

उत्तर महाराष्ट्र विद्यापीठ, जळगाव

सुधारित अभ्यासक्रम एम.ए. - मानसशास्त्र

(भाग - २)

जून २००३ पासून

Master of Arts

Revised Syllabus for Psychology

(Part - II)

w.e.f. June, 2003

North Maharashtra University, Jalgaon

Revised Syllabus for M.A. Psychology

Group – A : Paper – V (a)

Modern Social Psychology and its application for human life

With Effect from June 2003

OBJECTIVES :

1. To acquaint the student with basic concept, theories and methodology of social psychology.
2. To guide the student to understand the causes and consequences of social behaviour.
3. To make aware about the multiple social problems and the ways to resolve.
4. To help the students to know the application of social psychology in different modes of life.
5. To aware them for modern concepts.

1. Nature – definition – scope of social psychology.

- 1.1 Brief history.
- 1.2 Present status of social psychology.
- 1.3 Meaning and definition.
- 1.4 Levels of social behaviour.
- 1.5 Methods of social psychology.
- 1.6 Theories of social psychology.
- 1.7 Problems of social psychology.

2. Social – perception – cognition.

- 2.1 Knowing others and our selves.
- 2.2 Attribution process.
- 2.3 Understanding the social world.

3. Attitude – Prejudices – Discrimination

- 3.1 Attitude – formation – the oratical approaches – dimension measurements.
- 3.2 Theories of attitude change.
- 3.3 Prejudices – origins – approaches – Reducing prejudices and discriminations.
- 3.4 Stereotypes – discrimination.

4. Interpersonal attraction and close relationship.

- 4.1 Need for social attraction – situational influences – factors underlying interpersonal attaches – Reciprocity, positive qualities – physical attractiveness – physical appearance.
- 4.2 Friendship – establishing relationship within and beyond family – loneyness, life without a close relationship.
- 4.3 Love- meaning- varieties, theories, sex.
- 4.4 Maintaining close relationship – attachment – Marital, happiness.
- 4.5 Altruism – helping others.

5. Communication process and social life.

- 5.1 Nature of communication.
- 5.2 Verbal – Nonverbal communication.
- 5.3 Formal – informal communication.
- 5.4 Body language and other ways of communication.

6. Attitude – Prejudices – Discrimination

- 6.1 Attitude – formation – the oratical approaches – dimension measurements.

- 6. **Social influence in life.**
 - 6.1 Conformity - compliance - techniques - obedience
 - 6.2 Social power and types.
 - 6.3 Leadership - characteristics - functions - theories - gender differences.
 - 6.4 Group formation - types - functions.
- 7. **Community psychology in action.**
 - 7.1 Nature - scope - community psychologist
 - 7.2 Social indicators
 - 7.3 Population theories - prevention
 - 7.4 Problems - child abuse, child labourer, women victimization, delinquency - violence - aggression, harassment, dowry death - drug addiction.
- 8. **Community its application for health**
 - 8.1 Health psychology - stress - coping with stress health problems.
 - 8.2 Nature of stress - sources - effects.
 - 8.3 Problems of community health - behavioural disorders - physically disabled.
 - 8.4 Behavioural medicine - group therapy.
 - 8.5 Social medicine - family planning, sanitation, entomology, environment.
- 9. **Family approach of social psychology**
 - 9.1 Family psychology
 - 9.2 Family interactions - marriage - disorganisation divorce - distitudes
 - 9.3 Family problems and child rearing
- 10. **Social psychology in action**
 - 10.1 Environmental effect of human behaviour.
 - 10.2 Law and justice - Socio-psychological factor - eye witness - defendant.
 - 10.3 Corruption - social aspect - Nature - Factors - Criminal behaviour - Juvenile delinquency.
 - 10.4 Media - Crime - advantages - effect.
 - 10.5 Sports - audience - athletes encouragement - national morale - integration - gender difference - performance.

Books for Reference and Reading

1. Barron R. and Byrne D - Social Psychology
Printice Hall of India 8th edition, 1998
2. Myers D. Social Psychology
TMH - 1996, 5th edition
3. Misra girishwar : Applied Social Psychology
Sage Publication - 1998.
4. Raven B.J. - Rubin , Social Psychology, 1983.
5. Shannugah T.E. - Community Psychology (1997)
Kalpha Publication, Madra.
6. Madati G.R. Indian Social Problems
Vol I, II, 7th edition
7. Goldstein L. Krasher - Hardera applied psychology
New edition Pergamon press 1999.
8. Feldman - Social Psychology (New edition)
Wiley Publication 1996
9. Lindey - Vol. of applied social psychology
Vol. 1 to 6
Wiley Publication 1998.

North Maharashtra University, Jalgaon
Revised Syllabus for M.A. Psychology
Group – A : Paper – VI (a)
Psychology of Human Resource Development in Education
With Effect from June 2003

100 marks

OBJECTIVES : To acquaint the students with

1. Model of HRD
 2. Nature of abilities, individual differences and applications.
 3. Role of teacher in HRD.
 4. To teach exceptionals.
1. **Human Resource Development**
 - 1.1 Meaning – nature – fields of educational psychology.
 - 1.2 HRD basic concept.
 - 1.3 Relevance of HRD in educational setting.
 - 1.4 Role of individual and groups differences in HRD.
 2. **Model of Learning.**
 - 2.1 Gagne – Cumulative model.
 - 2.2 Burner – Learning by discovery
 - 2.3 Ausubel Expository teaching
 - 2.4 Bloom – Mastery approach
 - 2.5 Information processing approach
 3. **Learning Theories**
 - 3.1 Hull theory
 - 3.2 Tolman's theory
 - 3.3 Skinners approach
 - 3.4 Guthrie theory
 - 3.5 Banduras theory
 4. **Theories of human abilities**
 - 4.1 Spearman Thurston
 - 4.2 Guilford model
 - 4.3 Matarzo's neuro science theory
 - 4.4 Sternberg's Tairchie theory of intelligence
 - 4.5 Vernon's theory
 - 4.6 Creativity , creative person – abilities
 5. **Education to exceptions**
 - 5.1 Intellectual exceptionality
 - 5.2 The intellectual superior – Gifted
 - 5.3 Mental retardation – causes
 - 5.4 Mental retardation – types
 6. **Education to handicaps**
 - 6.1 Sensory handicaps – visinal – auditory
 - 6.2 Motor – speech handicaps
 - 6.3 Physically handicapped children – learning disturbances, autism, hyperactive reaction – unsocialized aggressive run away reaction
 - 6.4 Rehabilitation of disabled Psycho Educational assessment (Gifted and disabled)

7. **Characteristics of teacher and teaching models**
 - 7.1 Personal professional development
 - 7.2 Effective teaching and teaching models
 - Characteristics of good teachers.
 - Effective teaching with different subjects.
 - Effective teaching with different students.
 - 7.3 Teaching – models – cognitive- hierachical – intellectual – basic teaching
8. **Instructional strategies and techniques**
 - 8.1 Teacher centered
 - 8.2 Class centered
 - 8.3 Student centered
9. **Classroom Management**
 - 9.1 Physical design of the class room
 - 9.2 The goals of class room
 - 9.3 Planning for good management
 - 9.4 Maintaining effective management
 - 9.5 Need for communication
 - 9.6 Management and importance of extra curricula activities for development
 - 9.7 Creativity development through management's
10. **Evaluation of class room learning.**
 - 10.1 Purpose of evaluation.
 - 10.2 Norms referred testing.
 - 10.3 Criterion referred testing.
 - 10.4 Teacher made test.
 - 10.5 Type of evaluation.
 - 10.6 Modern methods of evaluation.

Books for Study and Reference

1. Woolf – folk Anita - 4th ed. Educational Psychology
Allyn and Eeon. (1999)
2. Mathur S.S. - Educational Psychology
Vinod Pustak Mandir, Agra (1998)
3. Narayan Rao - Educational Psychology
Wilay Eastern, New Delhi.
4. Tarachan R. Prakash - (1997) Advance Education psychology
Kanishka Publication
5. Cruisch Shank W.H. - (1975) Psychology and exceptional children
– Prentice Hall
6. Telfors C.S. Sawrey J.H. - (1972) The exceptional individual
Prentice Hall
7. Cruisch Shank & Johson - (1989) Revised education of exceptional children and
youth - Prentice Hall
8. Nicky Hayes - (1994) Foundation of Psychology
Routledge, London.
9. Khandwale P. - (1995) Fourth Eye Excellence through creativity
whcller publication.
10. Carson R.C. Butcher J.N. - (1992) Psychology – The science of behaviour Allyn
& Bacon.
11. Feldman R.S. - (1999) Understanding Psychology 5th edition.I.U.H.
Publication.

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North Maharashtra University, Jalgaon
Revised Syllabus for M.A. Psychology
Group – A : Paper –VII (a)
Guidance and Counselling
(Theory and Practice in Guidance and Counselling)
With Effect from June 2003

100 marks

OBJECTIVES : To acquaint the students with

- 1) Practical application for guidance
- 2) Counselling to others
- 3) Develop theoretical depth of students
- 4) Prepare them for self employment
- 5) To develop them for practical approaches

1. Nature and Scope of Guidance.

- 1.1 Meaning – function – models of guidance
- 1.2 Guidance and life goals
- 1.3 Occupational guidance
- 1.4 Types of guidance
- 1.5 The potential of man and guidance

2. Problems of guidance for individual and group level

- 2.1 Adjustments to different stages of life span
- 2.2 Problems of different stages
- 2.3 Problems of weaker section
- 2.4 Problems of national, social, family, human security

3. Appraisal in Guidance

- 3.1 Achievement and aptitude
- 3.2 Personality inventories
- 3.3 Interest and values
- 3.4 Projective test, situational – rating
- 3.5 Guidance of primary, secondary college level.

4. Organisation of Guidance services

- 4.1 Principles & organisations
- 4.2 Pattern of organising guidance services
- 4.3 Community guidance – Health – Education – Population – agricultural – diseases – natural resources.

5. Counselling Psychology

- 5.1 Nature – Scope – related field
- 5.2 Special problems and counselling – adolescent, adults, middlehood – aged-widows – destitutes- single parent families – childless couples – migrants unemployed.
- 5.3 Interdisciplinary approach – Sociology – Psychology – religion – economics – philosophy.
- 5.4 Present status of counselling and guidance in India modern trends.

6. Counselling process.

- 6.1 Preparation for counselling.
- 6.2 Counselling contents and process.
- 6.3 Steps in counselling.
- 6.4 Counselling interaction.
- 6.5 Role of counsellor.

7. **Group Counselling and status**
 - 7.1 Models of counselling.
 - 7.2 Values of counselling.
 - 7.3 Groups - meaning - function
 - 7.4 Types of groups. Work - Study - Training, Social.
8. **Counselling to special area.**
 - 8.1 Primary, High school and College level.
 - 8.2 Marital - sexual, vocational, community.
 - 8.3 Needs of counselling to area.
 - 8.4 Uses of counselling to special area.
 - 8.5 Counselling to handicapped, disadvantages.
9. **Counselling to applied areas.**
 - 9.1 Family - children - parent counselling.
 - 9.2 Delinquents - Juvenile delinquency
 - 9.3 Weaker section - child labour, divorced, rural, urban, tribal.
 - 9.4 Marriage - women, youth and related aspects.
 - 9.5 Reluctant clients - Drug addict.
10. **Counselling Interview.**
 - 10.1 Interviewing - association ideas.
 - 10.2 Counsellor - Counsellor relationship - techniques experience.
 - 10.3 Characteristics of good counsellor.
 - 10.4 Future application for counselling.

Books for Reading and References

1. Jones A.J. - (1977) Stettre and Stewards - Principles of Guidance TMH.
2. Trabler and North - Techniques of Guidance Harpercent Edition.
3. Narayanrao - (1992) Counselling Psychology - TMS.
4. Narayanrao S. - (1995) Counselling and Guidance TMH.
5. Fullman - Bernard - (1998) Counselling - Content - Process, Tempson Press, New, Delhi - I.
6. Fullman Bernard - (1999) Principles of Guidance Allied, Publication.
7. Shertzer stone - (1986) Fundamentals of Guidance (4th Edition) Houghton mittin Boston.
8. Lawise F.C. - (1970) Counselling Psychology, TMH, New Delhi

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North Maharashtra University, Jalgaon
Revised Syllabus for M.A. Psychology - (Part II)
Group – A & B : Paper –VIII
Practicals and Practicum
With Effect from June 2003

(I) **Practicals** 50 marks
 Select any 10 Practical from following.

- 1) Phi-Phenomenon
- 2) Visual depth
- 3) Psychophysical methods (any one)
- 4) Muller – Iyer illusion
- 5) Concept formation
- 6) Manual dexterity
- 7) Eye-hand coordination
- 8) Division of attention
- 9) Motivation and performance
- 10) Goal setting and performance
- 11) Serial learning
- 12) Paired associative learning
- 13) Transfer in learning
- 14) KOR
- 15) Recall-Recognition
- 16) Multiple Choice problem
- 17) Maze learning
- 18) Reaction time
- 19) Two hand co-ordination
- 20) Retroactive – Proactive inhibition/ STM-LTM
- 21) Mechanical aptitude/ clerical aptitude
- 22) Finger dexterity
- 23) Sales motivation
- 24) Work environment preference schedule
- 25) Problem solving

Division of marks for practical examination				Duration 3 hrs.	Marks 50
Performance	Record/Journal	Report writing	Viva	Total	
15	10	10	15	50	

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North Maharashtra University, Jalgaon
Revised Syllabus for M.A. Psychology
Paper –VIII - Practicals
With Effect from June 2003

(I) Practicals 50 marks

At the time of practicum examination the practicum is evaluated by the external examiner.

Division of marks for practicum examination Duration 3 hrs. Marks 50

Practicum report	Seminar (Internal)	Oral	Viva (internal)	Total
20	10	15	05	50

- 1) The practicum report included
Title–Introduction– Conceptual explanations – objectives – hypothesis – reviews
– methodology – results – interpretation- conclusion.
More than 18 pages types practical should be submitted at the time of
examination.
- 2) After practical examination practicum assessment and viva will be held.
- 3) Seminar in related subject should be held by the students under the guidance of
concern subject teacher.
- 4) A company visit should be made to any one of the following places Mental
hospital, disabled schools, remand homes, destitute huns, family counselling;
rehabilitation centers, industries, prison etc. On the basic of visit students are
required to prepare a report under the guidance of subject teacher.

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North Maharashtra University, Jalgaon
Revised Syllabus for M.A. (Part – II) Psychology
Group – B – Industrial Psychology
Paper –V (b) Personal Psychology
With Effect from June 2003

100 marks

1. **Personal Psychology and Industrial Organization.**
 - 1.1 Personal psychology and organization goals.
 - 1.2 Personal management.
 - 1.3 Constraints on personal decision.
 - 1.4 Age, Sex, and cultural differences.
 - 1.5 Occupational differences.
2. **Establishing Role Prescriptions.**
 - 2.1 The scope of job analysis.
 - 2.2 Developing job families.
 - 2.3 Criticism of job analysis.
3. **Personnel Selection.**
 - 3.1 Validation models and selection devices.
 - 3.2 The longitudinal prediction model.
 - 3.3 The concurrent model.
 - 3.4 The selection interviews.
 - 3.5 Application, biographical information blank, Psychological Tests.
4. **Management appraisal and Employee evaluation.**
 - 4.1 The behaviour of effective – ineffective managers.
 - 4.2 Judgemental appraisal.
 - 4.3 Objective measures of productivity and profit rating system.
 - 4.4 Attitude measurement.
5. **Training and Development.**
 - 5.1 Skill framing.
 - 5.2 Learning Principles – training needs – methods approaches.
 - 5.3 Executive training.
 - 5.4 Human relation and sensitivity training.
 - 5.5 Problem solving and creativity training stimulation.
 - 5.6 Rational training- evaluation training.
6. **Accident and safety**
 - 6.1 Personal and situational factors in accident.
 - 6.2 View accident behaviour.
 - 6.3 Safety behaviour.
7. **Performance Control.**
 - 7.1 The control model and human performance.
 - 7.2 The scheme of performance analysis.
 - 7.3 Corrective procedures.
8. **Labour Management Relationship.**
 - 8.1 Employee Participation.
 - 8.2 Motivation in Union membership.
 - 8.3 Union interaction with management.
 - 8.4 Nature of bargaining relationship.

Reading and Reference Books :

1. Minar J.B. – Personnel Psychology
The McMillan Company , 1967.
2. Kaorman A.K. – Industrial and Organizations Psychology
1992.
3. McCormic and Tiffin – Industrial Psychology
Prentice Hall.

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North Maharashtra University, Jalgaon
Revised Syllabus for M.A. Psychology
Group – B - Paper –VI (b) Consumer Psychology
With Effect from June 2003

100 marks

1. **The scope of consumer psychology.**
Scope and fields of consumer behaviour – economical perspective – theoretical perspective – decision approach, consumer analysis in marketing – comprehensive models.
2. **Marketing Management and consumer behaviour**
The problems of consumer behaviour – Theories of consumer, choice learning and communication.
3. **Consumer Research**
Delineating the market reaching – the market maintaining and expanding the market.
4. **Methods**
Testing the effectiveness of printed advertisement – Radio, Television research – consumer opinion survey – behavioural studies – consumer purchaser – product testing.
5. **Motivational and personality factor in buying behaviour.**
Motivation research – personality studies of consumer – product image.
6. **Advertising**
Nature – research – appeal- falling tone, form and structure of advertisement – mechanical aspects of printed advertisement – Trade mark and other reduced cues – Institutional advertising subliminal advertising.
7. **Selling**
Salesmanship, formula – Need of satisfaction selling, buying process – selecting salesman – types of salesman.
8. **Communication and consumer behaviour**
Social Psychological consideration The set up flow of communication
Consumer behaviour communication, Group nervous culture its implication for marketing
9. **Advance techniques for consumer behaviour**
Computer programming – internal roles – social awareness – popularity creation – Incentives, Lottery, prizes – interviews – importance.

Books for Reading & References

1. R.J. Markin - The Psychology of consumer behaviour,
Prentice Hall, New York.
2. Siegal - Industrial Psychology
Richard D. Irwin Incorporated.
3. McCormic, Tiffin - Industrial Psychology
Prentice Hall of India.

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North Maharashtra University, Jalgaon
Revised Syllabus for M.A. Psychology
Group – B – Industrial Psychology
Paper –VII (b) Organizational Psychology
With Effect from June 2003

100 marks

1. **Organization structure**
Basic components of structure – classification.
Key structural variables – their relationship.
Work performance and satisfaction.
2. **Job Design.**
Nature of job design – Job enlargement – Enrichment – Job characteristic model
– Current redesign options.
3. **Leadership.**
Nature – Definition – theories – trait theory – behavioural theory, Michigan
University students – the model – Hersey Blanchard model.
4. **Organizational communication and morale.**
Nature of communication process – methods of transmitting information –
Informal communication – communication network – verbal- nonverbal
communication – morale – improving morale and methods of measuring morale.
5. **Work motivation.**
Definition – needs and incentives – classification of needs , Maslow's theory –
ERG theory – popular process theories of work motivation, equity theory –
reinforcement theory- goal setting theory – expectancy theory.
6. **Job satisfaction and attitude.**
Definition – Theories of job satisfaction – Need, fulfillment theory, two factor
theory – social influence theory – job satisfaction and job behaviour.
7. **Stress and conflict.**
Intra-individual conflict – interpersonal conflict – stress causes – effects on
performance and relation.
8. **Organizational Development.**
Changing organization – Dealing with resistance to change – New concept in
O.D.

Reading and Reference Books

1. Robins S.P. - Organization Behaviour
Prentice Hall, 1985.
2. Schein E.J. - Organization Psychology
Prentice Hall, 1979.
3. Luthau F. - Organization Behaviour
McGraw Hill , 1985.

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