

Khandesh College Education Society's
Moolji Jaitha College, Jalgaon
An "Autonomous College" Affiliated to
KBC North Maharashtra University, Jalgaon



SYLLABUS

Psychology

T.Y.B.A

Semester System

For Semester V & Semester VI

Choice Base Credit System Pattern (CBCS)

[w. e. f. Academic Year: 2021-22]

Under the Faculty of Humanities

(Proposed Structure of T.Y.B.A. (Faculty of Humanity) Under CBCS Pattern 2021-22)

Semester	Core Course	Paper No	Name of Course	No. of Credits	No. of Hours per Week
V	DSE-1A	PSY-351	Research Methodology-I	3	3
		PSY-352	Practical (Experiments)	3	3
	DSE-2A	PSY-353	Principles of Experimental Psychology (Theory)	3	3
		PSY-354	Cognitive Psychology-I	3	3
	SEC-1	PSY-350	Counselling Psychology	2	2
	GE-1	PSY-001	Industrial and Organizational Behaviour	3	3
		PSY-002	Advance Social Psychology	3	3
VI	DSE-1B	PSY-361	Research Methodology-II	3	3
		PSY-362	Practical (Experiments)	3	3
	DSE-2B	PSY-363	Experimental Psychology in Modern Life (Theory)	3	3
		PSY-364	Cognitive Psychology-II	3	3
	SEC-2	PSY-360	Counselling Application	2	2
	GE-2	PSY-003	Industrial and Organizational Psychology	3	3
		PSY-004	Advance Social Psychology	3	3


Dr. C.P. Labhane

Chairman, BOS Psychology

Dr. C.P. Labhane
Professor & Head
UG & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-v
PSY.351:Reserch Method in Psychology-1

Credits:3

Marks:75 (Internal Examination: 15 + External Examination: 60)

Learning Objectives

This course aims at enabling students to –

1. The basic research concepts
2. Steps in research process
3. The basic terminology of advanced research techniques

Learning Outcome:

1.To understand the process of research methods including types of research, hypothesis Data collection, field studies, Questionnaire, Sampling techniques, Research writings.

Course contents

Unit -1

UNIT	TOPIC	METHOD	Number of Lectures
1	Research Method and Nature		
	i nature and definition of research ii. types of research iii. criteria and resources of research iv variable definition and types v. importances of objectives	Classroom teaching	12
2	Research problem and Hypothesis		
	i nature and characteristics of research problem ii sources and evaluation, of research problem iii meaning and nature of hypothesis iv difference between problem and hypothesis, v characteristic of good hypothesis	Experimental Learning	11
3	Sampling and Methods of Data Collection		
	i concepts of Universe and sample ii types of probability sampling-simple random sampling , stratified random sampling iii Area or cluster sampling iv Types of non probability sampling-quota sampling, accidental or convenience sampling, v purposive or judgemental sampling	Field Work	11
4	Methods of Data Collection		

3



Dr. C.P. Labhane
Professor & Head

U.G. & P.G. Dept. of Psychology
M.J. College, Jalgaon, (M.S.)

i. experimental, field experiment ii. field studies, questionnaire, interview , survey , iii. observation, testing , case study iv. secondary data-Publications, newspapers v. periodicals, unpublished record	Classroom Teaching	11
--	--------------------	----

References-

- Anastasi, A. (1990). *Psychological Testing*. McMillan
- Kerlinger, F.N. (1994). *Foundations of Behavioural Research* (3rd ed.)
- Goodwin, J. (2009). *Research in psychology: Methods in Design*. (6thed.)Wiley.
- Shaughnessy, J.J.&Zechmeister, E.B. (1997). *Research Methods in Psychology* (4th ed.)
- Edward, A.L. (1985). *Experimental Designs in Psychological Research*, Harper and Row
- Singh, A.K. (2006). *Tests, Measurement and Research Methods in Behavioural Sciences*. Bharti Bhavan. Patana.
- Gregory, R. J. (2008). *Psychological Testing- History, Principles and Applications*.
- Borude, R. R. (2008). *Research Methodology*. Pune vidyarthi Gruh Prakashan, Pune.
- Dr. Desai Bharat, Dr. Abhyankar Shobhana, (2010) Prayogic Manasshastra and sanshodhan paddhati, Narendra Prakashan.**
- Dr. Borude R. R., (2005) Pune Vidyarthigruh Prakashan.**
- Karlinger, F. N. (1995) Foundations of Behavioural Research. N. Y.: Holt Rinchart and Winston Inc.**
- Kothari, C. R. (1980) Research Methodology: Methods and technicques. New Delhi: Wiley Eastern Ltd.**
- Singh, A. k. (1998). Tests, Measurements and Research Methods In Behavioural Sciences. Patna: Bharati Bhavan.**



Dr. C.P. Labhane
Professor & Head
U G & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-v

PSY.352: Practical (Experiments)

Credits:3

Marks:75 (Internal Examination: 15 + External Examination: 60)

Learning Objectives:

1. To acquaint the students with Skills of scientific techniques of conducting experiments in psychology
2. To help students understand the basic steps in experimental psychology.
3. To develop the spirit of scientific inquiry about psychological processes in human participants.

Learning Outcomes:

1. Acquaint the students with Skills of scientific techniques of conducting experiments in psychology
2. To equip the students with the basic information and knowledge about conducting experiments and interpretation of the obtained results.
3. To equip practical experience to the students in administrating, scoring and interpreting of the scores.

UNIT	TOPIC (Practical Any Six)	METHOD	Number of Lectures
I	Group A Learning and Memory (Any Two)		
	i. Maze Learning ii. Recall and Recognition iii. Habit interference iv. Serial Learning	Practical	12
II	Group A Learning and Memory (Any Two)		
	i. Bilateral Transfer ii. Conditioning Hand Withdrawal iii. Effect of Knowledge of results iv. Figure and Ground	Experimental Learning	11
III	Group A Learning and Memory (Any Two)		
	i. Short Term Recall ii. Intelligence Test-(Standard Progressive Matrices (SPM)) iii. Bhatia's Performance Test	Practical	11
	Statistics		
	i. Frequency distribution ii. Computation of mean, Median, Mode	Practical	11



References

- . Deshpande, S.V. (2002). *Prayogik Manasshastra*. Continental Publication, Pune
- . Garret, H.E. & Wood, W. (1981). *Statistics in Psychology and Education*. Vakils Fetter and Simonce Ltd. Bombay.
- . Upasani, N.K. & Kulkarni (1990). *Nave Shakshanik Mulyamapanaani Sankhyashastra*. Shri Vidya Prakashan, Pune.
- . Desai, B. & Abhyabkar, S.C. (2008). *Prayogik Manasshstraani Sanshodhan Paddhati*. Narendra Prakashan, Pune.
- . Anastasi, A. & Urbina, S. (2009). *Psychological testing*. N.D. Pearson Education
- . Kaplan, R. M. & Saccuzzo, D. P. (2005). *Psychological testing , Principals, Applications and Issues*. (6th Ed.), Cengage Learning India Pvt. Ltd.



Dr. C.P. Labhane
Professor & Head
U.G. & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-V

PSY-353: Principles of Experimental Psychology

Credits: 3

Marks:75 (Internal Examination: 15 + External Examination:60)

Learning Objectives:

1. To develop the spirit of scientific inquiry about psychological processes in human participants.
2. To help students understand the basic steps in experimental psychology.

Learning Outcomes:

- 1) Acquaint the students with the basic concepts of experimental psychology.
- 2) Equip the students with the basic information and knowledge about conducting experiments and interpretation of the obtained results.

UNIT	TOPIC	METHOD	Number of Lectures
1	Introduction to Experimental Psychology		
	<p>i. Brief history, Nature and Scope of Experimental Psychology -The need of experimental psychology, Basic concepts in psychological experiments, Goals of experimental psychology</p> <p>ii. Essential Features of Experimental Psychology-i) Establishing Independent Variables ii) Controlling extraneous variables iii) Measuring Dependent Variables</p> <p>iii. 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</p> <p>iv. Experimental Report² 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)</p> <p>v. Ethics in Psychological Experiments -</p> <p>i) The use of animal subjects in psychological experiments</p> <p>ii) General rules to be observed while doing a psychological experiment</p> <p>iii) A word of caution to the experimenter</p>	Experimental Learning	12
2	Conditioning and Learning		



7
Dr. C.P. Labhane
Professor & Head
U.G. & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

	<ul style="list-style-type: none"> i. Conditioning: Nature, Scope ii. Classical Conditioning <ul style="list-style-type: none"> - Experiment of Classical Conditioning - Basic concepts in Classical Conditioning (US and UR, CS and CR, Reinforcement) - Characteristics of Classical Conditioning <ul style="list-style-type: none"> i) Generalization ii) Discrimination iii) Extinction iv) Spontaneous Recovery iii. Instrumental (Operant) Conditioning <ul style="list-style-type: none"> - Experiment of Instrumental Conditioning - Types Instrumental Conditioning <ul style="list-style-type: none"> i) Reward Training ii) Escape Training iii) Avoidance Training iv) Secondary Reward Training iv. Schedules of Reinforcement (Fixed Ratio, Variable Ratio, Fixed Interval, Variable Interval) v. Types of Instrumental conditioning <ul style="list-style-type: none"> Reward learning Punishment learning Omission learning Escape learning Avoidance learning 	Classroom Teaching	11
3	Learning ,Nature, Scope, Types and Methods		
	<ul style="list-style-type: none"> i. Types of Learning <ul style="list-style-type: none"> i) Verbal Learning ii) Motor Learning iii) Problem Solving ii. Methods of Learning <ul style="list-style-type: none"> i) Whole versus Part Method ii) Massed versus Distributed Practice iii) Recitation Method iii. Determinants of Learning <ul style="list-style-type: none"> i) Nature of Learning Material ii) Methods of Practice (Method of complete presentation, anticipation and paired associates) iii) Personal Characteristics of a Learner iv. Observation Learning <ul style="list-style-type: none"> i) Paying Attention ii) Retention 	Group Discussion	11

	iii) Production process iv) motivation v. Latent Learning		
4	Remembering and Forgetting		
	i. Memory: Nature, Scope and Types ii. Methods of Measuring Retention i) Method of recall ii) Method of Recognition iii) Method of Relearning iii. Retention and Forgetting - The curve of retention - The curve of forgetting iv. Factors Influencing Retention and Forgetting i) Rate of original learning ii) Over learning iii) Periodic reviews iv) Kind of material v) Intention to learn v. Theories of forgetting i) Decay Theory ii) Interference (Retroactive and Proactive Inhibition) iii) Motivated forgetting	Student Led Class	11

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.



Dr. C.P. Labhane
Professor & Head
U G & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-V

PSY-354: Cognitive Psychology

Credits: 3

Marks:75 (Internal Examination: 15 + External Examination:60)

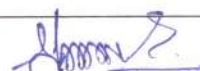
Learning Objectives:

- 1) To introduce the nature and basic processes of cognitive psychology to students.
- 2) To acquaint the students with the application of cognitive process in day-to-day life

Learning Outcomes:

1. Understanding basic processes of cognitive psychology to students.
2. Acquaint the students with the application of cognitive process in day-to-day life.

UNIT	TOPIC	METHOD	Number of Lectures
1	Introduction to Cognitive Psychology		
	i. Origin and meaning of cognitive psychology ii. Modern cognitive psychology and Some controversies that influence the use of cognitive psychology iii. Current status and paradigms of cognitive psychology iv. Methods of cognitive psychology: - Naturalistic observation, case studies, systematic observation and survey v. Application-Cognitive style – As it is today playing	Classroom Teaching	12
2	Paying Attention		
	i. Definition, Characteristics and types of attention ii. Theories selective attention-The Filter model, Broadbent and The Attenuation model, Treisman iii. Divided Attention-Dual -Task performance, The Attention hypothesis of Automatisation, The psychological refractory period iv. Automaticity and the effect of practice-The stroop task, Automatic verses controlled processing, Feature integration theory v. Application- Neuro-Psychological studies of attention	Student Led Class	11
3	Perception Process		
	i. Definition and nature of Perception ii. Gestalt approaches to perception- Bottom up processes, Top down processes iii. Perceptual illusions: - Visual illusion and illusion of motion iv. Perceptual constancies: - Size, Shape and Brightness v. Application- Subliminal perception and extra sensory perception	Classroom Teaching	11



4	Thinking and Problem solving		
	i. Definition and types of thinking ii. Theories of thinking: - Central theory and peripheral theory iii. Definition and nature Problem solving iv. Problem solving approaches: - Algorithm technique, Heuristics v. Application: - Lateral thinking – Six thinking hats techniques	Classroom Teaching	11

References:

Text Books: -

- Sternberg, R.J. (2007). Cognitive Psychology. Australia: Thomson Wadsworth.
Solso, R. L. (2004). Cognitive Psychology (6th ed). Delhi: Pearson Education.
Matlin, M. (1994). Cognition. Bangalore: Harcourt Brace Pub.
Galloti, K.M. (2004) Cognitive Psychology In and Out of libraratory, USA: Thosman wadesworth
Kellogg, R.T.(2007). Fundamentals of Cognitive Psychology. N.D. Sage Publications.

References Books

- Best J.B. (1999) Cognitive psychology – USA: Wadsworth Publishing Co. 2Galotti K.M.(2001) Cognitive psychology 2nd edition New Delhi, Wiley
Borude. R.R. (2005) Bodhanik Manasshastra, Chhaya Publication. Aurangabad
Wade, C. and Tavis, C. (2007). Psychology. ND: Pearson Education.
Jahnke, J. C. & Nowaczyk, R.H. (1998). Cognition. Upper Saddle NJ: Prentice Hall.
Burne, L.E., Dominowski, R.L. & Loftus, E.E. (1979). Cognitive processes. NJ: Prentice-Hall.
Gavin, H. (1998). The essence of cognitive psychology. London: Prentice-Hall.
Corens, S., Ward, L.M., & Enns, J. (1994). Sensation and perception. NY: Harcourt Brace & Co.
Messer, D. & Miller, S. (1999). Exploring developmental psychology. London:Arnold.
Flavell, J.H. (1985). Cognitive development (2nd ed) NJ: Prentice Hall.
Best, J. B. (1999). Cognitive Psychology. USA: Wadsworth Publishing Co.
Guenther R. K. (1998). Human Cognition. New Jersey: Prentice-Hall.



Dr. C.P. Labhane
Professor & Head
U G. & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-V

PSY-350: Counselling Psychology

Credits: 2

Marks:75 (Internal Examination: 15 + External Examination:60)

Learning 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.

Learning Outcomes:-

1. To set counselling techniques and therapies to improve emotional management.
2. To discuss interventions and therapeutic benefits those occur within a mental health practice.

UNIT	TOPIC	METHOD	Number of Lectures
1	Nature and Goals of the Counseling Psychology		
	i. History, meaning & definitions of counselling. ii. Difference between Guidance & Counselling. iii. Major goals of counselling. iv. Areas (problems) & need of the counselling. v. Professional and Ethical Issue of counsellor.	Classroom teaching	12
2	Counseling Interview and Psychological Testing		
	i. Attending and influencing skills in counselling. ii. Influence strategies in counselling. iii. Psychological test, its uses and limitation of the use in counselling. iv. Types of Psychological test. v. Factors affecting on Psychological test results.	Experimental Learning	10
3	Counseling Areas		
	i. Family Counselling. ii. Pre-marital and marital Counselling. iii. Counselling for drug addicts. iv. Career Counselling. v. Group Counselling	Student Led Class	11
4	Counseling Skills		



i. Building the counselling relationship- the core part of counselling ii. Listening skills- use of body language, paraphrasing, reflection of feelings iii. Questioning skills- types of questions, dealing with reluctant and resisting client iv. Feedback skills- monitoring skills, v. interpretation, role playing	Group Discussion	10
--	-------------------------	-----------

References:

- Books for Reference. Gelso C.L. Fretz D.R.(1995) counselling Psychology, Prism Books Pvt.Ltd. Bangalore.
- Gorey Gerald (2011) counselling and Psychotherapy - Theory & practice : change learning, India. First Edition, New Delhi - 110092
- Kockhar S.K. (1993) Guidance and counselling in colleges and Universities Sterling Publishers Pvt.Ltd., New Delhi.
- Narayan Rao S : (2002) Counselling Psychology IIIndEdition, Tata Mc.Grraw Hill Publishing Company Ltd., New Delhi.
- Patri V.R.(2001) Counselling Psychology 1st Edition, Authors Press, New Delhi.
- Welfel Ellizabeth R. Patterson Levis E. The counselling Process : Change Learning, Sixth India Edition, Dew Delhi. 110092.



Dr. C.P. Labhane
Professor & Head
U G. & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-V

PSY-001: Industrial and Organizational Behaviour

Credits: 3

Marks:75 (Internal Examination: 15 + External Examination:60)

Learning Objectives :

1. The Principles and challenges related to Industrial and Organizational Behaviour at the levels of individual , team and organization.
2. The work done in Industrial and Organizational Behaviour.
3. The Personal selection and training.

Learning Outcomes :

1. To understand the main theories of Organizational Behaviour .
2. To help students understand organizational behavior and management.

UNIT	TOPIC	METHOD	Number of Lectures
1	Importance of Organizational Behavior and Organizational Development		
	i. Meaning and Nature of Organizational Behaviour ii. Trends and challenges to OB – globalization , diversity , ethics iii. Meaning and nature of Organizational Development {OD} iv. Systems Theory of Organizational Development v. Application – Organizational change	Classroom teaching	12
2	Personal Selection and Training		
	i. Job Profile, job analysis and Recruitment techniques ii. Personal Selection -Non -Testing Methods <ul style="list-style-type: none">• Selection Interview• Application Blanks• Biological Inventories• Projective Personality Analysis of Application Blanks iii. Personal Selection – Testing Methods <ul style="list-style-type: none">• Measurement of Abilities• Special Aptitude Tests• Measurement of Personality• Measurement of skills and Achievement iv. psychological principles in training and training for knowledge and skill v. Evaluation of Training Programmed	Student Led Class	11
3	Evaluating Job Performance		

	i. The Uses of Performance Evaluation ii. Sources of Evaluation iii. Appraisal Rating System iv. Non – Rating Evaluation Methods v. Application → 360 Degree Evaluation	Classroom Teaching	11
4	Job Satisfaction		
	i. Job Satisfaction as a job attitude. ii. Components of job satisfaction : Satisfaction with work, with pay and with Supervision. iii. Measuring job satisfaction : Job Descriptive Index, Minnesota Satisfaction iv. Theories of job satisfaction : Motivator - Hygiene Theory , Dispositional approach v. Application : Relationship of job satisfaction to productivity and withdrawal behavior.	Class Discussion	11

REFERENCES:-

- Luthans F. (1995) Organizational behavior (7thed) New York:McGraw-Hill,inc
 Robbins,S.P.& Sanghi, S.(2007) Organizational behavior (11th Ed).New Delhi: Pearson Education.
 Robbins,S.P.,Jude,T.A; and Sanghi,A (2009).Organizational behavior N.D. Pearson Prentic Hall
 Pandit,R., Kulkarni, AV.& Gore, C.(1999) Manasashastra: Audyogikaanivyavasayikupayojan Nagpur: Pimpalpure& Co
 Gadekar, Jamale, Rasal(2013), Audyogikva Sanghatanatmak Manasshastra
 Aamodt, M.G. (2007). Industrial and Organizational psychology :An applied approach US: Thomson & Wadsworth.
 Meshane,et al. (2006).1st reprint. Organizational behavior. N.D.: Tata McGraw-Hall
 Miner,J.B. (1992).Industrial and Organizational psychology : N.Y. McGraw-Hill
 Singh (2015). Organizational Behaviour : Text and Cases,2/e-pearson ,Education



Dr. C.P. Labhane
 Professor & Head
 U G & P.G.Dept.of Psychology
 M.J.College,Jaigaon (M.S.)

T.Y.B.A. (Psychology), Semester-V
PSY-002: Advance Social Psychology

Credits: 3

Marks:75 (Internal Examination: 15 + External Examination:60)

Learning Objectives :-

1. Understand the basics of social psychology
2. Understand the nature of self concept, self esteem and self presentation of the individual

Learning Outcomes :-

1. Identify and evaluate the current and historical research, and research methods of social psychology.
2. Define Social Psychology and Social Cognition

UNIT	TOPIC	METHOD	Number of Lectures
1	Introduction to Social Psychology		
	i. Social Psychology : Definition , Nature, and subject matter of social psychology. Three Levels of social behavior . ii. History of social psychology iii. Methods of social psychology <ul style="list-style-type: none"> • Experimental methods :- Laboratory Experiments , Field Experiments , Quasi Experiments • Field methods :- Ex- Post Facto field studies , Correlational studies ,Survey method , Case Study iv. Tools for collecting information :- Observation ,Self report inventories , Archival research v. Application social psychology and Education	Classroom teaching	12
2	The Self of Social world		
	i. The self :- The concept of self identity a) Self Concept ii. Additional aspects of self functioning <ol style="list-style-type: none"> 1) Self Focusing 2) Self Monitoring 3) Self Efficacy 4) Focus of Control 5) Learned Helplessness iii. Self Esteem iv. Self – Presentation , Self Handicapping , Fake Modesty , Impression management v. Impression Formation :- Cognitive Approach	Student Led Class	11

3	Social Cognition and Social Perception		
	i. Difference of Social Cognition and social perception ii. Effect of Schema on social cognition iii. Theories of Attribution iv. Potential sources of error in social cognition v. Affect and Cognition	Classroom Teaching	11
4	Communication		
	i. Communication : Definition Meaning , Communication process. ii. Functions of communication. iii. Nonverbal communication : Coding , Spatio - Temporal codes , Artificial codes , Mediotory codes. iv. Effective communication. v. Communication skills.	Class Discussion	11

References :-

Baron , R.A., Branscombe , N.R., & Byrne, D. Bharadwaj , G. (2008) – Social Psychology (12th ed.), New Delhi : Pearson Education , Indian subcontinent adaptation 2009.

Aronson, E., Wilson, T.D., & Akert, R.M. – Social Psychology. (6th edi.), New Jersey : Pearson Education prentice Hall (2007).

Baumeister, R.F, & Bushman, B.J. – Social Psychology and Human Nature, International student edition, Thomson Wadsworth USA (2008).

Myers, D.G – Social Psychology . (8th edi.), Tata McCraw – Hill Publication, (2006) .

पलसाने, तळवलकर - सामाजिक मानसशास्त्र, कॉन्टिनेन्टल प्रकाशन, पुणे - (२०००).

चौधरी जी. बी., पवार बी. एस. - प्रगत सामाजिक मानसशास्त्र, प्रशांत पब्लिकेशन्स, जळगाव (२००८).

तडसरे, तंबाके, पाटील, दरेकर – सामाजिक मानसशास्त्र, फडके प्रकाशन, कोल्हापूर (२००३).

घाटोळे रा. ना. - सामाजिक मानसशास्त्र, मंगेश प्रकाशन, नागपुर (१९९८).



Dr. C.P. Labhane
Professor & Head
U G. & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-VI
PSY-361: Research Method in Psychology

Credits: 3

Marks:75 (Internal Examination: 15 + External Examination:60)

Learning Objectives

This course aims at enabling students to –

1. The basic research concepts
2. Steps in research process
3. The basic terminology of advanced research techniques.

Learning Outcome:

1. To understand the process of research methodology in psychology.
2. Demonstrate knowledge of research process.

UNIT	TOPIC	METHOD	Number of Lectures
1	Research Design		
	i. Research Design- definition, principles and control of variance ii. Between group design- single group and two group design iii. factorial design-simple factorial designs iv. multi-factorial design v. Quasi experimental design- time series, equivalent time series, non equivalent control group design	Classroom teaching	12
2	Multivariate Data Analysis		
	i. factor analysis- nature and concept in factor analysis ii. factor analysis, regression analysis and cluster analysis iii. steps of factor analysis iv. techniques of factor analysis v. Multiple regression- Canonical and discriminate analysis	Experimental Learning	11
3	Scaling Techniques		
	i. process of scaling techniques ii. problems in scaling techniques iii. importance of scaling techniques iv. types of scaling v. techniques and limits of scaling	Classroom Teaching	12

4	Report Writing		
	i. scientific communications ii. preparing research proposal- APA style iii. Research report- report writing steps, report structure, report writing style iv. report typing v. evaluation of report	Problem Solving Method	12

References-

- Anastasi, A. (1990). *Psychological Testing*. McMillan
- Kerlinger, F.N. (1994). *Foundations of Behavioural Research* (3rd ed.)
- Goodwin, J. (2009). *Research in psychology: Methods in Design*. (6th ed.) Wiley.
- Shaughnessy, J.J. & Zechmeister, E.B. (1997). *Research Methods in Psychology* (4th ed.)
- Edward, A.L. (1985). *Experimental Designs in Psychological Research*, Harper and Row
- Singh, A.K. (2006). *Tests, Measurement and Research Methods in Behavioural Sciences*. Bharti Bhavan. Patana.
- Gregory, R. J. (2008). *Psychological Testing- History, Principles and Applications*.
- Borude, R. R. (2008). *Research Methodology*. Pune vidyarthi Gruh Prakashan, Pune.

References-

- Dr. Desai Bharat, Dr. Abhyankar Shobhana, (2010) *Prayogic Manasshastra and sanshodhan paddhati*, Narendra Prakashan.
- Dr. Borude R. R., (2005) *Pune Vidyarthigruh Prakashan*.
- Karlinger, F. N. (1995) *Foundations of Behavioural Research*. N. Y.: Holt Rinchart and Winston Inc.
- Kothari, C. R. (1980) *Research Methodology: Methods and techniques*. New Delhi: Wiley Eastern Ltd.
- Singh, A. k. (1998). *Tests, Measurements and Research Methods In Behavioural Sciences*. Patna: Bharati Bhavan.



Dr. C.P. Labhane
 Professor & Head
 U G & P.G. Dept. of Psychology
 M.J. College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-VI

PSY-362: Practical (Experiments)

Credits: 3

Marks:75 (Internal Examination: 15 + External Examination:60)

Learning 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.

Learning Outcomes:

1. Acquaint the students with Skills of scientific techniques of conducting experiments in psychology
2. To equip the students with the basic information and knowledge about conducting experiments and interpretation of the obtained results.

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

UNIT	TOPIC (Practical Any Six)	METHOD	Number of Lectures
I	Group A Psychophysics (Any Two)		
	i..Transfer of Learning ii..Method of Constant Stimuli iii..Method of Average Error iv..Color Preference	Practical	12
II	Group A Perception (Any Two)		
	i..Reaction time ii..Problem Solving – Pyramid Puzzle / Wiggly Blocks / Hear and Bow Puzzle iii..Span of Attention	Experimental Learning	12
III	Group A Others (Any Two)		
	i..Multiple Choice Problem ii..Maze Learning iii..Concept Formation	Practical	12
IV	Statistics		
	i..S.D. (Standard Deviation) ii.. 't' Test	Practical	11



Dr. C.P. Labhane
Professor & Head
U G 21 P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

References

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



Dr. C.P. Labhane
Professor & Head
U.G. & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-VI

PSY-363: Experimental Psychology in Modern Life (Theory)

Credits: 3

Marks:75 (Internal Examination: 15 + External Examination:60)

Learning Objectives:

1. To develop the spirit of scientific inquiry about psychological processes in human participants.
2. To help students understand the basic steps in psychological experiments.

Learning Outcomes:

1. Equip the students with the basic information and knowledge about conducting experiments and interpretation of the obtained results.
2. Acquaint the students with the basic concepts of psychophysics.

UNIT	TOPIC	METHOD	Number of Lectures
1	Psychophysics		
	i. Psychophysics: Nature, scope and basic concepts- Sensitivity, Thresholds (AL, DL, TL), Point of Subjective Equality (PSE) ii. Methods of Psychophysics i) Method of limit, ii) Method of constant stimuli iii) Method of average error iii. Errors in Psychophysics iv. Laws in Psychophysics: Weber, Fechner and Steven's Law v. Applications of Psychophysics	Classroom teaching	12
2	Perceptual Processes		
	i. Attention: Nature and Scope- Types of Attention: (Divided, Selective and Sustain Attention), Determinants of Attention ii. Theories of Attention- Bottleneck Theory, Automatic Vs Controlled Processing, and Feature Integration Theory. iii. Perception: Nature, Characteristics and Processes of Perception iv. Perception of Distance: Monocular and Binocular cues v. Reaction Time: Nature, Scope, Types, Determinants and Applications	Experimental Learning	11

3	Thinking and Problem Solving		
	i. Thinking: Nature, definition and kinds of Thinking ii. Theories of thinking: Central Theory and Peripheral-Central Theory iii. Problem Solving: Nature of problem, Types of problems, Understanding the problem, Approaches in problem-solving, Factors influencing Problem Solving iv. Reasoning: Formal logic and Limitations v. Decision Making: Stages and heuristics	Classroom Teaching	13
4	Emotional Behavior		
	i. Nature and scope Emotion ii. Physical Changes – Respiratory changes, changes in blood circulation, PGR, Muscular tension, other physical changes iii. Emotional experience and Facial Expressions iv. Emotion Formation v. Basics of Emotions and Development	Classroom Teaching	12

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.



Dr. C.P. Labhane
 Professor & Head
 U.G. & P.G. Dept. of Psychology
 M.J. College, Jalgaon (M.S.)

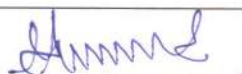
T.Y.B.A. (Psychology), Semester-VI**PSY-364: Cognitive Psychology-II****Credits: 3****Marks:75 (Internal Examination: 15 + External Examination:60)****Learning Objectives**

1. To improving Decision making skills
2. To understand memory and cognitive phenomenon
3. Create awareness about the role of biological factors in learning and memory process 1.1
Definition, nature and types of learning

Learning Outcomes:

1. Understanding the function of brain
2. Create awareness about the role of biological factors in learning and memory process

UNIT	TOPIC	METHOD	Number of Lectures
1	Method of Learning		
	i. Conditioning – classical and operant conditioning ii. Shaping and schedule of reinforcement iii. Trial and error: - Thorndike experiment and laws, Insight learning - Kohler iv. Method of Learning:- Latent and Observation Learning v. Application: - classical and instrumental learn	Classroom teaching	12
2	Memory and Forgetting		
	i. Definition, nature and process of memory ii. Types of memory: - sensory memory, short term memory and long term memory iii. Models of memory: - Craik and Lockhart's level of processing approach, Tulvings model, encoding specificity model iv. Definition and cause of forgetting v. Application- Memory improvement techniques	Experimental Learning	11
3	Language Production		
	i. Definition and nature of language ii. Understanding spoken language - Speech perception, constituent structure and factors that effect on comprehension iii. Reading: - Sensory processing, word recognition and reading comprehension iv. Writing: - Speech vs writing and a cognitive task in writing v. Application- PET scan and language	Classroom Teaching	12



Dr. C.P. Labhane
Professor & Head

U.G. & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

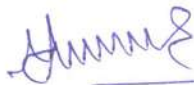
4	Decision making and Creativity		
	i. Definition and types of reasoning: - deductive, inductive ii. Meaning and phases of decision making iii. Definition, nature and stages of creativity iv. State of measuring creativity v. Application- improving decision making	Classroom Teaching	10



Dr. C.P. Labhane
Professor & Head
U G. & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

References:

- . Best J.B. (1999) Cognitive psychology – USA: Wadsworth Publishing Co.
- . Galotti K.M.(2001) Cognitive psychology 2nd edition New Delhi, Wiley
- . Borude. R.R. (2005) Bodhanik Manasshastra, Chhaya Publication. Aurangabad
- . Matlin, M. (1994). Cognition. Bangalore: Harcourt Brace Pub.
- . Sternberg, R.J. (2007). Cognitive Psychology. Australia: Thomson Wadsworth.
- . Kellogg, R.T.(2007). Fundamentals of Cognitive Psychology. N.D. Sage Publications.
- . Solso, R. L. (2004). Cognitive Psychology (6th ed). Delhi: Pearson Education.
- . Wade, C. and Tavris, C. (2007). Psychology. ND: Pearson Education.
- . Jahnke, J. C. & Nowaczyk, R. H. (1998). Cognition. Upper Saddle NJ: Prentice Hall.
- . Burne, L.E., Dominowski, R.L. & Loftus, E.E. (1979). Cognitive processes. NJ: Prentice-Hall.
- . Gavin, H. (1998). The essence of cognitive psychology. London: Prentice-Hall.
- . Corens, S., Ward, L.M., & Enns, J. (1994). Sensation and perception. NY: Harcourt Brace & Co.
- . Messer, D. & Miller, S. (1999). Exploring developmental psychology. London:Arnold.
- . Flavell, J.H. (1985). Cognitive development (2nd ed) NJ: Prentice Hall.
- . Best, J. B. (1999). Cognitive Psychology. USA: Wadsworth Publishing Co.
- . Guenther R. K. (1998). Human Cognition. New Jersey: Prentice-Hall.



Dr. C.P. Labhane
Professor & Head
U G. & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-VI**PSY-360: Counseling Application****Credits: 2****Marks:75 (Internal Examination: 15 + External Examination:60)****Learning 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.

Learning Outcomes:-


1. To improve new perspectives to see things differently.
2. To improve healthy relationship and communication between clients and psychologist.

UNIT	TOPIC	METHOD	Number of Lectures
1	Psychoanalytic therapy		
	i. Nature and Personality structure in Psychoanalytic therapy. ii. Conscious, Unconscious and anxiety in Freudian therapy. iii. Defence mechanism & its types. iv. Psycho-social & Psychosexual Development in Freudian therapy. v. Therapeutic procedures and application of Freudian therapy.	Classroom teaching	12
2	Adlerian and person Centered therapy		
	i. Nature and basic concept in Adlerian therapy. ii. Adlerian Therapeutic procedure and application. iii. Nature and basic concept in person centred therapy. iv. Therapeutic procedure in person centred therapy and application. v. Person centred expressive Arts therapy & its principles.	Classroom Teaching	11
3	Behavioural Cognitive behavioural and Yoga therapy		
	i. Classical Conditioning therapy and its applications. ii. Operant Conditioning therapy and its application. iii. Rational Emotive Behaviour therapy and its application. iv. Meaning and Nature of Yoga therapy. v. Definition of meditation, Nature and types of meditation.	Classroom Teaching	11

4	Adjunctive Therapies	Classroom Teaching	11
	i. Play Therapy (Directive and Non-directive Play Therapies) ii. Art Therapy (Meaning and types- Painting, Drawing, Photography, Sculpture, Clay Therapy) iii. Dance and Music Therapy (Meaning and Uses) iv. Yoga and Vipassana (Meaning and Uses) v. Meditation		

Books for Reference.

- Gelso C.L. Fretz D.R.(1995) counselling Psychology, Prism Books Pvt.Ltd. Banglore.
- Gorey Gerald (2011) counselling and Psychotherapy - Theory & practice : change learning, India. First Edition, New Delhi - 110092
- Kockhar S.K. (1993) Guidance and counselling in colleges and Universities Sterling Publishers Pvt.Ltd., New Delhi.
- Narayan Rao S : (2002) Counselling Psychology IIndEdition, Tata Mc.Graw Hill Publishing Company Ltd., New Delhi.
- Patri V.R.(2001) Counselling Psychology 1st Edition, Authors Press, New Delhi.
- Welfel Ellizabeth R. Patterson Levis E. The counselling Process : Change Learning, Sixth India Edition, Dew Delhi. 110092.



Dr. C.P. Labhane
Professor & Head
U G. & P.G. Dept. of Psychology
M.J. College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-VI

PSY-003: Industrial and Organizational Psychology

Credits: 3

Marks:75 (Internal Examination: 15 + External Examination:60)

Learning Objectives :-

1. The principles and challenges related to Industrial and Organizational Psychology at the levels of individual, team and organization.
2. Motivation at the Workplace
3. The Importance of Evaluating Job Performance

Learning Outcomes :-

1. To understand the main history
2. To help students understand motivation and Evaluating Job Performance

UNIT	TOPIC	METHOD	Number of Lectures
1	Industrial and organizational psychology- Nature and Scope		
	i.I/O Psychology : Meaning , subject matter and functions of Industrial Psychology ii. -: The history of I/O Psychology iii.-: I/O Psychology in the present iv.-: Future of I/O Psychology v.-: Application: Industry – Academia Connect	Classroom teaching	11
2	Motivation at the workplace		
	i.-: Concept and Classification of work Motivation. ii. -: Need Theories, -: Maslow's, Herzberg, Achievement Theory. iii. -: Cognitive Theories-: Equity Theory, Goal Setting Theory, Self -Efficacy Theory iv.-: Motivation -: Self -Discipline Model – Seven Step Process v. -: Application -: Using motivation theory at work	Classroom Teaching	11
3	Leadership		
	i.-: What is Leadership ii. -: Approches to Leadership iii. :-Fiedler's Contingency Model iv. :-Specific Leadership Skills v. -: Leadership Through Vision Transformation Leadership	Classroom Teaching	13

4	Human Engineering		
	i.:- History and Scope of Engineering Psychology ii. :- Person-Machine System iii. :- Workspace Design iv. :- Displays :- Presenting Information v. :- Controls : Taking Action	Classroom Teaching	10

REFERENCES:-

- Luthans F. (1995) Organizational behavior (7thed) New York:McGraw-Hill,inc
 Robbins,S.P.& Sanghi, S.(2007) Organizational behavior (11th Ed).New Delhi:
 Pearson Education.
 Robbins,S.P.,Jude,T.A; and Sanghi,A (2009).Organizational behavior N.D. Pearson
 Prentic Hall
 Pandit,R., Kulkarni, AV.& Gore, C.(1999) Manasashastra: Audyogikaanivyavasayikupayojan
 Nagpur: Pimpalpure& Co
 Gadekar, Jamale, Rasal(2013), Audyogikva Sanghatanatmak Manasshastra
 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-Hall
 Miner,J.B. (1992).Industrial and Organizational psychology : N.Y. McGraw-Hill
 Singh (2015). Organizational Behaviour : Text and Cases,2/e-pearson ,Education



Dr. C.P. Labhane
 Professor & Head
 U G. & P.G. Dept. of Psychology
 M.J.College, Jalgaon (M.S.)

T.Y.B.A. (Psychology), Semester-VI
PSY-004: Advance Social Psychology

Credits: 3

Marks:75 (Internal Examination: 15 + External Examination:60)

Learning Objectives :-

1. Define and Explain concepts of stereotype, prejudice, discrimination and the conditions that reduce prejudice.
2. To the structure and function of group behaviours.

Learning Outcomes :-

1. Understand the relationship between the person and the situation and its influence on attitudes, prejudice, and interpersonal relationships.
2. Identify the group behavior areas of social influence, conformity, obedience.

UNIT	TOPIC	METHOD	Number of Lectures
1	Attitude, Prejudice and Stereotyping		
	i.- Attitudes: Definition Nature and Dimentions ii.- Attitudes formation and measurement iii.- Theories of attitude iv.- Prejudice: Definition and source v.- Stereotypes Reducting prejudice	Classroom teaching	12
2	Social Influence and Prosocial Behaviour		
	i.- Social Influence: Definition and nature ii.- Conformity • Sheriff Experiment • Ash's Experiment iii.- Factors affecting conformity Cohesiveness , Group size , Social support iv.- Compliance:- Basic Principles , Two steps to compliance v.- Motivation behind Prosocial Behaviour	Classroom Teaching	11
3	Groups and Individuals		
	i.- Groups: Nature and Functions ii.- Effects of the Presence of others iii.- Social Loafing – Letting others do the work iv.- Coordination in Groups :- Cooperation or conflict v.- Application:- Decision making by groups. How it occurs and the pit falls it faces	Classroom Teaching	11
4	Close Relationship		

i.:- Friendship : Establishing relationship within and beyond Family ii. :- Loneliness : Life without a close relationship iii. :- Love : Meaning of love, Varieties of Love , Theories of Love iv. :- Maintaining close relationship v. :- Ending of Relationship : Divorces , Detachment process	Classroom Teaching	11
--	--------------------	----

References :-

Baron , R.A., Branscombe , N.R., & Byrne, D. Bharadwaj , G. (2008) – Social Psychology (12th ed.), New Delhi : Pearson Education , Indian subcontinent adaptation 2009.

Aronson, E., Wilson, T.D., & Akert, R.M. – Social Psychology. (6th edi.), New Jersey : Pearson Education prentice Hall (2007).

Baumeister, R.F, & Bushman, B.J. – Social Psychology and Human Nature, International student edition, Thomson Wadsworth USA (2008).


Myers, D.G – Social Psychology . (8th edi.), Tata McCraw – Hill Publication, (2006) .

पलसाने, तळवलकर - सामाजिक मानसशास्त्र, कॉन्टिनेन्टल प्रकाशन, पुणे - (२०००).

चौधरी जी. बी., पवार बी. एस. - प्रगत सामाजिक मानसशास्त्र, प्रशांत पब्लिकेशन्स, जळगाव (२००८).

तडसरे, तंबाके, पाटील, दरेकर - सामाजिक मानसशास्त्र, फडके प्रकाशन, कोल्हापूर (२००३).

घाटोळे रा. ना. - सामाजिक मानसशास्त्र, मंगेश प्रकाशन, नागपुर (१९९८).



Dr. C.P. Labhane

Professor & Head

U.G. & P.G. Dept. of Psychology

M.J. College, Jalgaon (M.S.)