

Gondwana University, Gadchiroli

Faculty: Humanities

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus according to NEP 2020

with effective from

Academic Session 2024-25 onwards

Designed by

Yogesh Nimgade

F. E. S. Girls' College, Chandrapur

Chairperson Board of Study Psychology

BA I SEMESTER I

Subject: **Psychology**

Course Title: **Introduction to Psychology**

Unit I: Introduction to Psychology

Psychology: Definition, Nature, and Goals; Historical and Modern Approaches: Structuralism, Functionalism, Gestalt, Psychodynamic, Behaviouristic, Cognitive, Humanistic; Indian Approaches to Psychology, Theoretical and Applied Branches of Psychology.

Unit II: Biological Bases of Behaviour

Structure and function of neurons; Neurotransmitters (Glutamate, Gamma Amino Butyric Acid, Serotonin, Dopamine, Acetyl Choline); Hormones and glands their location and functions.

Nervous systems – Central nervous system, Spinal cord.

Brain and its parts function; Peripheral Nervous System.

Unit III: Sensation, Attention, and Perception:

Sensation: Meaning, and Nature of Sensation;

Attention Processes: Nature and Types of Attention; Determinants of Attention, Span of Attention, Division of Attention, Fluctuation and distraction.

Perception: Meaning Nature; Figure and Ground, Laws of Perceptual Organization,

Perceptual Constancies, Perception of Motion

Perceptual Errors: Illusion, Hallucination.

Unit IV: Learning:

Definition, nature of learning, Thorndike's laws of learning, Curves of learning. Transfer of training. Types of learning: Verbal, Motor, problem solving. Methods of learning: Trial and error, Imitation, Insight, Conditioning;

Conditioning: Definition and nature, Types of conditioning: classical conditioning, Principles of Classical Conditioning; operant conditioning, principles of operant conditioning

Practical

Note:-

1. Instruction for practical requires 2 periods per week per batch of 10 students.
2. Candidates have to perform any 5 of the following experiments

(They have to submit the Certified record book at the time of examination)

List of practical.

Substitution learning

Span of Attention

Division of attention

Effect of meaningfulness on learning

Alexander pass along test

Effect of mental set on perception

Habit of interference

Muller- Lyer Illusion

Bilateral Transfer of Training

Separate passing in theory and practical is necessary.

Distribution of marks for practical examination-

Attendance: 10

Record Book: 10

Conduct of Experiment: 10

Report of Exp: 10

Viva- Voice: 10

Total Marks: 50

References:

1. Baron, R. & Misra, G. (2016). *Psychology* (5th edition). New Delhi: Pearson.
2. Benjamin, L. T. (1997). *History Of Psychology: Original Sources and Contemporary Research*. New Delhi: McGraw-Hill Companies.
3. Bernstein, D. A., Roy, E. J., Wickens, C. D. and Srull, T. K. (1988). *Psychology*. Boston: Houghton Mifflin co.
4. Ciccarelli, S. K., White, N.J., & Misra, G. (2017). *Psychology* (5th ed., South Asian Edition). New Delhi: Pearson Education.
5. Coon, D. & Mitterer, J. O. (2007). *Introduction to Psychology: Gateways to Mind and Behaviour*. Singapore: Thomson Wadsworth.

6. Cornelissen, M., Mishra, G. & Verma, S. (2014). *Foundations of Indian Psychology*. New Delhi: Pearson Education.
7. De Silva, P. (2005). *An introduction to Buddhist psychology*. Springer.
8. Galotti, K.M. (2014). *Cognitive Psychology: In and Out of the Laboratory* (5th ed.). New Delhi: Sage.
9. Feldman, R. S. (2006). *Understanding Psychology*. India: Tata McGraw Hill.
10. Mishra, G. (Edited) (2019). *Personality in Indigenous Tradition*. In ICSSR Research Surveys & explorations Psychology (Vol.2): Individual and the Social Processes & Issues. New Delhi: Oxford University Press.
11. Morgan, C.T., King, R.A., Weiss, R.A., & Schopler, J. (2004). *Introduction to Psychology* (7th ed.). New York: McGraw Hill.
12. Passer, M. W. & Smith, R. E. (2007). *Psychology: The Science of Mind and Behaviour*. New Delhi: Tata McGraw-Hill.
13. Swami Akhilanand (2001 edition). *Hindu Psychology: It's meaning for the West*. Taylor & Francis.
14. सिंह, अरुण कुमार (2006). *उच्चतर सामान्य मनोविज्ञान I* वाराणसी: मोतीलाल बनारसी दास प्रकाशन I
15. त्रिपाठी ,ला०ब०एवं अन्य .(2001).*आधुनिक प्रायोगिक मनोविज्ञान I* आगरा :हरप्रसाद भार्गवा
16. Zimbardo, P.C. & Weber, A.L. (1997). *Psychology*. New York: Harper Collins College Publishers.
17. Suggestive digital platforms web links- <http://www.apa.org>
18. Pandit, Kulkarni and Gore (1999). *Samanya Manasashastra*. Nagpur: Pimpalpure Pub.
19. Inamdar, M. K., Gadekar, K. N. & Patil, A. M. (2005). *Adhunik Manasashastra*. Pune: Diamond Publication
20. Pandit, R. V., Borude, R. R. Abhnyakar, S. & Golvilkar, V. (2006). *Manasashastra*. Pune: Continental Publishing.

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus

SEM I

OEC: Open Elective Course Credit: 2 Hours: 30 Max. Marks: 50

Course Name: Biological Psychology

Unit I (15 Hours):

Structure and working of Neuron, types of neurons, Neurotransmitters, Central Nervous System, Peripheral Nervous System, Endocrine Glands.

Unit II (15 Hours):

Vision, Audition, Vestibular system, Somatosenses, Gustation, Olfaction. Motor movements.

Kalat, J. W. (2009). *Biological psychology*. Wadsworth, Cengage Learning

Carlson, N. R. (2005). *Foundations of physiological psychology (7th Ed)*. Pearson education inc.

Wagner, H. and Silber, K. (2004). *Physiological psychology*. Bios Scientific Publisher.

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus

SEM I

OEC: Open Elective Course Credit: 2 Hours: 30 Max. Marks: 50

Course Name: Developmental Psychology

Unit I (15 hours):

Definition of developmental psychology, Life span perspective of development, concept and nature of development, periods of development, Developmental issues. Psychological theories of development.

Unit II (15 Hours):

Evolutionary perspective, Genetic basis of development, Heredity- Environment interaction, prenatal development, birth, the postpartum changes.

References:

Feldman, R. S. (2009). *Development across life span (5th edition)*. Pearson education inc.

Santrock, J. W. (2013). *Lifespan development. (14th edition)*. Mc-Graw Hill

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus

SEM I

OEC: Open Elective Course Credit: 2 Hours: 30 Max. Marks: 50

Course Name: Organizational Psychology.

Unit I (15 Hours):

Definition and Nature of psychology, concept of organizational psychology, Goals of organizational psychology, Basic psychological processes (Perception, Attitudes, Emotions, Values, Abilities, Personality), and organizational behaviour.

Unit II (15 Hours):

Research Methods in Organizational psychology,
Diversity in Organization, Fairness and justice in organization

Luthans, F. (1989). *Organizational behavior* (5th ed.). McGraw-Hill Book Company.

Robbins, S. R. and Judge, T. A. (2018). *Essentials of organizational behaviour*. Pearson education inc.

Conte, J. M. and Lande, F. J. (2019). *Work in the 21st Century: An Introduction to industrial and organizational psychology*. John Wiley and Sons, Inc.

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus

SEM I

OEC: Open Elective Course Credit: 2 Hours: 30 Max. Marks: 50

Course Name: Consumer and Advertisement Psychology.

Unit I (15 Hours)

Definition and meaning of consumer of behaviour, Importance of consumer behaviour, Factors affecting consumer behaviour, Consumer decision making process, Consumer behaviour and marketing strategy.

Unit II (15 Hours)

Concept of advertisement, Origins and functions of advertisement, Attention and factors affecting attention in advertisement, The effects of advertisements, Models of effectiveness of advertisement. Acquiring and information processing from advertising.

References:

Hawkins, D. I. and Mothersbaugh, D. L. (2010). *Consumer behaviour: Building marketing strategy*. Mc- Graw Hill Irwin.

Lake, L. (2009). *Consumer behavior for dummies*. Wiley publishing inc.

Fennis, B. M and Stroebe, W. (2010). *The psychology of advertising*. Psychology press.

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus

SEM I

VSC: Vocational Skill Course Credit: 2 Hours: 30 Max. Marks: 50

Course Name: Psychological Testing

Unit I (15 Hours):

Definition and meaning of psychological testing, Functions of psychological testing, properties of standardized test. Types of psychological testing. Test report writing.

Unit II (15 Hours):

Alexander Pass Along Test, Memory span for digit, Memory Span for words, Letter digit substitution test, Eysenck personality questionnaire.

References:

Anastasi, A., & Urbina, S. (1997). *Psychological testing* (7th ed.). Prentice Hall/Pearson Education.

Freeman, F. S. (1950). *Theory and practice of psychological testing*. Henry Holt.

Kaplan, R. M., & Saccuzzo, D. P. (2001). *Psychological testing: Principles, applications, and issues* (5th ed.). Wadsworth/Thomson Learning.

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus

SEM I

SEC: Skill Enhancement Course Credit: 2

Hours: 30. Marks: 50

Course Name: Soft Skills Development

Unit I (15 Hours):

Self- awareness and evaluation, Communication, Time management

Unit II

Personal responsibility, Positive attitude, Team Work

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Syllabus according to NEP 2020 - Sem I&II

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Academic Session 2024-25 onwards

Designed by

Yogesh Nimgade

F. E. S. Girls' College, Chandrapur

Chairperson Board of Study Psychology

BA I SEMESTER II

Subject: **Psychology**

Course Title: **Basic Psychological Processes**

Unit I: Consciousness

Definition of Consciousness, Functions of Consciousness, Levels of Consciousness, States of Consciousness.

Sleep: Stages of Sleep; Need of Sleep: Circadian Cycle, Value of Sleep; Sleep Disorders; Dreams;

Hypnosis: Induction and Susceptibility, Theories of Hypnosis, Hypnotic Effects.

Drug Induced Altered State of Consciousness

Meditation and Religious Experiences: Higher Consciousness

Unit II: Memory

Definition, Nature of memory, Processes: Encoding, Storage, Retrieval,

Retention, Measurement techniques: recall, recognition, Relearning, Reconstruction;

Stages of Memory Systems: Sensory memory, Short-term memory, Long-term memory;

Working memory; Types of Long-term Memory: Procedural Memory, Semantic memory,

declarative memory, Episodic memory; Nature and causes of forgetting: decay, Interference,

Motivated forgetting; Amnesia.

Unit III: Motivation and Emotion:

Motivation: Definition, nature of motivation; Types of motives: physiological, Social

Motives. Maslow's hierarchy of needs; Self efficacy and Intrinsic Motivation;

Emotions: Definition, Nature of emotions; Physiology of Expression, Behaviour in Emotion,

Expression of Emotion, Various emotions: Happiness, Optimism, Empathy, and Gratitude,

Anger, Fear, Hostility, Sadness;

Unit IV: Intelligence and Personality:

Intelligence: Definition, History of intelligence, Types of intelligence tests, Distribution of

IQ in population, Intelligence Tests: Stanford- Binet, Bhatia Battery, Weschler's Intelligence

scales, Raven's SPM, Culture Fare Intelligence

Theories of Intelligence: Two factor theory, Guilford's SOI Model. Gardner's Theory of

Multiple Intelligence.


Gajesh Mehangade

Personality: Definition, Nature personality; Approaches to Personality: Psychoanalysis, Type and Trait, Self-Report Questionnaires- Eysenck Personality Questionnaire, 16 PF, MMPI, NEO- PI; Projective Techniques: Word Association Test, Rorschach, TAT, SCT

Practical

Note:-

1. Instruction for practicals requires 2 periods per week per batch of 10 students.
2. Candidates have to perform any 5 of the following experiments

(They have to submit the Certified record book at the time of examination)
List of practicals.

Substitution learning
Koh's Block Design Test
Verbal Intelligence Test
Memory Span for Digit
Retroactive Inhibition
Judging Emotion
Achievement Motivation Test
Eysenck Personality Questionnaire
16 Personality Questionnaire

Separate passing in theory and practical is necessary.

Distribution of marks for practical examination-

Attendance: 10

Record Book: 10

Conduct of Experiment: 10

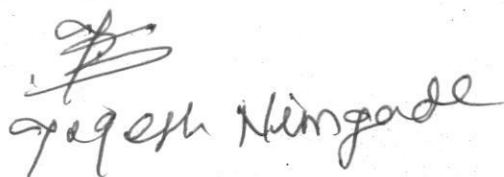
Report of Exp: 10

Viva- Voice: 10

Total Marks: 50

References:

1. Baron, R. & Misra, G. (2016). *Psychology* (5th edition). New Delhi: Pearson.
2. Benjamin, L. T. (1997). *History Of Psychology: Original Sources and Contemporary Research*. New Delhi: McGraw-Hill Companies.
3. Bernstein, D. A., Roy, E. J., Wickens, C. D. and Srull, T. K. (1988). *Psychology*. Boston: Houghton Mifflin co.
4. Ciccarella, S, K., White, N.J., & Misra, G. (2017). *Psychology* (5th ed., South Asian Edition). New Delhi: Pearson Education.


Gagan Hemgade

5. Coon, D. & Mitterer, J. O. (2007). *Introduction to Psychology: Gateways to Mind and Behaviour*. Singapore: Thomson Wadsworth.
6. Cornelissen, M., Mishra, G. & Verma, S. (2014). *Foundations of Indian Psychology*. New Delhi: Pearson Education.
7. De Silva, P. (2005). *An introduction to Buddhist psychology*. Springer.
8. Galotti, K.M. (2014). *Cognitive Psychology: In and Out of the Laboratory* (5th ed.). New Delhi: Sage.
9. Feldman, R. S. (2006). *Understanding Psychology*. India: Tata McGraw Hill.
10. Mishra, G. (Edited) (2019). *Personality in Indigenous Tradition*. In ICSSR Research Surveys & explorations Psychology (Vol.2): Individual and the Social Processes & Issues. New Delhi: Oxford University Press.
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12. Passer, M. W. & Smith, R. E. (2007). *Psychology: The Science of Mind and Behaviour*. New Delhi: Tata McGraw-Hill.
13. Swami Akhilanand (2001 edition). *Hindu Psychology: It's meaning for the West*. Taylor & Francis.
14. सिंह, अरुण कुमार (2006). *उच्चतर सामान्य मनोविज्ञान I* वाराणसी: मोतीलाल बनारसी दास प्रकाशन I
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16. Zimbardo, P.C. & Weber, A.L. (1997). *Psychology*. New York: Harper Collins College Publishers.
17. Suggestive digital platforms web links- <http://www.apa.org>
18. Pandit, Kulkarni and Gore (1999). *Samanya Manasashastra*. Nagpur: Pimpalpure Pub.
19. Inamdar, M. K., Gadekar, K. N. & Patil, A. M. (2005). *Adhunik Manasashastra*. Pune: Diamond Publication
20. Pandit, R. V., Borude, R. R. Abhnyakar, S. & Golvilkar, V. (2006). *Manasashastra*. Pune: Continental Publishing.


Yogesh Nimgode

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus

SEM II

VSC: Vocational Skill Course Credit: 2 Hours: 30 Max. Marks: 50

Course Name: Psychological Testing II

Unit I

Intelligence Testing: History of intelligence testing, types of intelligence tests.

Unit II

Koh's Block design test, Ravens SPM, Bhatia Battery, Binet Kamat Test of Intelligence, Culture Fair (Free) Intelligence Scale.

References:

Anastasi, A., & Urbina, S. (1997). *Psychological testing* (7th ed.). Prentice Hall/Pearson Education.

Freeman, F. S. (1950). *Theory and practice of psychological testing*. Henry Holt.

Kaplan, R. M., & Saccuzzo, D. P. (2001). *Psychological testing: Principles, applications, and issues* (5th ed.). Wadsworth/Thomson Learning.


Jayesh Nimgade

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus

SEM II

OEC: Open Elective Course Credit: 2 Hours: 30 Max. Marks: 50

Course Name: Biological Psychology II

Unit I

Nature of sleep and dreams

The functions of sleep; Mechanisms of sleep and arousal; Biological rhythms

Disruptions of sleep and rhythms

Regulation of internal states:

Homeostasis, Thirst and drinking

Unit II

Eating

Digestion, energy use and storage; Physiological mechanisms in eating;

Dietary choice and psychological factors; Weight control and its disorders;

Reproductive behaviour:

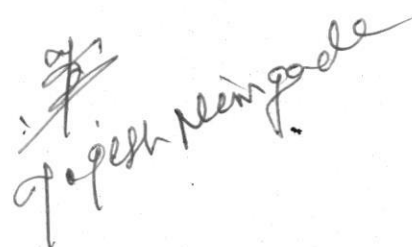
Reproduction and sexual differentiation; Hormonal control of sexual behaviour;

Neural mechanisms in sexual behaviour; Parental behaviour.

Kalat, J. W. (2009). *Biological psychology*. Wadsworth, Cengage Learning

Carlson, N. R. (2005). *Foundations of physiological psychology (7th Ed)*.
Pearson education inc.

Wagner, H. and Silber, K. (2004). *Physiological psychology*. Bios Scientific
Publisher.


Rajesh Menigade

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus

SEM I

OEC: Open Elective Course Credit: 2 Hours: 30 Max. Marks: 50

Course Name: Developmental Psychology II

Unit I

Infancy:

Physical development in infancy

Physical growth and development in infancy; motor development; sensory and perceptual development;

Cognitive development in infancy

Piaget's theory of infant development; learning remembering and conceptualising; language development

Socio-emotional development in infancy

Emotional and personality development; social orientation/ understanding and attachment; social context.

Unit II

Childhood:

Physical and cognitive changes in early childhood

Physical changes; Cognitive changes; Language development; Early childhood education;

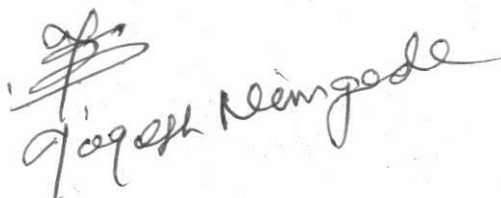
Socioemotional changes in early childhood

Emotional and personality development; parenting and child maltreatment; peer relations, play, and media\ screen time

References:

Feldman, R. S. (2009). *Development across the life span (5th edition)*. Pearson Education Inc.

Santrock, J. W. (2013). *Lifespan development. (14th edition)*. Mc-Graw Hill


Jagdish Neimode

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus

SEM I

OEC: Open Elective Course Credit: 2 Hours: 30 Max. Marks: 50

Course Name: Organizational Psychology. – II

Work Motivation: Content Theories – Maslow's Theory, Herzberg's Two-factor theory,
Process Theories: Equity Theory, Theory X and Theory Y,

Skills involved in motivating workers: Management by Objectives, Behaviour modification,
Employee involvement programme,

Work-related Attitudes: Job satisfaction; factors affecting Job satisfaction. Enhancing Job
satisfaction.

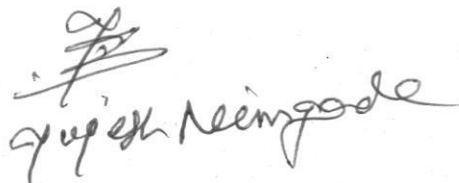
Work Stress: Definition and Nature, Causes and Sources of Work Stress, Stress Management.

Organisational Conflict: Meaning and Types of Organizational Conflict, Conflict Process,
Conflict Resolution Techniques.

Luthans, F. (1989). *Organizational behavior* (5th ed.). McGraw-Hill Book
Company.

Robbins, S. R. and Judge, T. A. (2018). *Essentials of organizational behaviour*.
Pearson education inc.

Conte, J. M. and Lande, F. J. (2019). *Work in the 21st Century: An Introduction
to industrial and organizational psychology*. John Wiley and Sons, Inc.


Yash Neimgade

Syllabus

SEM I

OEC: Open Elective Course Credit: 2 Hours: 30 Max. Marks: 50

Course Name: Consumer and Advertisement Psychology. -II

Unit I (15 Hours)

Understanding Consumer Behavior:

Defining Consumer Behavior;

Factors Affecting Consumer Behavior: The Psychological Core: Internal Consumer Processes; The Process of Making Decisions; The Consumer's Culture: External Processes; Consumer Behavior Outcomes and Issues;

Advantages of Study of Consumer Behavior; Marketing Implications of Consumer Behavior

Consumer Behavior Research Methods:

Surveys; Focus Groups; Interviews; Storytelling; Photography and Pictures; Diaries; Experiments; Field Experiments; Observations;

Types of Consumer Researchers:

In-house Marketing Research Departments; External Marketing Research Firms; Advertising Agencies; Syndicated Data Services; Retailers; Research Foundations and Trade Groups; Government; Consumer Organizations; Academics and Academic Research Centres

Ethical Issues in Consumer Research:

The Positive Aspects of Consumer Research

The Negative Aspects of Consumer Research

Unit II

Motivation, Ability, and Opportunity

Consumer Motivation and Its Effects; High-Effort Behavior;

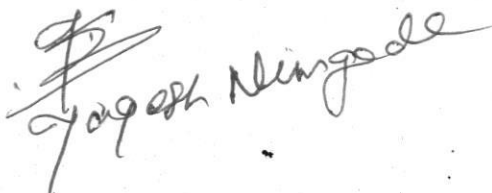
High-Effort Information Processing and Decision Making; Felt Involvement

Factors Affecting Motivation: Personal Relevance; Consistency with Self-Concept; Values; Needs; Goals

Consumer Ability: Resources to Act: Product Knowledge and Experience; Cognitive Style; Complexity of Information; Intelligence, Education, and Age; Money

Consumer Opportunity:

Time; Distraction; Amount, Repetition, and Control of Information


Yogesh Nimgode

Exposure, Attention, and Perception

Exposure; Factors Influencing Exposure; Selective Exposure; Measuring Exposure;
Attention; Characteristics of Attention; Focal and Non-focal Attention; Customer Segments
Defined by Attention; Habituation;

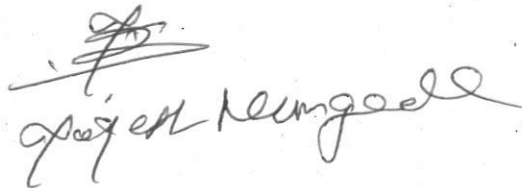
Perceiving Through Vision; Perceiving Through Hearing; Perceiving Through Taste;
Perceiving Through Smell; Perceiving Through Touch; How Do Consumers Perceive a
Stimulus?

Hawkins, D. I. and Mothersbaugh, D. L. (2010). *Consumer behaviour: Building marketing strategy*. Mc- Graw Hill Irwin.

Lake, L. (2009). *Consumer behavior for dummies*. Wiley publishing inc.

Fennis, B. M and Stroebe, W. (2010). *The psychology of advertising*. Psychology press.

Hoyer, W. D. & MacInnis, D. J. (2010). *Consumer behavior*. Cengage Learning, USA.



Peter Neugebauer

BACHELOR OF ARTS (B. A.): PSYCHOLOGY HONOURS WITH RESEARCH

Syllabus

SEM II

SEC: Skill Enhancement Course Credit: 2

Hours: 30. Marks: 50

Course Name: Soft Skill Development -II

Unit I

Non- Verbal communication skills, Presentation skills, public speaking, Group discussion.

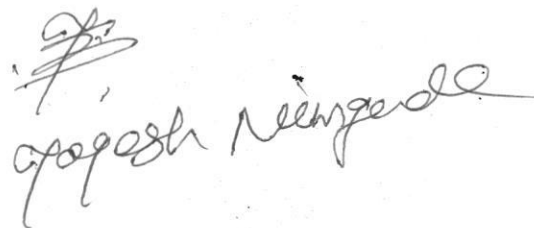
Unit II

Letter writing, Application writing, Easy writing, Report writing

References:

D. Sudha Rani. (2012). *Business communication and soft skills laboratory manual*. Dorling Kindersley (India) Pvt. Ltd.

Creutzmann, A. (2022). *Soft skills for the professional services industry: Principles, tasks, and tools for success*. John Wiley and Sons Inc.


Gopesh Nimgade