40 Marks (College Level)

Internal -I	Internal –II	Attendance& Performance	Total
15	15	10	40

External Examination: - 60 Marks (University Level)

REFERENCES:

Luthans, F. (1995). Organizational behavior (7th ed). New York: McGraw- Hill, inc.

Robbins, S.P. & Sanghi, S. (2007). Organizational behavior (11th Ed.). New Delhi: Pearson Education.

Robbins, S.P.; Judge, T.A; and Sanghi, A (2009). Organizational behavior. N.D.: Pearson Prentice Hall.

Pandit, R., Kulkarni, AV. & Gore, C. (1999). Manasashastra: Audyogikaanivyavasayikupayojan. Nagpur: Pimpalpure & Co.

Gadekar, Jamale, Rasal(2013), AudyogikvaSanghatanatmakManasshastra

Aamodt, M.G. (2007). Industrial and organizational psychology: An applied approach. US: Thomson & Wadsworth.

McShane, et al. (2006). 1st reprint. Organizational behavior. N.D.: Tata McGraw-Hill

Miner, J.B. (1992). Industrial-Organizational Psychology. N.Y.: McGraw-Hill

Schultz, D. and Schultz, S. E. (2006). Psychology and work today. 8th ed. N.D.: Pearson Edu.

Singh (2015). Organizational Behaviour : Text and Cases, 2/e - Pearson, Education

**Question Paper Pattern
CBCS Pattern**

Time - 2 hrs.

Class- T.Y.B.A.

Marks- 60

Instructions-

1. All questions carry equal marks.
2. All questions are compulsory.

Que. 1. Answer in one sentence. (Any-6) 12

1. -----
2. -----
3. -----
4. -----
5. -----
6. -----
7. -----
8. -----
9. -----

Que.2. Answer in three to four sentences. (Any-4) 12

1. -----
2. -----
3. -----
4. -----
5. -----
6. -----

Que.3. Answer in brief. (Any-3) 12

1. -----
2. -----
3. -----
4. -----
5. -----

Que. 4 .Write a Short Note on. (Any-2) 12

1. -----
2. -----
3. -----
4. -----

Que. 5. Long answer questions. (Any-1) 12

1. -----
2. -----
3. -----