

**ANNAMALAI UNIVERSITY**  
**BACHELOR OF SCIENCE**  
**B.SC. PSYCHOLOGY**  
**DEGREE COURSE**  
**CBCS PATTERN**

(With effect from 2021 - 2022)

**The Course of Study and the Scheme of Examinations**

S.NO.	Part	Study Components		Ins. hrs /week	Credit	Title of the Paper	Maximum Marks		
		Course Title					CIA	Uni. Exam	Total
<b>SEMESTER I</b>									
1.	I	Language	Paper-1	6	4	Tamil/Other Languages	25	75	100
2.	II	English (CE)	Paper-1	6	4	<b>Communicative English I</b>	25	75	100
3.	III	Core Theory	Paper-1	5	3	General Psychology-I	25	75	100
4.	III	Core Theory	Paper-2	5	3	Biological Psychology-I	25	75	100
5.	III	ALLIED -1	Paper-1	6	3	Principles of Management	25	75	100
6.	III	PE	Paper-1	6	3	<b>Professional English I</b>	25	75	100
7.	IV	Environmental Studies		2	2	Environmental Studies	25	75	100
		<b>Sem. total</b>		<b>36</b>	<b>22</b>		<b>175</b>	<b>525</b>	<b>700</b>
<b>SEMESTER II</b>							<b>CIA</b>	<b>Uni. Exam</b>	<b>Total</b>
8.	I	Language	Paper-2	6	4	Tamil/Other Languages	25	75	100
9.	II	English (CE)	Paper-2	6	4	<b>Communicative English I</b>	25	75	100
10.	III	Core Theory	Paper-3	4	3	General Psychology-II	25	75	100
11.	III	Core Theory	Paper-4	4	3	Biological Psychology- II	25	75	100
12.	III	ALLIED-1	Paper-2	6	5	Organizational Behaviour	25	75	100
13.	III	PE	Paper-2	6	3	<b>Professional English II</b>	25	75	100
14.	IV	Value Education		2	2	Value Education	25	75	100
15.	IV	Soft Skill		2	1	Soft Skill	25	75	100
		<b>Sem. total</b>		<b>36</b>	<b>25</b>		<b>200</b>	<b>600</b>	<b>800</b>
<b>SEMESTER III</b>							<b>CIA</b>	<b>Uni. Exam</b>	<b>Total</b>
16.	I	Language	Paper-3	6	4	Tamil/Other Languages	25	75	100
17.	II	English	Paper-3	6	4	English	25	75	100
18.	III	Core Theory	Paper-5	4	4	Developmental Psychology-I	25	75	100
19.	III	Core Theory	Paper-6	4	4	Health Psychology	25	75	100
20.	III	ALLIED-2	Paper-3	5	3	Statistics in Psychology	25	75	100
21.	IV	Skill based Subject	Paper-1	3	2	Stress Management	25	75	100
22.	IV	Non-major	Paper-1	2	2	Human resource management	25	75	100

S.NO.	Part	Study Components		Ins. hrs /week	Credit	Title of the Paper	Maximum Marks		
		Course Title					CIA	Uni. Exam	Total
		elective							
		<b>Sem. total</b>		<b>30</b>	<b>23</b>		<b>175</b>	<b>525</b>	<b>700</b>
<b>SEMESTER IV</b>							<b>CIA</b>	<b>Uni. Exam</b>	<b>Total</b>
23.	III	Language	Paper-4	6	4	Tamil/Other Languages	25	75	100
24.	III	English	Paper-4	6	4	English	25	75	100
25.	III	Core Theory	Paper-7	4	4	Developmental Psychology-II	25	75	100
26.	III	Core Theory	Paper-8	4	4	Introduction to Theories of Personality	25	75	100
27.	III	ALLIED-2	Paper-4	5	5	Marketing Management	25	75	100
28.	IV	Skill based Subject	Paper-2	3	2	Basics in computer applications	25	75	100
29.	IV	Non-major Elective	Paper-2	2	2	Training and Development	25	75	100
		<b>Sem. total</b>		<b>30</b>	<b>25</b>		<b>175</b>	<b>525</b>	<b>700</b>
<b>SEMESTER V</b>							<b>CIA</b>	<b>Uni. Exam</b>	<b>Total</b>
30.	III	Core Theory	Paper-9	5	4	Abnormal Psychology-I	25	75	100
31.	III	Core Theory	Paper-10	5	4	Social Psychology-I	25	75	100
32.	III	Core Theory	Paper-11	5	4	Introduction to research methodology	25	75	100
	III	Core Practical	Paper-1	7	-	Experimental Psychology I (Practical)	-	-	-
33.	III	Internal Elective	Paper-1	5	3	Guidance & Counseling Psychology	25	75	100
34.	IV	Skill based Subject	Paper-3	3	2	Communicative Skill	25	75	100
		<b>Sem. total</b>		<b>30</b>	<b>20</b>		<b>125</b>	<b>375</b>	<b>500</b>
<b>SEMESTER VI</b>							<b>CIA</b>	<b>Uni. Exam</b>	<b>Total</b>
35.	III	Core Theory	Paper-12	4	4	Abnormal Psychology-II	25	75	100
36.	III	Core Theory	Paper-13	4	4	Social Psychology-II	25	75	100
37.	III	Core Practical	Paper-1	-	3	Experimental Psychology I (Practical)	25	75	100
38.	III	Core Practical	Paper-2	6	3	Experimental Psychology-II	25	75	100
39.	III	Project	Paper-14	5	5	Compulsory Project (Group / Individual)	25	75	100
40.	III	Internal Elective	Paper-2	4	3	Positive Psychology	25	75	100
41.	III	Internal Elective	Paper-3	4	3	Substance Use and Counseling	25	75	100

S.NO.	Part	Study Components		Ins. hrs /week	Credit	Title of the Paper	Maximum Marks		
		Course Title					CIA	Uni. Exam	Total
42.	IV	Skill based Subject	Paper-4	3	2	Consumer Behaviour	25	75	100
43.	V	Extension Activities		-	1	Extension Activities	100	0	100
		<b>Sem. total</b>		<b>30</b>	<b>28</b>		<b>300</b>	<b>600</b>	<b>900</b>
		<b>Grand total</b>			<b>140</b>				<b>4300</b>

Part	Subject	Papers	Credit	Total Credits	Marks	Total Marks
Part I	Languages	4	4	16	100	400
Part II	Communicative English & English	4	4	16	100	400
Part III	Allied (Odd Semester)	2	3	6	100	200
	Allied (Even Semester)	2	5	10	100	200
	Electives	3	3	9	100	300
	Core	13	(3-5)	48	100	1300
	Core practical	2	(2-3)	6	100	200
	Professional English	2	3	6	100	200
	Compulsory Project (Group/Individual Project)	1	5	5	100	100
Part IV	Environmental Science	1	2	2	100	100
	Soft skill	1	1	1	100	100
	Value Education	1	2	2	100	100
	Lang. & Others /NME	2	2	4	100	200
	Skill Based	4	2	8	100	400
Part V	Extension Activities	1	1	1	100	100
	<b>Total</b>	<b>43</b>		<b>140</b>		<b>4300</b>

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# ANNAMALAI UNIVERSITY

## B.Sc. PSYCHOLOGY

### SYLLABUS

#### CBCS PATTERN

(With effect from 2021 - 2022)

### SEMESTER I

#### CORE PAPER - 1

### GENERAL PSYCHOLOGY – I

#### UNIT I: INTRODUCTION AND METHODS

**What is Psychology?** Definition – Goals – What is not psychology? Pseudo psychology. The History of Psychology – Schools - Modern Perspectives – Psychology in India – **Psychology:** The Science – **Methods:** Introspection – Observation – Survey – Experiment – Case Study – Correlation Research – **Scope of Psychology:** Branches of basic Psychology – Branches of applied Psychology

#### UNIT II: SENSATION, PERCEPTION AND ATTENTION

**Sensation:** Meaning – Psychophysics -Thresholds – Weber’s Law – Adaptation – **Basic sensation:** Vision – Hearing – Touch and other Skin senses – Olfaction- Gustation - **Proprioception:** Kinesthetic sense – Vestibular sense – **Perception:** Meaning– Organizing principles of perception –Constancies-Pattern perception, Distance perception- Errors in Perception - Illusion – Types; Hallucinations – Types; Extra Sensory Perception. - Factors that influence perception – Depth perception **Attention:** Meaning – Types – Determinants.

#### UNIT III: CONSCIOUSNESS

**States of Consciousness:** Consciousness – Definition – Two Major Types – **Natural State of Consciousness:** Biological Rhythms – Circadian Rhythms; Waking States of Consciousness – Sleep – Functions – Stages – Sleep Disorders – Dream – Theories. **Altered States of Consciousness:** meaning – Hypnosis – Use of Drugs – Meditation – Other Altered States. **Sensory deprivation:** Near death Experience- Lucid dreaming.

#### UNIT IV: LEARNING

**Learning:** Definition – Nature- **Association Learning:** Classical Conditioning – Basic Principles; Operant Conditioning – Basic Principles – Reinforcement – Types – Punishment – Types. Schedules of Reinforcement – Shaping – Learned Helplessness; Similarities and Differences between Classical Conditioning and Operant Conditioning. **Social and Cognitive Learning:** Latent Learning – Insight Learning – Observational Learning.

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## **UNIT V: MEMORY AND FORGETTING**

**Memory:** Definition – **Memory Process:** Encoding – Storage – Retrieval – The information processing model – Sensory memory – Short term memory – Long term memory – **Forgetting:** Meaning – Forgetting curve-Theories of forgetting - Causes – Memory and Brain – Improving memory.

### **Textbook:**

1. Cicarelli, K. S., Meyer, E. G. & Misra, G. (2008). *General psychology*. New Delhi, India: Pearson India Education Services Pvt Ltd.

### **Reference book:**

1. Baron, R. A. (2010). *Psychology* (5th ed.). New Delhi, India: Pearson India Education Services Pvt Ltd.

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**CORE PAPER -2**  
**BIOLOGICAL PSYCHOLOGY - I**

**UNIT I: BIOLOGICAL FOUNDATIONS OF BEHAVIOUR**

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

**UNIT II: NEURONS- BASIC UNIT OF NERVOUS SYSTEM**

**Basic features of the Nervous System:** An overview, Meninges, Ventricular system and production of cerebrospinal fluid. **Cells of the Nervous System:** Neurons, Supporting cells, The blood-brain barrier – **Neural Communication:** An overview, Measuring electrical potentials of axons. **The Membrane Potential:** Balance of two forces, The Action Potential, Conduction of the action potential.

**UNIT III: COMMUNICATION BETWEEN NEURONS–SYNAPTIC TRANSMISSION**

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

**UNIT IV: STRUCTURE & DIVISIONS OF THE NERVOUS SYSTEM**

**Nervous System:** Development of the central nervous system, **Brain:** The forebrain, The hind brain, midbrain & forebrain, **Division of Nervous System:** Central Nervous System, The Peripheral Nervous System- Spinal nerves, Cranial nerves, The Autonomic Nervous system – Sympathetic and Parasympathetic.

**UNIT V: HORMONES AND THE BRAIN**

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

**Text books:**

1. Carlson, N.R. (2007). *Foundations of physiological psychology* (6th ed.). New Delhi, India: Pearson India Education Services Pvt Ltd.
2. Kalat, J.W. (2011). *Biopsychology*. Delhi, India: Cengage Learning India Private Limited.

**References:**

1. Pinel, J. (2007). *Biopsychology* (6th ed.). New Delhi, India: Pearson India Education Services Pvt Ltd.
2. Purves, D., Brannon, E., Huettel, S.A., Labar, K.S., Platt, M.L., & Woldorff, G.M. (2008). *Principles of cognitive neurosciences*. Sunderland, MA: Sinauer Associates, Inc. Publishers.

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**ALLIED - 1**  
**PAPER 1**  
**PRINCIPLES OF MANAGEMENT**

**Objective:**

*To enable the students understand the principles of management and how to acquire skill to become a good Manager.*

**UNIT-I**

Management - Importance - Definition - Nature and Scope of Management - Process - Role and function of a Manager - Levels of Management – Management as an Art or Science - Management as a Profession - Contributions of Henry Fayol and F W Taylor to Management.

**UNIT-II**

Planning - Nature - Importance - Types - Steps in Planning -Objectives - Policies - Procedures - and Methods - Decision making - Process of decision making - Types of decision.

**UNIT-III**

Organizing - Types of Organization structure - Span of Control - Departmentation - Informal Organization.

**UNIT-IV**

Authority - Delegation - Decentralization - Difference between authority and power - Uses of authority - Staffing - Sources of recruitment - Selection process - Training - Directing - Nature and purpose of Directing – Motivation (Maslow’ s need hierarchy Theory only).

**UNIT-V**

Co-ordination - Need of co-ordination - Types - Techniques - Distinction between Co-ordination and Co-operation - Controlling - Meaning and importance of Controls - Control Process.

**Text Books:**

1. Sundar K ,principles of Management ,Vijay Nicole Imprints (P) Ltd.
2. Dr. C.D.Balaji, Principles of Management, Margham Publications.
3. P.C. Tripathi & P.N. Reddy , Principles of Management , Tata McGraw-Hill
4. J. Jayasankar , Principles of Management ,Margham Publications.
5. R.N. Gupta , Principles of Management , S.Chand &Co..
6. R.K.Sharma and Shashi K Gupta ,Principles of Management ,Kalyani Publishers.
7. T.Ramasamy ,Principles of Management ,Himalaya Publishing House

**Books for Reference:**

1. Hanagan , Management Concepts & Practices , MacMillan India Ltd.
2. Dr. N. Perma , Business Management.
3. Prasad L.M. , Principles and Practice of Management
4. Guptha CB , Business Management
5. Peter F. Drucker , Practice of Management



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6. Harold Koontz, Aryasri & Heniz Weirich , Principles of Management - Tata McGraw-Hill
  7. Stoner, Freeman & Gilbert Jr –Management –Prentice Hall of India.

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**SEMESTER - II**  
**CORE PAPER - 3**  
**GENERAL PSYCHOLOGY II**

**UNIT I: COGNITION**

Meaning – Cognitive Psychology- Types of cognition: – Mental Imagery – Concept, **Problem solving**- Steps- Barriers to Effective problem solving- Strategies of problem solving: Algorithms, Heuristic, **Decision making** – Step, **Reasoning** – Inductive and Deductive reasoning, **Language**: Nature - Main Components of Language – Phonemes- Morphemes – Syntax - Semantics – Pragmatics.

**UNIT II: MOTIVATION**

**Motivation**: Definition – Needs – Biological Needs – Social Needs - Psychological Needs , **Theories of Motivation**: Instincts – Drive-reduction theory – Arousal – Incentive – Opponent-Process – Cognitive theories – Social cognitive theory – Need theories, **Classification of Motives**: Physiological motives – Psychological motives, **Conflict**: Meaning- Types. **Frustration**: Meaning- Causes.

**UNIT III: EMOTION AND STRESS**

**Emotion**: Meaning – Basic emotions- Components - Physiology of emotion - Expression of emotion – Theories of Emotions, **Stress**: Definition – Four variations - Stressors – Effects – General Adaptation Syndrome – Individual differences - Coping mechanism.

**UNIT IV: INTELLIGENCE AND CREATIVITY**

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

**UNIT V: PERSONALITY**

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

**Textbook:**

1. Cicarelli, K. S., Meyer, E. G. & Misra. (2008) *General psychology*. New Delhi, India: Dorling Kingsley (India) Private Limited

**Reference book:**

1. Baron, R. A. (2010) *Psychology* (5th ed.). New Delhi, India: Pearson India Education Services Pvt Ltd.

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**CORE PAPER - 4**  
**BIOLOGICAL PSYCHOLOGY - II**

**UNIT I: CIRCADIAN RHYTHMS, SLEEP AND DREAMING**

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

**UNIT II: BRAIN DEVELOPMENT AND PLASTICITY**

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

**UNIT III: BIOLOGICAL BASIS OF THIRST AND HUNGER**

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

**UNIT IV: BIOLOGICAL BASIS OF EMOTIONS**

**Emotions:** Introduction, **Emotions and Autonomic arousal:** James-Lange theory, Brain areas associated with emotions- The functions of emotions. **Attack and Escape Behaviours:** Attack behaviours - Escape - Fear and anxiety- Stress and Health

**UNIT V: BIOLOGICAL BASIS OF LEARNING AND MEMORY**

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

**Text books:**

1. Carlson, N. R. (2007). *Foundations of physiological psychology* (6th ed.). New Delhi, India: Pearson India Education Services Pvt Ltd.
2. Kalat, J.W. (2011). *Biopsychology*. Delhi, India: Cengage Learning India Private Limited.

**References:**

1. Pinel, J. (2007). *Biopsychology* (6th ed.). New Delhi, India: Pearson India Education Services Pvt Ltd.
2. Purves, D., Brannon, E., Huettel, S.A., Labar, K.S., Platt, M.L., & Woldorff, G.M. (2008). *Principles of cognitive neurosciences*. Sunderland, MA: Sinauer Associates, Inc. Publishers.

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**ALLIED – 1**  
**PAPER -2**  
**ORGANISATIONAL BEHAVIOUR**

**Objectives:**

*To familiarize the students with behavioral pattern of human beings at individual and group level in the context of an organization, which in its turn is influenced by the environmental enveloping it.*

*To enhance the students well regard to knowledge, production and control of human behavior.*

**UNIT-I**

Organizational behavior - meaning – Nature - importance – Role - historical development of organizational behavior - organization as a social system - socio-technical system - open system - factors influencing organizational behavior - environmental factors - constraints over organization and managerial performance.

**UNIT-II**

Meaning of group and group dynamics - reasons for the formation of groups - characteristics of groups - theories of group dynamics - types of groups in organization - group cohesiveness - factors influencing group cohesiveness - group decision making process - small group behavior.

**UNIT-III**

Leadership concept - characteristics - leadership theories - leadership styles - managerial grid - leadership continuum - leadership effectiveness. Motivation - concept and importance - motivators - financial and Non-financial - theories of motivation. Morale – Meaning – Characteristics – Determinants of Morale.

**UNI - IV**

Organizational culture –Definition – Determinants of Organisational culture – Characteristics – Types – Functions. Organisational Climate –Definition –Determinants of Organisational Climate – Distinction between Organisational Culture and Organisational Climate. Organisational Effectiveness – Definition – factors influencing Organisational Effectiveness – Approaches to Organisational Effectiveness. Organisational Conflict – Definition –Features – Sources of Conflict – Different stages of conflict –Measures to stimulate conflicts.

**UNIT-V**

Management of change: meaning - importance - resistance to change - causes - dealing with resistance to change - concepts of social change and organizational causes - factors contributing to organizational change - organizational development - meaning and process.

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**Text Books:**

1. K.Sundar and J.Srinivasan – Elements of Organisational Behaviour – Vijay Nicole Imprints Private Limited
2. Dr. C.D. Balaji – Organisational Behaviour – Margham Publications
3. J. Jayasankar - Organizational behavior, Margham Publications
4. Aswathappa. K. - Organizational behavior - HPH, Bombay.
5. S.S. Khanka - Organizational Behavior.
6. Dr.P.K.Ghosh , Partho Ghosh – Organisation Behaviour – Laxmi publications Pvt. Ltd.

**Books for Reference:**

1. Sekaran, Uma - Organizational Behavior-text & cases - Tata McGraw Hill Pub Ltd., New Delhi, 1989.
2. Robbins, P.Stephen - Organizational Behavior-concepts, controversies & Applications - Prentice Hall of India Ltd., New Delhi, 1988.
3. Luthans Fred - Organizational Behavior - McGraw Hill Publishers Co. Ltd., New Delhi.
4. Rao, VSP and Narayana, P.S. - Organization Theory & Behavior - Konark Publishers Pvt. Ltd., Delhi, 1987.
5. Prasad, L.M - Organizational Theory & Behavior - Sultan Chand & Sons, New Delhi.

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**SECOND YEAR**  
**SEMESTER III**  
**CORE PAPER - 5**  
**DEVELOPMENTAL PSYCHOLOGY - I**

**UNIT - I**

**CONCEPTION THROUGH BIRTH**

Meaning of developmental changes - Significant facts about development - Developmental stages - Developmental Issues - Conception of Age - Characteristics of the Prenatal Period - How Life begins - Importance of Conception - Periods of Conception - Periods of Prenatal development - Stages of child Birth - Types of childbirth - Attitudes of significant people - Prenatal hazards & complications of low birth weight.

**UNIT - II**

**INFANCY**

Characteristics of Infancy, developmental tasks - Major adjustment of Infancy - Conditions influencing adjustment to Postnatal life - Characteristics of the Infant - Hazards of Infancy.

**UNIT - III**

**BABYHOOD**

Characteristics of Babyhood - Developmental tasks of babyhood - Physical development - Physiological development - Muscle Control - Speech development - Emotional behaviour - Socialization - Interest in Play - Development of Understanding - Beginnings of Morality - Beginnings of Sex-Role typing - Family Relationships - Personality development - Hazards and Happiness.

**UNIT - IV**

**EARLY CHILDHOOD**

Characteristics of Early Childhood - Developmental tasks - Physical development - Physiological habits - Skills of Early Childhood - Improvement in Speech - Emotions - Socialization - Play - Development of Understanding - Moral development - Common Interests - Sex-role Typing - Family Relationship - Personality development - Hazards and Happiness.

**UNIT - V**

**LATE CHILDHOOD**

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Characteristics of Late Childhood - Developmental tasks - Physical development - Skills - Speech improvement - Emotions and Emotional Expressions - Social groupings and Social behaviour - Play interest and activities - Increase in Understanding - Moral attitudes and behaviour - Interests - Sex-role Typing - Changes in Family relationships - Personality Changes - Hazards and Happiness.

**Text Books:**

1. Hurlock, E. (1980). *Developmental psychology*. New Delhi, India: Tata McGraw Hill Publishing Co.
2. Santrock, J. W. (1999). *Life span development* (7th ed.). New York, NY: McGraw Hill.

**References:**

1. Berndt, T.J. (1997). *Child development* (2nd ed.). Madison, WI: Brow & Benchmark Publishers.
2. Papalia, D.E., & Olds, S.W. (1994). *Human development* (5th ed.). New York, NY: Tata Mc Graw Hill.
3. Berk, C. L. (1996). *Child development* (3rd ed.). New Delhi, India: Prentice- Hall of India (Pvt) Ltd.

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**CORE PAPER - 6**  
**HEALTH PSYCHOLOGY**

**UNIT - I**

**INTRODUCTION TO HEALTH PSYCHOLOGY- HEALTH BEHAVIOUR**

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

**UNIT - II**

**MODELS OF HEALTH BEHAVIOUR**

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

**UNIT - III**

**CHRONIC ILLNESS AND PAIN**

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

**UNIT - IV**

**STRESS AND COPING**

**Stress:** definition, dimensions of stress - sources of chronic stress - **Theoretical contributions:** Lazarus's Appraisal Model, Flight or fight response, General adaptation Syndrome - Tending and Befriending Model - Coping with stress - Sources of stress.

**UNIT - V**

**PROMOTING HEALTH BEHAVIOUR**

**Smoking:** Effects of smoking - reasons for smoking, **Alcoholism:** effects - reasons - Interventions for reducing smoking - changing problem drinking, Management of Overweight & obesity - effects of dieting & physical activity.

**Text Books:**

1. Boyer, B., & Paharia, I. (2008). *Comprehensive handbook of clinical health psychology*. Edison, NJ: John Wiley & Sons.
2. Sarafino, E. (1994). *Health psychology*. Edison, NJ: John Wiley & Sons.
3. Taylor, S. (1995). *Health psychology* (6th ed.). Toronto, Canada: McGraw-Hill Ryerson.



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**References:**

1. Marks, D., Murray, M., Evans, B., Willig, C., Woodall, C., & Sykes, C.M. (2008). *Health psychology: Theory, research and practice* (2nd ed.). New Delhi, India: Sage Publications.
2. Branmon, L., & Frist, J. (2010). *Introduction to health psychology*; New Delhi, India: Cengage Learning India Pvt Ltd.

## STATISTICS IN PSYCHOLOGY

### UNIT - I

#### INTRODUCTION TO THE STATISTICS

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

### UNIT - II

#### CENTRAL TENDENCY AND VARIABILITY

**Central Tendency:** The Mean - from Frequency Distributions - Assumed Mean Method - Properties of Mean. Median - Calculation of Median from Ungrouped data - Calculation of Median from a Frequency Distribution. The Mode - Calculation of Mode in a Frequency Distribution. Comparison of Mean, Median and Mode - Guidelines for the Use of Central Tendencies.

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

### UNIT - III

#### THE NORMAL DISTRIBUTION AND CORRELATION

**The Normal Distribution:** Properties of the Normal Curve - Areas under the Normal Curve - Importance of Normal Distribution - Skewness - Kurtosis - Importance of measures of Skewness and Kurtosis. **The Correlation:** the Concept of Correlation - the Scatter Plot - the Product Moment Correlation - Calculation of Product Moment Correlation - Spearman's Rank - Difference Correlation Co-efficient - Properties of Correlation Co-efficient.

### UNIT - IV

#### THE HYPOTHESIS TESTING AND THE INFERENTIAL STATISTICS

**Hypothesis Testing:** the Core logic of Hypothesis Testing - the Hypothesis Testing Process - One Tailed and Two Tailed Hypothesis Tests. Decision Errors: Type I Error

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- Type II Error, **Inferential Statistics:** t' Tests - the t' test for a Single Sample - the t' test for a Dependent Means - Assumptions of Single Sample and the t' Test for a Dependent Means. The t' test for Independent Means: the Distribution of Differences between Means - Hypothesis Testing with a 't' test for Independent Means.

## UNIT - V

### NON-PARAMETRIC METHODS

**The Chi-Square:** Degrees of Freedom - Test of the Hypothesis of Normality - Calculation of the Chi-Square for 2x2 tables - Yates' Correction for Continuity - Assumptions of the Chi Square test, **The Non-parametric Methods:** Sign test - Assumptions and Uses of Sign Test - the Median Test - Run Test - the Kolmogorov and Smirnov Two Sample test - Precautions of the use of the Non-parametric tests.

#### Text Books:

1. Howell, D. (2012). *Statistical method for psychology* (8th ed.). Delhi, India: Cengage Learning.

#### References:

1. Agresti, A., & Finlay, B. (2013). *Statistical methods for the social sciences*. Hoboken, NJ: Pearson Education
2. Aron, A., Aron, E. N., & Coups, E. J. (2006). *Statistics for psychology* (4th ed.). New Delhi, India: Pearson India Education Services Pvt Ltd.
3. Heiman, G. (2013). *Basic statistics for the behavioral sciences* (7th ed.). Belmont, CA: Cengage Learning.
4. Bear, G., King, B.M., & Minium, E. W. (2008). *Statistical reasoning in psychology and education*. Bengaluru, India: Wiley India Private Limited.
5. Gupta, S.P. (1999). *Statistical methods* (3rd ed.). New Delhi, India: Sultan Chand & Sons
6. Garrett, H. E. (2006): *Statistics in psychology and education*. New Delhi, India: Paragon International Publishers.

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## **SKILL BASED SUBJECT PAPER - 1**

### **STRESS MANAGEMENT**

#### **UNIT - I**

##### **STRESS: MEANING AND NATURE**

Nature of stress: Definition, stress response, types of stress and stressors. General Adoption Syndrome, Stress in changing world. Holistic approach to stress management: premise and nature. The power of adoption. Assessments: life stress questionnaire, poor sleep habits questionnaire and locus of control questionnaire.

#### **UNIT - II**

##### **APPROACHES TO UNDERSTAND STRESS - I**

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

#### **UNIT - III**

##### **APPROACHES TO UNDERSTAND STRESS - II**

The mind and spirit components: The Mind - ego, power of two minds, meaning in life and energy psychology. The Spirit-the neglect of human spirit and the dance of stress, spiritual potential and spiritual health. Exercises: stress-prone personality survey and stress and human spirituality.

#### **UNIT - IV**

##### **STRESS COPING**

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

#### **UNIT - V**

##### **RELAXATION TECHNIQUES**

The wisdom of physical relaxation through sight, sound, smell, taste and the divine sense. The art of breathing-diaphragmatic breathing. The art of mediation - types and insightful meditation. Mental imagery, Massage therapy, Hatha yoga, Self-hypnosis and Autogenics and Nutrition. Exercises: Relaxation through five senses, breathing

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clouds meditation and rainbow meditation, self-massage, surya namaaskar, self suggestion and the rainbow diet.

**Text Books:**

1. Seaward, B. L. (2016). Essentials of managing stress. Jones & Bartlett Publishers.

**References:**

2. Palmer, S and Cooper, C. (2007). How to deal with Stress. New Delhi, Kogan Page India. Pvt Lt
3. Epstein, R. (2006). The Big Book of Stress-Relief Games. New Delhi. Tata McGraw-Hill Publishing Company.

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**NON-MAJOR ELECTIVE  
PAPER - 1  
HUMAN RESOURCE MANAGEMENT**

**Objective:**

The objective of the course is to familiarize students with different aspects of managing human resources in the organization through the phases of acquisition, development and retention.

**UNIT - I**

Nature and scope of HRM - Difference between Personnel Management and HRM  
Functions of HRM - Environment of HRM - Strategic HRM.

**UNIT - II**

Human Resource Planning - Recruitment - Selection - Methods of Selection - Use of various tests - Interview techniques in selection - Placement.

**UNIT - III**

Induction - Importance - Meaning of Training and Development - Training Methods - Techniques - Identification of Training needs.

**UNIT - IV**

Performance Appraisal - Definition - Need for Performance Appraisal - Objectives - Process - Methods - Compensation.

**UNIT - V**

Transfer - Promotion and termination of services - Career development - Mentoring - HRM Audit - Nature - Benefits - Scope - Approaches

**Text Books:**

1. Dr. J. Jayasankar - Human Resource Management - Margham Publications
2. Dr. C.D. Balaji - Human Resource Management - Margham Publications
3. Sundar & Srinivasan J - Essentials of Human Resource Management - Vijay Nicole Imprints
4. Murugesan G - Human Resource Management - Laxmi Publications Pvt. Ltd
5. Aswathappa K - Human Resource and Personnel Management
6. Gupta C B - Human Resource Management - Sulthan Chand & Sons.

**Books for Reference:**

1. Memoria CB - Personnel Management
2. Subba Rao P - Human Resource Management and Industrial Relations
3. Prasad - Getting the right people - MacMillan I Ltd
4. Pattanayak - Human Resources Management - Prentice - Hall of India
5. Decenzo/Robbins - Personnel/Human Resource Management - Prentice - Hall of India
6. Saiyadain Mirza - Human Resource Management -
7. Venkataratanam - Personnel Management & Human Resources -

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8. Saxena - Marketing Management - Tata McGraw Hill Pub
  9. A. M. Sheikh - Human Resource Development & Management.
  10. Dwivedi RS - Human Relations and Organization Behavior

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## SEMESTER IV

### CORE PAPER - 7

#### DEVELOPMENTAL PSYCHOLOGY - II

##### UNIT - I

###### PUBERTY

Meaning - Characteristics - Criteria - Causes - Age - Growth spurt - Body changes - Effects of puberty changes - Hazards & Happiness.

##### UNIT - II

###### ADOLESCENCE

Characteristics - Developmental tasks - Physical change - Emotional changes - Social change - Interest - Morality - Sex interest and Behaviour - Family relationships - Personality change - Hazards & Happiness.

##### UNIT - III

###### YOUNG ADULTHOOD

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

##### UNIT - IV

###### MIDDLE AGE

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

##### UNIT - V

###### OLD AGE

Characteristics - Developmental tasks - Adjustment to physical changes - Change in motor and mental abilities - Changes in interests - Vocational Adjustment - Retirement - Changes in family life - loss of a spouse - Living arrangement for elderly hazards.

###### Text Books:

1. Hurlock, E. (1980). *Developmental Psychology*. New Delhi: Tata McGraw Hill Publishing Co.



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2. Santrock, J. W. (1999). *Life span Development* (7th ed.). McGraw Hill.

**References:**

1. Berndt, T.J. (1997). *Child development* (2nd ed.). Madison, WI: Brown & Benchmark Pub.
2. Papalia, D. E., Olds, S. W. (1994). *Child development* (5th ed.). New York, NY: Tata Mc Graw Hill.
3. Berk, L. C. (1996). *Child development* (3rd ed.). Delhi, India: Prentice- Hall of India (Pvt) Ltd.

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## CORE PAPER - 8

### INTRODUCTION TO THEORIES OF PERSONALITY

#### UNIT - I

##### CONCEPT, ASSESSMENT, MEASUREMENT AND RESEARCH METHODS

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

#### UNIT - II

##### PSYCHOANALYTIC THEORIES

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

#### UNIT - III

##### LIFE-SPAN AND TRAIT PERSPECTIVES ON PERSONALITY

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

#### UNIT - IV

##### EXISTENTIAL - HUMANISTIC PERSPECTIVES ON PERSONALITY

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

#### UNIT - V

##### BEHAVIORAL, COGNITIVE AND SOCIAL PERSPECTIVE ON PERSONALITY

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

**Text Books:**

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1. Hall, C.S., Lindzey, G., & Campbell, J.B. (2007). *Theories of personality* (4th ed.). Bengaluru, India: Wiley India Private Limited.
  2. Schultz, P. D., Schultz, S. E., & Schultz, S. (2012). *Theories of personality* (10th ed.). Delhi, India: Cengage Learning.

**References:**

1. Friedman, H. S., & Schustack, M. W. (2016). *Personality: Classic theories and modern research* (6th ed.). Boston, MA: Pearson/Allyn and Bacon.
2. Larsen, R. J., & Buss, D. M. (2018). *Personality psychology: Domains of knowledge about human nature* (6th ed.). Boston, MA: McGraw-Hill.
3. Rao, K., Paranjpe, A. C., & Dalal, A. K. (2008). *Handbook of Indian psychology*. Chennai, India: Cambridge University Press India/Foundation Books.

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**ALLIED - 2**  
**PAPER - 4**

**MARKETING MANAGEMENT**

**Objectives:**

To enable the students to understand the elements of the complex world of Marketing.  
To impart the students the need for marketing science in the modern business world.

**UNIT - I**

Fundamentals of Marketing - Role of Marketing - Relationships of Marketing with other functional areas - Concept of marketing mix - Marketing Management of Product or Services - Marketing approaches - Selling - Various Environmental factors affecting the marketing functions

**UNIT - II**

Buyer Behavior - Buying motives - Buyer Behavior Model - Factors influencing buyer behavior - Market segmentation - Need and basis of Segmentation - Marketing strategy - Targeting - Positioning.

**UNIT - III**

Sales Forecasting - Various methods of Sales Forecasting - The Product - Characteristics - Classifications - Consumer goods - Industrial goods - New product development - process -Product Life Cycle - Product line and product mix decisions - Branding - Packaging.

**UNIT - IV**

Pricing - Factors influencing pricing decisions - Pricing objectives - Pricing policies and procedures - Pricing strategies - Channel of distribution - importance - Various kinds of marketing channels -Factors considered in Selecting Channel of Distribution.

**UNIT - V**

Promotion - Advertising -- Personal Selling - Sales Promotion

**Text Books:**

1. J.Jayasankar - Marketing - Maargham Publications
2. Essentials of Marketing - Sundar K, Vijay Nicole Imprints Pvt. Ltd.
3. Ramaswamy and Namakumari - Marketing Management , Laxmi Publications Pvt. Ltd
4. Rajan Nair - Marketing
5. C. N. Sontaki - Marketing Management

**Books for Reference:**

1. Varshney RL and Gupta SL - Marketing Management.
2. Dholokia - Marketing Management Cases & concepts, MacMillan I Ltd.
3. Bender - Secrets of Power Marketing.
4. Philip Kotler and Armstrong - Marketing Management

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5. Saxena - Marketing Management - Tata McGraw Hill Pub

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## SKILL BASED SUBJECT PAPER - 2

### BASICS IN COMPUTER APPLICATIONS

**Objectives:**

To know the fundamentals of computers

To understand how to use computer application in day to day business.

**UNIT - I**

Introduction - Characteristics of computers - Five Generations of computers - Classification - Computer System - Uses of Computers.

**UNIT - II**

Computer Architecture - CPU - Memory - Communication between various units of a computer system - Storage Devices - Magnetic Tape - Magnetic Disk - Optical Disk - CD-ROM.

**UNIT - III**

Input Devices - Types - keyboard - Mouse - Output Devices - Classification of Output - Printers - Plotters - Monitors.

**UNIT - IV**

Computer program - Developing a Program - Algorithm - Flowchart Program Testing and Debugging - Program Documentation - Types of Documentation - Characteristics of a good program - Computer Languages - Software.

**UNIT - V**

Internet basics - Basic internet terms - Getting connected to internet - Internet applications - Electronic Mail - How e-mail works - Searching the Web - Internet and Viruses.

**Text Books:**

1. Alex Leon and Mathews Leon - Computer Application in Business - Vijay Nicole Imprints Ltd.,
2. Kritka Gupta, Sunil Chauhan, Akash Saxena - Fundamentals of Computer - Laxmi Publication Pvt. Ltd
3. Raja raman - Fundamentals of Computer - Prentice Hall of India
4. P K Sinha - Fundamentals of Computer - BPH Publication
5. Arora, Ashok and Bansal Shefali - Computer Fundamentals - Excell Booka

**Reference Book:**

1. Introduction to computer science, IITL Education solutions limited, Pearson education.

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**NON-MAJOR ELECTIVE  
PAPER - 2  
TRAINING AND DEVELOPMENT**

**Objective:**

The purpose of this paper is to provide an in-depth understanding of the role of Training in the HRD, and to enable the course participants to manage the Training systems and processes.

**UNIT - I**

Concepts of Training and development - Identifying Training Needs - Structure and Functions of Training Department - Evaluation of Training Programme - Role, Responsibilities and Challenges to Training Managers.

**UNIT - II**

Techniques of on the job training - Coaching - Apprenticeship - Job Rotation - Job Instruction Training - Training by Supervisors - Techniques of off the job Training, Lecturers, Conferences, Group Discussion.

**UNIT - III**

Concept of Career - Career Stages - Career Planning - Need - Importance - Steps in Career Planning - Career Development - Characteristics - Need - Methods of Career Planning and Development.

**UNIT - IV**

Management Development - Meaning - Definition - Need and importance of Management Development - Characteristics - Levels - Management Development Process and Components of MD Programme.

**UNIT - V**

Need for Training in India - Government Policy on Training - Training Institutes in India - Management Development Institute.

**Text Books:**

1. Thirumaran D, V.Santhosh - Training and Development, Takur Publishers Chennai.
2. Rolf Lynton, Udai Pareek: Training for Development, New Delhi, Sage Publications India (P) Ltd., 1990
3. Raymond Andrew Noe: Employee Training & Development, New Delhi, Tata McGraw Hiss, International Ed., 1999
4. Lynton, R Pareek, U.: Training for Development, New Delhi, Vistaar, 2<sup>nd</sup> ed., 1990

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**Reference Books:**

1. Lalitha Balakrishnan& Gowri Ramachandran - Training & Development - Vijay Nicole Imprints Pvt. Ltd.
2. Rao PL: HRD through In-House Training, New Delhi, Vikas Publishing House (P) Ltd.,
3. Reid M.A.: Training Interventions: managing Employee Development London, IPM, 3<sup>rd</sup> ed., 1992.
4. Aggarwala, D.V., Manpower Planning, Selection, Training and Development, New Delhi, Deep & Deep Publications (P) Ltd., 1999.



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## THIRD YEAR

## SEMESTER V

## CORE PAPER - 9

### ABNORMAL PSYCHOLOGY - 1

#### UNIT - I

##### **INTRODUCTION AND THEORETICAL PERSPECTIVE.**

Defining Abnormal Behavior - Causes of Abnormal Behavior: Necessary, Predisposing, Precipitating and Reinforcing causes, Historical views of abnormal behavior - Brief note on DSM 5 and ICD 11 classification system.

#### UNIT - II

##### **MODELS OF ABNORMALITY**

Biological - Psychodynamic - Behaviour - Cognitive - Humanistic - Existential, Interpersonal perspective - Bio-cultural.

#### UNIT - III

##### **NEURODEVELOPMENT DISORDERS**

**Intellectual disability:** Definition, Clinical types and Causal factor, **Autism Spectrum disorder:** Clinical Picture and Causal Factors, **Specific Learning disorder:** Clinical Picture and Causal factors, Attention Deficit /Hyperactivity disorder, Conduct Disorder, Neuro cognitive Disorder.

#### UNIT - IV

##### **ANXIETY RELATED DISORDERS**

Meaning - Types - Brief description with Causal factors and Treatment: Generalized Anxiety Disorders - Phobic Disorder - Post Traumatic Stress Disorder - Obsessive Compulsive Disorder - Panic Disorders

#### UNIT - V

##### **SOMATIC DISORDER AND DISSOCIATIVE DISORDER**

**Somatic Symptoms and related disorders (SSD):** Complex Somatic Symptom Disorder- Illness Anxiety Disorder- Functional Neurological Disorder, **Dissociative Disorders:** Dissociative Amnesia, Dissociative Identity Disorder, Depersonalization and Derealization Disorder -Causal factors and Treatment.

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**Text Books:**

1. Butcher, J.N., Hooley, J. M., Mineka, S., Dwivedi, C.B. (2017). *Abnormal psychology* (16th ed.). New Delhi, India: Pearson India Education Services Private Limited.
2. Barlow, D. (2017). *Abnormal psychology and casebook in abnormal psychology* (5th ed.). Belmont, CA: Wadsworth.
3. Comer, R. (2018). *Fundamentals of abnormal psychology*. New York, NY: Worth Publishers.

**References:**

1. Davison, G.C., Neale, J.M & Kring, A. M. (2004). *Abnormal psychology*. (9th ed.). Marblehead, MA: John Wiley & Sons Inc.
2. Alloy, L. B., Riskind, J. H., & Manos, M.J. (2005). *Abnormal psychology*. New Delhi, India: Tata McGraw Hill pubg Co
3. Cutting, J. (1997). *Principles of psychopathology*. New York, NY: Oxford University Press

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## CORE PAPER - 10

### SOCIAL PSYCHOLOGY - I

#### UNIT - I

##### INTRODUCTION

Definition of Social Psychology - Nature of Social Psychology - Brief History - Principles of Social Psychology - Social Psychology and Human Values - Social Psychology and Common Sense - Research Methods.

#### UNIT - II

##### THE SELF

**Self-Presentation:** Self-Other accuracy in predicting behaviour - Self-Presentation tactics, **Self-Knowledge:** Introspection, the self from the observer's standpoint, **Personal identity versus social identity:** the importance of the social context and others' treatment - **Social Comparison:** Self-serving biases and unrealistic optimism, **Self-esteem:** the measurement of self-esteem - the impact of migration on self-esteem - gender differences and self-esteem, **Self as a target of prejudice:** concealing one's identity and its impact on well-being - overcoming the effects of stereotype threat.

#### UNIT - III

##### SOCIAL BELIEFS AND JUDGEMENTS

**Judging the social world:** Perceiving the social world - Explaining the social world - Importance of social beliefs - Self-fulfilling prophecy, Cognitive social psychology, **Behaviour and Attitudes:** Conditions When Attitudes Determine Behaviour - Conditions When Behaviour Determines Attitudes- Explaining Why Behaviour Affect Attitudes, **Self presentation:** Impression Management, **Self justification:** Cognitive Dissonance- **Self perception:** Comparing the theories.

#### UNIT - IV

##### CONFORMITY, COMPLIANCE AND OBEDIENCE

**Conformity:** Definitions - Classic Studies on Conformity - Compliance & Obedience - Factors Predicting Conformity - Reasons for Conformity - Characteristics of people who conform - Resisting social pressures to conform, **Compliance:** Principles of compliance, Effectiveness of compliance strategies, **Obedience:** Causes & resisting the effects of destructive obedience.

#### UNIT - V

##### HELPING BEHAVIOR

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**Altruism and pro-social behaviour:** Theoretical perspectives - By Stander Effect,  
**Helping:** Reasons for Helping - Conditions Governing Helping - Characteristics of  
People Who Help - Increasing Helping Behaviour.

**Text Books:**

1. Myers, D.G. & Twenge, J.M. (2017): *Social psychology* (12th ed.). New York, NY: McGraw - Hill Education.
2. Branscombe, N.R., Baron, R.A. & Kapur, P. (2017). *Social psychology* (14th ed.). Chennai, India: Pearson India Education Services Pvt. Limited.

**References:**

1. Myers, D.G. (2002). *Social psychology* (7th ed.). New York, NY: McGraw Hill Book Company.
2. Baron, A., & Byrne, D. (2002). *Social psychology* (10th ed.). New Delhi, India: Prentice-Hall of India.
3. Baron, A., Branscombe, N., Byrne, D., & Bhardwaj, G. (2009). *Social psychology* (12th ed.). New Delhi, India: Dorling Kindersley (India) Private Limited

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## CORE PAPER - 11

### INTRODUCTION TO RESEARCH METHODOLOGY

#### UNIT - I

##### RESEARCH METHODOLOGY: AN INTRODUCTION

Definition - Need and Importance of psychological Research- Objectives of Research - Types of Research - The Research Process - Principles of a Good Research - Problems encountered by researchers in India.

#### UNIT - II

##### RESEARCH PROBLEM, HYPOTHESIS AND REVIEW OF LITERATURE

**Research Problem:** Meaning and characteristics of a problem - ways in which a problem is manifested - Types of Problems, **Hypothesis:** Meaning and characteristics of a good hypothesis - Types - Sources and Functions of Hypotheses, **Reviewing the Literature:** Purpose of Review - Sources of Review.

#### UNIT - III

##### SAMPLING

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

#### UNIT - IV

##### METHODS OF DATA COLLECTION

**Primary data:** Questionnaire and schedule - Interview - Observation as a tool of Data Collection, Difference between Participant observation and non-participant observation - Rating Scale, **Secondary data:** Sources.

#### UNIT - V

##### WRITING A RESEARCH REPORT

Meaning - General purpose of writing a research report - of a research report, Styles of writing a research report - Types of research reports - Precautions in writing research report.

##### Text Books:

1. McBurney, D.H. (2007). *Research methods*; New Delhi, India: Thomson Wadsworth

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2. Singh, A.K. (2012). *Tests, measurements and research methods in behavioral sciences*. (5th ed.). Patna, India: B.B. Printers.
  3. Zechmeister, J. S., Zechmeister, E. B., & Shaughnessy, J. J. (2001). *Essentials of research methods in psychology*. New Delhi, India: Tata McGraw-Hill Education Private Limited.

**References:**

1. Haslam, A.S., & McGarty, C. (2003). *Research methods and statistics in psychology*. New Delhi, India: Sage Publications.
2. Ramadass, P., & Aruni, W. A. (2009): *Research and writing across the disciplines*; Chennai, India: MJP Publishers.

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## CORE PRACTICAL

### EXPERIMENTAL PSYCHOLOGY I (PRACTICALS)

#### Concepts:

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

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

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**INTERNAL ELECTIVE  
PAPER -1  
GUIDANCE AND COUNSELLING PSYCHOLOGY**

**UNIT - I**

**NATURE AND SCOPE OF GUIDANCE AND COUNSELLING**

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

**UNIT - II**

**APPROACHES TO COUNSELLING AND THE COUNSELLING PROCESS**

Directive and non-directive approaches - Humanistic approach- Behaviouristic approach - Existential Approach - Eclectic Approach, **Counselling Process:** Preparation for counselling, Steps in the counselling process.

**UNIT - III**

**PSYCHOLOGICAL TESTING AND DIAGNOSIS**

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

**UNIT - IV**

**COUNSELLOR QUALITIES, SKILLS AND ETHICAL RESPONSIBILITIES**

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

**UNIT - V**

**SPECIAL AREAS IN COUNSELLING**

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

**Text Books:**

1. Rao, N. (2013). *Counselling and Guidance*. Chennai, India: Tata McGraw Hill.
2. Gladding, S.T. (2017). *Counselling: A comprehensive profession*. Chennai, India: Pearson.
3. Gibson, R. L., & Mitchell, M. H. (2007). *Introduction to counselling and guidance* (7th ed.). Upper Saddle River, NJ: Prentice Hall.



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**References:**

1. Nayak, A. K. (2007): *Guidance and counseling*. New Delhi, India: APH Publishing.
2. Barki, B. G., & Mukhopadhyay, B. (2008): *Guidance and counselling manual*. New Delhi, India: Sterling.
3. Kochhar, S. K. (1984). *Guidance and counselling in colleges and universities*. New Delhi, India: Sterling.

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**SKILL BASED SUBJECT**  
**PAPER - 3**  
**COMMUNICATIVE SKILL**

**UNIT - I**

1. Meeting people
2. Exchanging greetings
3. Introducing, others, giving personal information, talking about people animals and places

**UNIT - II**

1. Answering telephone, asking for someone
2. Making enquiries on the phone
3. Dealing with wrong number
4. Taking and leaving messages

**Books for Study and Reference:**

Mastering communication skills and soft skills

N. Krishnaswamy, Manju Dariwal, Lalitha Krishnaswamy (Bloomsbury)

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## SEMESTER VI

### CORE PAPER - 12

#### ABNORMAL PSYCHOLOGY II

##### UNIT - I

###### MOOD DISORDERS

**Unipolar mood disorder:** Biological - Psychosocial - Socio - cultural Causal factors, **Bipolar disorders:** Biological - Psychosocial - Socio - cultural Causal Factors - Treatment, **Suicide:** causes - prevention

##### UNIT - II

###### SCHIZOPHRENIA AND OTHER PSYCHOTIC DISORDERS.

**Schizophrenia:** Meaning - Clinical features positive symptoms - negative symptoms - Causes - treatment - Subtypes, **Other Psychotic Disorders:** Causal Factors - Treatment

##### UNIT - III

###### PERSONALITY DISORDER

**Cluster A disorders:** Meaning - types- causes- treatment, **Cluster B disorders:** Meaning- types- causes- treatment, **Cluster C disorders:** Meaning- types- causes- treatment.

##### UNIT - IV

###### SUBSTANCE RELATED DISORDERS

**Psychoactive drugs:** Meaning - types, **Concepts:** Substance Abuse – Tolerance – Dependence - Addiction - withdrawal symptoms. **Addiction Disorders:** Alcohol Abuse and Dependence - Drug Abuse and Drug Dependence - Causal factors - Treatment.

##### UNIT - V

###### PREVENTION AND TREATMENT

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

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**Text Books:**

1. Butcher, J.N., Hooley, J.M., Mineka, S., & Dwivedi, C.B. (2017). *Abnormal psychology* (16th ed.). New Delhi, India: Pearson Publication.
2. Barlow, D. (2017). *Abnormal psychology and casebook in abnormal psychology*, (5th ed.). Belmont, CA: Wadsworth.
3. Comer, R. (2018). *Fundamentals of abnormal psychology*. New York, NY: Worth Publishers.

**References:**

1. Davison, G.C., Neale, J.M., & Kring, A. M. (2004). *Abnormal psychology*. (9th ed.). Malden, MA: John Wiley & Sons Inc.
2. Alloy, L.B., Riskind, J.H., & Manos, M.J. (2005). *Abnormal psychology*. New Delhi, India: Tata McGraw Hill publishing Co.
3. Cutting, J. (1997) *Principles of Psychopathology*. New York, NY: Oxford University Press.

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## CORE PAPER - 13

### SOCIAL PSYCHOLOGY II

#### UNIT - I

##### PERSUASION

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

#### UNIT - II

##### GROUP INFLUENCE:

Definition of Group - **Social Facilitation:** mere presence of others, crowding, factor, **Social Loafing:** Introduction, social loafing in everyday life, **Deindividuation:** importance of working together, diminishing self-awareness, **Group Polarization:** The risky shift phenomenon, Group influence on opinions, **Group Think:** symptoms, critiquing, preventing group think, group problem solving, **The influence of the minority:** consistency, self-confidence, deflections from majority, leadership as minority influence.

#### UNIT - III

##### PREJUDICE

Nature and Power of Prejudice - Social Sources of Prejudice - Motivational Sources of Prejudice - Cognitive Sources of Prejudice - Consequences of Prejudice - Discrimination - prejudice in action - Techniques for countering the effects of prejudice.

#### UNIT - IV

##### AGGRESSION

**Aggression:** Definition - Hurting Others - Theories of Aggression - Media violence - Sexual violence - Strategies to reduce Aggression.

#### UNIT - V

##### LIKING, LOVE AND OTHER CLOSE RELATIONSHIPS

**Internal sources of liking others:** the role of needs and emotions, **External sources of attraction:** the effects of proximity, familiarity and physical beauty- Sources of liking based on social interaction - Close relationships - foundations of social self - Divorce & the detachment process.

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**Text Books:**

1. Myers, D.G., & Twenge, J.M. (2017). *Social psychology* (12th ed.). New York, NY: McGraw - Hill Education.
2. Branscombe, N.R., Baron, R.A. & Kapur, P. (2017). *Social psychology* (14th ed.). Chennai, India: Pearson India Education Services Private Limited.

**References:**

2. Myers, D. G. (2002). *Social Psychology* (7th ed.). New York, NY: McGraw Hill Book Company.
3. Baron, A., & Byrne, D. (2002). *Social Psychology* (10th ed.). New Delhi, India: Prentice-Hall of India.
4. Baron, A., Branscombe, N., Byrne, D., & Bhardwaj, G. (2009). *Social Psychology* (12th ed.). New Delhi, India: Dorling Kindersley (India) Private Ltd.

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**CORE PRACTICAL - II**  
**EXPERIENTAL PSYCHOLOGY II**  
**(PRACTICALS)**

**Concepts:**

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

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

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**INTERNAL ELECTIVE  
PAPER -2**

**POSITIVE PSYCHOLOGY**

**UNIT - I**

**INTRODUCTION**

Positive psychology: Definition; goals and assumptions; Relationship with health psychology, developmental psychology, clinical psychology

**UNIT - II**

**POSITIVE EMOTIONS, WELL-BEING AND HAPPINESS**

Positive emotions: Broaden and build theory; Cultivating positive emotions; Happiness - hedonic and Eudaimonic; Well - being: negative vs positive functions; Subjective well - being: Emotional, social and psychological well-being; Model of complete mental life

**UNIT - III**

**SELF CONTROL, REGULATION AND PERSONAL GOAL SETTING**

The value of self control; Personal goals and self regulation; Personal goal and well-being; goals that create self regulation; everyday explanations for self control failure problems

**UNIT - IV**

**POSITIVE COGNITIVE STATES AND PROCESSES**

Resilience: Developmental and clinical perspectives; Sources of resilience in children; Sources of resilience in adulthood and later life; Optimism- How optimism works; variation of optimism and pessimism; Spirituality: the search for meaning (Frankl); Spirituality and well-being; Forgiveness and gratitude.

**UNIT - V**

**APPLICATIONS OF POSITIVE PSYCHOLOGY**

Positive schooling: Components; Positive coping strategies; Gainful employment  
Mental health: Moving toward balanced conceptualization; Lack of a developmental perspectives.

**Text Books:**

1. Baumgardner, S.R & Crothers, M.K.(2010). *Positive Psychology*. U.P: Dorling Kindersley Pvt Ltd.

**References:**

1. Snyder, C.R. & Lopez, S.J. (2002). *Handbook of positive psychology*. (eds.). New York: Oxford University Press.
2. Carr, A. (2004). *Positive psychology, The science of happiness and human strengths*. New York: Routledge.



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3. Singh, A.(2013).*Behavioral science: Achieving behavioral excellence for success.*  
New Delhi: Wiley India Pvt ltd.

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**INTERNAL ELECTIVE  
PAPER -3**

**SUBSTANCE USE AND COUNSELLING**

**UNIT - I**

**INTRODUCTION**

Definition of terms - addiction, harmful use, dependence - criteria for dependence. Historical concepts of substance use - moral concept, disease concept and lifestyle choice. Theories of addiction - biological theories; psychological theories - personality traits, psychodynamic explanations, learning theories

**UNIT - II**

**ALCOHOL**

Levels and patterns of use - Various kinds and alcohol content - Acute effects of alcohol use: physical and psychological - Long term effects of alcohol use: physical and psychological.

**UNIT - III**

**OPIOIDS AND CANNABIS**

What are opioids: natural, synthetic - Routes of administration - Acute effects of opioid use : physical and psychological - Long term effects of opioid use: physical and psychological - Cannabis, its component and preparation - Modes of use - Physical and psychological effects: acute and long term

**UNIT - IV**

**NICOTINE**

Types of tobacco smoking and smokeless : modes of use - Acute effects of nicotine use - physical and psychological - Long term effects of nicotine use: physical and psychological

**UNIT - V**

**MANAGEMENT OF SUBSTANCE USE**

Assessment of motivation and stages of motivation - Goals of treatment and Treatment settings - Motivational interviewing, motivational enhancement therapy - Relapse prevention strategies - identifying precipitants of relapse, high risk situations- social skills training, assertiveness training, life skills training - 12 step facilitation therapy - Alcoholics Anonymous, Nicotine Anonymous - Family and Marital Therapy - Nicotine replacement Therapy - Nicotine Patch, nicotine gum.

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**Text Books:**

1. Lal, R (2005). Substance use Disorder: Manual for Physicians. New Delhi: AIIMS.

**References:**

1. Marlatt, A., & Donovan, D. (Eds). (2005). Relapse Prevention: Maintenance Strategies in the Treatment of Addictive Behaviours. New York: The Guilford Press
2. Murthy, P., & Nikhetha, S. (Eds). (2007) Psychosocial Interventions for Persons with Substance Abuse. Bangalore: NIMHANS Publication

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## **SKILL BASED SUBJECT**

### **PAPER - 4**

## **CONSUMER BEHAVIOUR**

### **UNIT - I**

#### **INTRODUCTION**

Definition, scope, consumer roles, history of consumer behaviour and the marketing concept, contributing disciplines and application of consumer behaviour. Market segmentation: need, types - geographic, demographic, psychographic and life style. Product positioning: need and strategy.

### **UNIT - II**

#### **FACTORS INFLUENCING CONSUMER BEHAVIOUR**

Consumer motivation: needs, goals, motive arousal, reactions to frustration. Consumer Personality: nature, influences on consumer behaviour. Consumer emotions: nature, uses in advertising. Consumer Perception and its implications. Consumer Learning: Classical and Instrumental theories in the context of consumer behaviour.

### **UNIT - III**

#### **CONSUMER ATTITUDE AND COMMUNICATION PROCESS**

Attitude: functions, Tri-component attitude model and Katz's models of attitude and attitude change. Post purchase attitude change: cognitive dissonance theory and attribution theory. Marketing communication: process, barriers, types of communication systems, Source, Message and Medium of Communication.

### **UNIT - IV**

#### **CONSUMERS IN THEIR SOCIAL AND CULTURAL SETTINGS**

Reference group: Nature, types and influences on consumers. Family life cycle stages, nature of household and purchases and family decision making and resolving conflict. Social class: Nature of social class, symbols of status, concept of money and social class, social class categories and consumer behaviour.

### **UNIT - V**

#### **CONSUMER DECISION MAKING**

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

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**Text Book:**

1. Kumar, A and Singh, K. (2013). Consumer Behaviour and Marketing Communication: An Indian Perspective 1st Edition. Dreamtech Press, New Delhi.

**References:**

1. Schiffman LG and Kanuk LL (2007), Consumer Behaviour, 9<sup>th</sup> edition, Prentice-Hall of India Pvt Ltd, New Delhi, India
2. Batra Satish K and S.H.H. Kazmi (2004), Consumer Behaviour - Text and Cases, Excel Books, A-45, Naraina, Phase I, New Delhi, India.

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