

**OUTLINE OF SYLLABUS AND COURSES OF READINGS  
IN M. A. / M.Sc. PSYCHOLOGY SEMESTER I –IV  
W.E.F. ADMISSION IN SESSION 2013-14**

**Name of the Faculty:** Arts / Science

**Name of the Course:** M.A. / M.Sc. PSYCHOLOGY I -IV SEMESTER

1- **Duration of the course** : The M.A. /M.Sc. in Psychology course will be of four semester duration to be conducted in two years. Each semester will be of approximately five months (minimum 90 working days in a semester) duration.

2- **Eligibility** : Candidates seeking admission to the first semester of M. A. /M.Sc. in Psychology must be a Graduate in any faculty with 48% marks from a recognized University.

3- **Admission** : As per university norms.

4- **Seats** : As per approval of the University.

5- **Course structure:**

**MA/MSc Previous Semester – I**

Paper Number	Paper Code	Paper name	L-T-P	No. of Periods (of 60 Min. duration each) to be taken per Week	Max. marks		
					Ext.	Int.	Total
I	4581	Theories and Systems of Psychology-I	3-1-0	3	75	25	100
II	4582	Social Psychology-I	3-1-0	3	75	25	100
III	4583	Experimental Psychology-I	3-1-0	3	75	25	100
IV	4584	Research Methods & Statistics-I	3-1-0	3	75	25	100
V	4585	Practical-I	6-0-6	12	-	-	100
VI	4586	Practical-II	6-0-6	12	-	-	100

**MA/MSc Previous Semester - II**

Paper Number	Paper Code	Paper name	L-T-P	No. of Periods (of 60 Min. duration each) to be taken per Week	Max. marks		
					Ext.	Int.	Total
I	4587	Theories and Systems of Psychology-II	3-1-0	3	75	25	100
II	4588	Social Psychology-II	3-1-0	3	75	25	100

III	4589	Experimental Psychology-II	3-1-0	3	75	25	100
IV	4590	Research Methods & Statistics-II	3-1-0	3	75	25	100
V	4591	Practical-I	6-0-6	12	-	-	100
VI	4592	Practical-II	6-0-6	12	-	-	100

### MA/MSc Final Semester – III

Paper No.	Paper Code	Paper name	L-T-P	No. of Periods (of 60 Min. duration each) to be taken per Week	Max. marks		
I	5581	Personality Theories-I	3-1-0	3	75	25	100
II	5582	Psychometrics and Scaling-I	3-1-0	3	75	25	100
III	5583	Group A : Education- Educational Psychology-I Group B: Clinical- Clinical Psychology-I Group C : Industrial- Industrial Psychology-I	3-1-0	3	75	25	100
IV	5584	Group A : Education- Counselling Psychology-I Group B: Clinical- Psychological Therapies-I Group C : Industrial- Entrepreneurship & Entrepreneurial Psychology-I	3-1-0	3	75	25	100
V	5585	Practical-I	6-0-6	12	-	-	100
VI	5586	Practical-II	6-0-6	12	-	-	100

### MA/MSc Final Semester - IV

	Paper Code	Paper name	L-T-P	No. of Periods (of 60 Min. duration each) to be taken per Week	Max. marks		
I	5587	Personality Theories-II	3-1-0	3	75	25	100
II	5588	Psychometrics and Scaling-II	3-1-0	3	75	25	100
III	5589	Group A : Education- Educational Psychology-II Group B: Clinical- Clinical Psychology-II Group C : Industrial- Industrial Psychology-II	3-1-0	3	75	25	100
IV	5590	Group A : Education- Counselling Psychology-II Group B: Clinical- Psychological Therapies-II Group C : Industrial- Entrepreneurship & Entrepreneurial Psychology-II	3-1-0	3	75	25	100
V	5591	Practical-I	6-0-6	12	-	-	100
VI	5592	Practical-II	6-0-6	12	-	-	100

6- Candidates are required to choose same group in Semester III and Semester IV.

7- **Scheme of Instruction** : Each semester will be of five months (90 working days) duration. Instruction in each paper will be divided into Lectures and Tutorials. Students are expected to work in the laboratory for 24 hrs/week carrying out practical assignments. Students will be required to give one seminar in each semester using Audio visual aids.

8- **Attendance** : As per university norms.

9- **Examination Scheme** : Each theory paper shall be of 100 marks (75 marks for written examination of 3 hours duration and 25 marks for internal assessment):

**Each paper will have two sections from all the five units as under :**

**Section–A:** This section will consist of 45 objective type questions. Each question will be of one mark and there will be no choice in these questions.

**Section-B:** This section will have five descriptive type questions, out of which three questions have to be answered. Each question has to be answered in 300-400 words. Each practical paper shall be of 100 marks. The distribution of 100 marks for practical examination in each of the areas will be 30 marks for practical record, 30 marks for conducting practical work assigned in the examination, 30 marks in viva-voce examination and 10 marks for regular attendance. The Practical Examination will be conducted by a Board of Examination consisting (a) External Examiner, (b) Internal Examiner, (c) Teacher taking practical.

All the members of board will be involved in the viva-voce examinations and each member will give marks separately for each paper and the average of the marks will be the final award.

The marks in the practical record books will be given by teacher concerned only. The marks on conduction of experiments will be given jointly by the external and internal examiners and on the answer books, the examiners will give the distribution of marks as mentioned above.

**10- Internal Assessment Scheme:** The internal marks will be awarded by the teacher concerned as per university norms.

**11- Minimum passing marks and criteria for promotion to next higher semester :** As per university norms.

**12- Award of Division: As per University norms.**

**Note: 1-** A student having offered one of the following subject, Chemistry, Zoology, Psychology, Mathematics, Statistics, Geography, Home Science in his/her B.Sc. Degree will be eligible for Admission to M.Sc. Psychology and as such he/she will be conferred M.Sc. Degree in Psychology after passing M.Sc. Final Examination.

2- There will be an organized educational tour for postgraduate students accompanied by teachers once a year which is essential in order to make them conversant with recent researches and studies being conducted in important laboratories and institutions in the area of specialization offered by the students and necessary funds will be provided by the University authorities for organizing such an Educational tour annually.

## **SEMESTER – I**

### **PAPER CODE:4581**

#### **Paper I: THEORIES AND SYSTEMS OF PSYCHOLOGY – I**

##### **Unit – I**

Nature, History and Status of Psychology as a Science.

##### **Unit – II**

Schools of Psychology: Structuralism, Functionalism, Behaviorism, Gestalt, Classical Psychoanalysis (Freud).

### **Unit – III**

Theoretical Perspectives in Psychology: Psychodynamic (Neo Freudians – Adler, Jung, Karen, Horney), Behaviouristic (Pavlov and Skinner), Humanistic – Existential (Maslow, Rogers, Rollo May), Field Theory (Lewin).

### **Unit – IV**

Current Theoretical Developments: Cognitive (Information processing), Neurocognitive Science, Social, Learning (Bandura)

### **Unit – V**

Dynamic Psychology-Psychoneurosis, Hedonism, Psychoanalysis, Purposism, basic features, its implication.

### **Recommended Books**

- 1- Anastasi, A. (1988), Psychological Testing, New York: Mac Millan.
- 2- Chaplin, J. P. and Krawiec, T. S. (1979), Systems and Theories of Psychology, New York : Rinehart Winton.
- 3- Corsini, R. (1994), Encyclopedia of Psychology, New York: Wiley Interscience.
- 4- Hall, C. S. and Lindzey, G. (1976), Theories of Personality, New York: John Wiley and Sons.
- 5- London, H. and Exner, J. E. Jr. (1978), Dimensions of Personality, New York: A Wiley Inter Science Publication.
- 6- Marks, M. H. and Cronan-Hillix, W.A. (1988), Systems and Theories in Psychology, New York: McGraw Hill, International Edition, Psychology Series.
- 7- Pervin, L. S. (1979), Personality: Theory, Assessment and Research, New York: John Wiley and Sons.
- 8- Wolman, B.E. (1979), Contemporary Theories and Systems in Psychology, Delhi: Freeman Book Co.
- 9- Woodworth, R.S. and Sheehan, M. (1963), Contemporary Schools of Psychology, New York: Methuen.

## **PAPER CODE:4582**

### **Paper II: SOCIAL PSYCHOLOGY – I**

#### **Unit – I**

Nature, Scope and Importance of Social Psychology, its theoretical foundations Stimulus – response. Cognitive Psychoanalytic Field and Role theories of Social Psychology, Group Interaction Analysis, Sociometry, Content Analysis, Cross – Cultural method.

#### **Unit – II**

Socialization : Nature and Process, Methods of Socialization of an Individual, Social learning from models. Role learning – content, process and facilitation – interfering factors. .

### **Unit – III**

Social Learning. Social Learning Theories: Field, Role and Exchange.

Developmental views of self: Erikson, Sullivan and Rogers

Impression Formation.

Theories of Attribution: Kelly, Weiner, Jones and Davis.

### **Unit- IV**

Interpersonal Attraction: Concept, Determinants.

Establishing friendships.

Personal Relationships: Self disclosure, relationship maintenance.

### **Unit – V**

Attitude : Nature, Formation and Change, its theoretical orientation – Festinger's Dissonance and Mc Gurie's Inoculation theory; Functional theory of Kelman, Katz and Smith.

### **Recommended Books**

1. Baron, R.A. and Byrne, D. (2003), Social Psychology, New Delhi: Prentice Hall.
2. Crano, W.D. Messe, L.A. (1982), Social Psychological Principles and Themes of Interpersonal Behaviour: Dorsey Press.
3. Forsyth, D. (1983), An Introduction to Group Dynamics, Monterey, Calif: Brooks Cole.
4. Kakkar, S. (1977), Culture and Psychology, Delhi: Oxford University Press.
5. Leary, M.R. (Ed). (1995), State of Social Psychology, Issues, Themes, Controversies, London: Sage Publication.
6. Lindgren, H.C.(1973),An Introduction to Group Dynamics, Monterey, Calif : Brooks Cole.
7. Lindsmith, A.R., Strauss, A.Z. and Densin, N. K. (1988). Social Psychology, New Jersey : Prentice Hall.
8. Lindzey, G. and Aronsen, E. (1985), Handbook of Social Psychology (Vol. 1 to 5), New York: Random House.
9. McDavid, J.W. and Harari, H. (1968), Social Psychology, New Jersey: Prentice Hall.
10. Triandis, H.C. (1994), Culture and Social Behaviour, New York: McGraw Hill.

## **PAPER CODE:4583**

### **Paper – III EXPERIMENTAL PSYCHOLOGY - I**

#### **Unit – I**

Experimentation: Introduction, Definition, Nature Scope and Importance of Experimental Psychology.

#### **Unit – II**

Perceptual Phenomenon: Three Points of View Principles of Perceptual Organization, Motivation and Attitudinal Determinants of Perception.

#### **Unit – III**

Dynamics of Perception: Projection Dynamic – Figural after effect, perception of Movement and Depth, Central Dynamics – Space Perception Perceptual Constancy.

#### **Unit - IV**

Learning: Principles of Classical Conditioning and Operant conditioning, Schedule of Reinforcement

### **Unit – V**

Nature and Properties : Discriminative and Non-discriminative learning Factors affecting conditioning.

#### **Recommended Books**

1. D'Amato, M.R. (1970), Experimental Psychology: Methodology, Psychophysics and Learning, Delhi: Tata McGraw Hill.
2. Dodd, D.H. and White, R.M. (Jr.) (1980), Cognition: Mental Structures and Processes, Boston: Allyn and Bacon Inc.
3. Galotti, K.M. (1999), Cognitive Psychology in and Outside Laboratory, Mumbai: Thomson Asia.
4. Gazzaniga Ivry Mangun (2002), Cognitive Neuro Science (the Biology of the mind), W.W. Norton and Company Inc. (USA).
5. Hilgard, E.H. and Bower, G.H. (1975), Theories of Learning, Englewood Cliffs: Prentice Hall.
6. Matlin, M.W. (1994), Cognition, Bangalore: Prism Books Private Ltd.
7. Reynolds, A.G. and Flagg, P.W. (1978), Cognitive Psychology, Cambridge, Massachusetts : Winthrop Publications Inc.
8. Rosenzweig, M.R. Bred Love, S.M. Seiman, A.L. (2002), Biological Psychology, Sinaver Associates, Inc. (USA)
9. Terry, W.S. (2003), Learning and Memory, Boston : A and B
10. Woodworth & Scholesberg, Experimental Psychology

## **PAPER CODE:4584**

### **Paper – IV RESEARCH METHODS AND STATISTICS - I**

#### **Unit – I**

Nature of Research in Psychology: Psychology as a science, Types of Variable; Review of Literature: Research design: Selection and Formulation of research problem and hypotheses: analysis and issues.

#### **Unit – II**

Research Techniques; Naturalistic Observation, Field Studies; Survey Research: Feature, uses and limitations of surveys, steps in survey research and survey instruments.

#### **Unit – III**

Meaning, Significance of Psychological statistics, Measures of Central Tendency, Measures of Variability.

#### **Unit – IV**

Correlation Methods: Meaning, Product moment correlation, Spearman's rank difference method.

#### **Unit – V**

Further methods of correlations, Biserial, Point Biserial, Tetra choric and Phi-coefficient.

#### **Recommended Books**

1. Arthur, A. Elaine, W.A. and Elliot, J.C. (2006), Statistics for Psychology, New Delhi: Pearson Education.
2. Chadha, N.K. and Sehgal, P.R.L. (1984), Statistical Methods in Psychology, New Delhi: E.E.P.
3. D'Amato, M.R. (1979), Experimental Psychology: Methodology, Psychophysics and Learning, New Delhi: Tata McGraw Hill.
4. Fruchter, B. (1967), Introduction to factor analysis, New Delhi: East-West Press.
5. Garrett, H.E. (1986), Statistics in Psychology and Education, New York: David, McKay Co. Inc.
6. Guilford, J. P. and Fruchter, B. (1978), Fundamental Statistics in Psychology and Education, New York: McGraw Hill.
7. Kerlinger, F.N. (1964), Foundations of Behavioral Research, New York : Holt, Rinehart and Winston.
8. Nunnally, J.C. (1967), Psychometric Theory, New York, McGraw Hill.
9. Siegel, S. (2000), Non Parametric Statistics for Behavioral Sciences, London : McGraw Hill.
10. Singh, A.K. (2008), Tests Measurements and Research Methods in Behavioral Sciences, New Delhi: Bharti Bhawan.

### **PAPER CODE:4585**

#### **Paper – V Practicum – I**

**A student will be required to conduct all six practical.**

1. Interpersonal attraction
2. Impression Formation
3. Perceptual Organization
4. Space Perception
5. Figural after effect
6. Classical Conditioning/ Operant Conditioning



**PAPER CODE:4586**

**Paper – VI Practicum – II**

**A student will be required to conduct all six practical.**

1. Research Techniques (Any one)
2. Measures of Central tendency
3. Measures of variability
4. Product Moment Correlation and Rank Difference Correlation
5. Non Parametric (any one)
6. Use of Computer

**Semester- II**  
**PAPER CODE:4587**  
**Paper - I THEORIES AND SYSTEM OF PSYCHOLOGY- II**

**Unit – I**

Personality Theories : Erickson, Fromm, Murray, Eysenck, Cattell, Costa and McCrae, Kelly.

**Unit – II**

Intelligence and Creativity : Intelligence; Guilford, Cattell, Sternberg, Emotional Intelligence (Mayer and Salovey and Goleman)

Creativity : Freudian, Psychometric, Humanistic-Existential and Associationistic view points.

**Unit – III**

Learning : Pavlov, Skinner, Guthrie, Tolman, Hull, Bandura.

**Unit – IV**

Motivation, Content theories, cognitive theories, Eastern models with reference to Indian thoughts, developmental perspective (Piaget).

**Unit – V**

Development of psychology in India – Health Psychology, Positive Psychology, Community Psychology.

**Recommended Books**

1. Anastasi, A. (1988), Psychological Testing, New York : Mac Millan.
  2. Chaplin, J. P. and Krawiec, T. S. (1979), Systems and Theories of Psychology, New York : Rinehart Winton.
  3. Corsini, R. (1994), Encyclopedia of Psychology, New York : Wiley Interscience.
  4. Hall, C. S. and Lindzey, G. (1976), Theories of Personality, New York : John Wiley and Sons.
  5. London, H. and Exner, J. E. Jr. (1978), Dimensions of Personality, New York : A Wiley Inter Science Publication.
  6. Marks, M. H. and Cronan-Hillix, W.A. (1988), Systems and Theories in Psychology, New York : McGraw Hill, International Edition, Psychology Series.
  7. Pervin, L. S. (1979), Personality : Theory, Assessment and Research, New York : John Wiley and Sons.
  8. Wolman, B.E. (1979), Contemporary Theories and Systems in Psychology, Delhi : Freeman Book Co.
- Woodworth, R.S. and Sheehan, M. (1963), Contemporary Schools of Psychology, New York : Methuen.

**PAPER CODE:4588**  
**Paper – II SOCIAL PSYCHOLOGY – II**

**Unit – I**

Altruism and Prosocial Behaviour : Concept, Theoretical perspectives (Sociocultural and Learning).

Care giving : Brief Introduction to concept, types and its impact on care give, Learning to help : Seeking and receiving help.

**Unit – II**

Aggression : Nature, causes, control

Violence : Nature, causes, control

Family violence : Brief Introduction of concept, types; intimate violence.

### **Unit – III**

Groups : Types, Group Cohesion.

Group Behaviour : Conformity, Obedience and Compliance.

Group Antagonism : Prejudice (Nature, cognitive bases, reducing prejudice)

### **Unit – IV**

Theories of Leadership : Situation approach, Trait approach, Functional approach and Fiedler's

Leadership Styles : Autocratic, Democratic, Task Oriented, People Oriented.

### **Unit – V**

Gender Dynamics : Meaning, Nature and Gender Roles

### **Recommended Books**

1. Baron, R.A. and Byrne, D. (2003), Social Psychology, New Delhi : Prentice Hall.
2. Crano, W.D. Mesce, L.A. (1982), Social Psychological Principles and Themes of Interpersonal Behaviour : Dorsey Press.
3. Forsyth, D. (1983), An Introduction to Group Dynamics, Monterey, Calif : Brooks Cole.
4. Kakkar, S. (1977), Culture and Psychology, Delhi : Oxford University Press.
5. Leary, M.R. (Ed). (1995), State of Social Psychology, Issues, Themes, Controversies, London : Sage Publication.
6. Lindgren, H.C. (1973), An Introduction to Group Dynamics, Montessori, Calif : Brooks Cole.
7. Lindsmith, A.R., Strauss, A.Z. and Densin, N. K. (1988). Social Psychology, New Jersey : Prentice Hall.
8. Lindzey, G. and Aronsen, E. (1985), Handbook of Social Psychology (Vol. 1 to 5), New York : Random House.
9. McDavid, J.W. and Harari, H. (1968), Social Psychology, New Jersey : Prentice Hall.
10. Triandis, H.C. (1994), Culture and Social Behaviour, New York : McGraw Hill.

## **PAPER CODE:4589**

### **Paper – III EXPERIMENTAL PSYCHOLOGY - II**

#### **Unit - I**

Verbal Learning : Basic Determinants, Organization and Transfer properties.

#### **Unit – II**

Ebbinghaus experiment on forgetting, paradigms of Transfer and Retroaction : Habit Interference

Zeigarnik Effect; Jost's Law.

#### **Unit – III**

Gestalt and Behaviouristic interpretation of problem solving, experimental characterization of problem solving, effect of set on problem solving.

#### **Unit –I V**

Thinking – Meaning and Nature, Creative Thinking : Imageless thought, Concept formation : Experimental studies and factors.

#### **Unit – V**

Motivation : Nature and Types, Theory of Achievement, Motivation: A Theory of Valance Co-utility. Imagery and its characteristics.

### **Recommended Books**

1. D' Amato, M.R. (1970), Experimental Psychology : Methodology, Psychophysics and Learning, Delhi : Tata McGraw Hill.

2. Dodd, D.H. and White, R.M. (Jr.) (1980), Cognition : Mental Structures and Processes, Boston : Allyn and Bacon Inc.
3. Galotti, K.M. (1999), Cognitive Psychology in and Outside Laboratory, Mumbai : Thomson Asia.
4. Gazzaniga Ivry Mangun (2002), Cognitive Neuro Science (the Biology of the mind), W.W. Norton and Company Inc. (USA).
5. Hilgard, E.H. and Bower, G.H. (1975), Theories of Learning, Englewood Cliffs : Prentice Hall.
6. Matlin, M.W. (1994), Cognition, Bangalore : Prism Books Private Ltd.
7. Reynolds, A.G. and Flagg, P.W. (1978), Cognitive Psychology, Cambridge, Massachusetts : Winthrop Publications Inc.
8. Rosenzweig, M.R. Breck Love, S.M. Seiman, A.L. (2002), Biological Psychology, Sinaver Associates, Inc. (USA)
9. Terry, W.S. (2003), Learning and Memory, Boston : A and B

### **PAPER CODE:4590**

## **Paper – IV RESEARCH METHODS AND STATISTICS – II**

### **Unit – I**

General designs of research : elements of good and poor designs.

Types of Research : Expost-Facto research, Laboratory research, Experiments, Survey research, Field studies.

### **Unit – II**

Sampling concept and methods.

Techniques of data collection: Interview, Questionnaire, Observation, Tests, Scales, Sociometry; Semantic differential method; critical incidence and Q-sort techniques.

Research Report writing, Essentials & Characteristics. Type of Report.

### **Unit – III**

Non-parametric statistics – Chi-square, sign test, median test and Mann Whitney U Test.

Analysis of variance – one way, two way.

### **Unit – IV**

Factor and Cluster Analysis – Principle and Diagonal Methods, Cluster analysis B – Coefficient method.

### **Unit – V**

Data Analysis and the Computer, Computer Fundamental and Components of Computer.

Application of SPSS in Psychological Statistics.

### **Recommended Books**

1. Arthur, A. Elaine, W.A. and Elliot, J.C. (2006), Statistics for Psychology, New Delhi : Pearson Education.
2. Chadha, N.K. and Sehgal, P.R.L. (1984), Statistical Methods in Psychology, New Delhi : E.E.P.
3. D'Amato, M.R. (1979), Experimental Psychology : Methodology, Psychophysics and Learning, New Delhi : Tata McGraw Hill.
4. Fruchter, B. (1967), Introduction to factor analysis, New Delhi : East-West Press.
5. Garrett, H.E. (1986), Statistics in Psychology and Education, New York : David, McKay Co. Inc.

6. Guilford, J. P. and Fruchter, B. (1978), Fundamental Statistics in Psychology and Education, New York : McGraw Hill.
7. Kerlinger, F.N. (1964), Foundations of Behavioural Research, New York : Holt, Rinehart and Winston.
8. Nunnally, J.C. (1967), Psychometric Theory, New York, McGraw Hill.
9. Siegel, S. (2000), Non Parametric Statistics for Behavioral Sciences, London : McGraw Hill.
10. Singh, A.K. (2008), Tests Measurements and Research Methods in Behavioural Sciences, New Delhi : Bharti Bhawan.
11. Asthana and Braj Bhushan : 2007- Statistics for Social Sciences, Prentice Hall of India Pvt. Ltd. New Delhi.

### **PAPER CODE:4591**

#### **Paper – V Practicum – I**

**A student will be required to conduct all six practical.**

1. Aggression
2. Group Pressure
3. Leadership
4. Verbal learning
5. Zeigarnik effect
6. Concept Formation

### **PAPER CODE:4592**

#### **Paper – VI Practicum – II**

**A student will be required to conduct all six practical.**

1. Types of Research
2. Techniques of data collection (any one)
3. Semantic differential method
4. Research report writing
5. Non Parametric (any one)
6. Data Analysis and Computer

## Semester – III

### PAPER CODE:5581

#### Paper – I Personality Theories - I

##### Unit – I

**Personality** : Concept, Assumptions concerning, Human Nature. Nature of personality theory. Current issues in Personality Research.

##### Unit – II

**Psychoanalytic Theory and Post Freudian developments** : Freud, Jung, Adler, Horney, Sullivan, Fromm, Erikson.

##### Unit – III

**Trait Theories** : Allport, Cattell, Eysenck Kelley's Personal-Construct theory.

##### Unit – IV

**Behaviours Theory** : Skinner  
**Socio Cognitive Theory** : Bandura

##### Unit - V

**Humanistic Phenomenological Perspective** : Rogers, Maslow  
**Existential viewpoint** : Rollo May.

#### Recommended Books :

1. Corsini, R.J. and Morselia, R.J. : Personality Theories, Research and Assessment. Illinois : Peacock.
2. Hall, C.S., Lindzey, J.C. and Manosevitz, M. (1985) : Introduction to Theories of Personality. New York : John Wiley & Sons.
3. Kline, P. (1983). Personality, Measurement and Theory. New York : St. Martin's Press.
4. Robert, E.B. (1993). Theories of Personality. London : Lawrence Erlbaum Associates.
5. Pervin L.A. (1984). Personality Theories, Assessment and Research New York : John Wiley & Sons.
6. Hjelle and Ziegler (1992). Personality Theories. Singapore : McGraw Hill.
7. Aitken, L.R. (1989). Assessment of Personality. Boston : Allyn and Bacon.
8. Friedman, H.S. and Schustack, M.W. (2004). Personality : Classic Theories and Modern Research. Singapore : Pearson Education.

**PAPER CODE:5582**

**Paper – II Psychometrics and Scaling-I**

**UNIT-I**

Meaning of Psychophysics, its different problems, Classical and modern psychophysics - Weber, Fechner, Thurstone, Stevens.

**UNIT-II**

Method of Average Error, Line Drawing Experiment, Muller Lyer Illusion, Space error, Movement error, Point of subjective Equality (P.S.E.)

**UNIT-III**

Method of minimal changes; Just Noticeable Difference, Just Not Noticeable Difference: Absolute Limen; Difference Limen.

**UNIT-IV**

Method of constant stimuli for determination of absolute limen and Difference limen; Different forms of constant methods - Quanta, Logistic, Probitanalysis and Judgement time methods.

**Unit – V**

Scaling : Meaning, Nature, Methods of scaling and Types of scaling

**RECOMMEND BOOKS:**

1. Anastasi Psychological Testing “
2. Freeman Psychological Testing
3. Cronbach Psychological Testing
4. Guilford, J.P Psychometric Methods
5. Edwards, A.L. Techniques of Attitude Scale
6. Torgerson, W.S. Theory & Method of Scaling.
7. भार्गव एवं सक्सेना मनोभौतिकी एवं मनोमापन, हरप्रसाद भार्गव, कचहरीघाट, आगरा
8. भार्गव, महेश आधुनिक मनोवैज्ञानिक परीक्षण एवं मापन, हरप्रसाद भार्गव, कचहरीघाट, आगरा
- 9 . Nunnly, J.C. (1987) Psychometric Theory, New York, McGraw Hill.
10. Singh A.K. (1986) Test, Measurements and Research Methods in Behaviour Sciences, New Delhi: Tata McGraw Hill.

**OPTIONAL GROUP**

**GROUP A - EDUCATIONAL**

**Paper – III A**

**PAPER CODE:5583-A**

**EDUCATIONAL PSYCHOLOGY -I**

**UNIT-I**

Meaning of Education, Psychology and Educational Psychology; Scope of Educational Psychology.

**UNIT-II**

Heredity and Environment: Meaning of heredity and environment; their relative role in development of an individual.

**UNIT-III**

Child Development: Intellectual, Social and Emotion, and their Educational Implications. Educationally backward and problem children; Meaning and Characteristics. Prevention and Remedies.

#### **UNIT-IV**

Learning: Meaning, Factors and Methods, Motivation; Meaning in educational context; Motivating children for effective learning.

#### **UNIT-V**

Transfer of Training: Faculty Psychology Theory. Theory of Identical Elements, Theory of Generalization and their implications.

#### **RECOMMEND BOOKS:**

1. S.S. Mathur Educational Psychology (English & Hindi Edition)
2. B. Kuppaswamy Educational Psychology (English & Hindi Edn.)
3. Skinner Educational Psychology
4. Crow and Crow Educational Psychology
5. A. Rauf Text-book of Educational Psychology
6. S.S. Chauhan Educational Psychology
7. पाठक, पी.डी. शिक्षा मनोविज्ञान
8. Jitendra Mohan (Ed.) Educational Psychology, New Delhi Wiley -Eastern.

**OPTIONAL GROUP**  
**GROUP A - EDUCATIONAL**  
**PAPER CODE:5584 A**  
**Paper – IV A**  
**COUNSELLING PSYCHOLOGY-I**

#### **UNIT-I**

An Overview of counselling: Definitions of Counselling, Distinctions Between Counselling and Psychotherapy, Goals of Counselling, Historical Development of the Counselling Profession, Counsellor Credentialing, Selected speciality areas, The role of the counsellor.

#### **UNIT-II**

Counsellor: Personal Characteristics of Effective Counsellors, The Process of Counselling, On Becoming a Counsellor.

#### **UNIT-III**

Affective Approaches to Counselling: Person-Centered Therapy, Gestalt Therapy, Existential Therapy.

#### **UNIT-IV**

Cognitive-behavioural Approaches to Counselling: Rational Emotive Therapy, Behavioural Counselling, Reality Therapy, Transactional Analysis, Other Emphases.

#### **UNIT-V**

Towards a Personnel Theory of Counselling: Characteristics of Theories, Steps in Building a Personnel Theory, Comparison of the Major Counselling.

Characteristics of Helping Relationship: The Helping Relationship: An Overview, The Therapeutic Climate, Characteristics of an Effective Counselling Relationship

#### **RECOMMEND BOOKS:**

1. Rickey L., George and Counselling Theory and Practice, Allyn: and. Thereses Cristiani Bacon, Boston, London, Sydney, Tokyo, Singapore.
2. Pasricha. Prem Guidance and Counselling in Indian Education.
3. Myers Principle and Technique of Guidance.
4. Belkni, G.S.(1988) Introduction to Counselling W.G. Brawn Publishers.
5. Nelson J. (1982) The theory and practice of counselling Psychology. New York: Holt Rinehart and Wlliston
6. डॉ० चौहान वी.एल. एवं जैन कल्पना निर्देशन एवं परामर्श, अंकुर प्रकाशन, उदयपुर



**OPTIONAL GROUP**  
**GROUP - B: CLINICAL**  
**PAPER CODE:5583-B**  
**Paper – III B**  
**CLINICAL PSYCHOLOGY-I**

**UNIT-I**

**Introduction and Mental Health:**

Perspective of Clinical Psychology; Brief history and conceptual frame-work.

**UNIT-II**

Nature of Mental Health: Concepts of Normality and pathology, models of Mental Health intervention.

**UNIT-III**

Clinical Assessment:

Nature and purpose: Informal assessment and clinical relationship; Formal assessment.

**UNIT-IV**

Interview, Case History, Psychological Testing: General principles and diagnostic tests in clinical use.

**UNIT-V**

Adjustment , Stress and Coping Behaviour.

**RECOMMEND BOOKS:**

1. Korchin, S.J. : Modern Clinical Psychology, Tokyo, Harper International Edition, 1976
2. Kendall and Norton-Ford : Clinical Psychology, Tokyo, Wiley International Edition, 1982
3. Wolman : Handbook of Clinical Psychology, New York, McGraw Hill, 1965.
4. Anderson and Anderson : Introduction to Projective, Techniques, New Youk, Prentice Hall,
5. Klopfer and Davidson : Rorschach Techniques, New York, Harcourt, Brace and World, 1962.
6. Stein : Thematic Apperception Test, Massachusetta, Addison)Wesley, 1955.
7. Wolberg : Techniques of Psychotherapy, New Youk, Gurn and Stration, 1967.
8. Lezak, M.D. : Neuropsychological Assessment, London, Oxford University Press, 1976.
9. Golden, C.J. : Diagnosis and Rehabilitation in Clinical Neuropsychological Springfield, Charles Thomas, 1978.,
10. Singh, A.K. (2001). :Advanced Clinical Psychology. Motilal Banarasi Dass, Varanasi.

**OPTIONAL GROUP**  
**GROUP - B: CLINICAL**  
**PAPER CODE:5584-B**  
**Paper – IV B**  
**PSYCHOLOGICAL THERAPIES -I**

**UNIT-I**

Concept of Behaviour Modification: Its Origin, Development, Basic Assumption and Importance in various fields.

**UNIT-II**

Behaviour modification in natural environment, its theory, principles and assumptions.

**UNIT-III**

Operant Methods in Self-Control: Background, Application of operant procedure in obesity, study behaviour, self-control principles, empirical findings.

**UNIT-IV**

Aversion Therapy: Meaning, Technique, Electrical Stimulation, narcotic Addiction, Drugs, Covert sensitization, Practical guide uses for A.T

## **UNIT-V**

Evaluation of Psychotherapy, Effectiveness, Factors , Research and Process.

### **RECOMMEND BOOKS**

1. Rim & Masters Behaviour therapy: Academic Press.
2. Wolpe, Joseph The Practice of behaviour Therapy, Pergamon Press.
3. Dobson, K.S. (1988) Handbook of cognitive Behavioural Therapies, Hutshinson, London.
4. Tharp, G.R. & Modification in Environment.
- Wetzel, J.R. Academic Behaviour Press. (1968)
5. Krasner & Ullman Researches in Behaviour Modification
6. Eandura Principles of Behaviour Modification.
7. Ullman & Krasner Case Studies in Behaviour Modification.
8. Mc Laughlin Learning and Social Behaviour
9. Eysenck Behaviour Therapy and Neurosis.
10. Henry C. Richard Behavioural Intervention in Human Problems”.
11. Kanfer and Philips Learning Foundations of Behaviour Therapy.
12. Skinner Contingencies of Reinforcement.

## **OPTIONAL GROUP GROUP - C: INDUSTRIAL Paper – III C PAPER CODE:5583-C Industrial Psychology -I**

### **UNIT-I**

Psychology in Industry: Economic, Social and Psychological. Foundations of Industrial Psychology; Its aims and importance.

### **UNIT-II**

Job Analysis, its purpose and techniques, job Psychograph.

### **UNIT-III**

Job Satisfaction and its factors; Job efficiency. Boosting Morale of employee.

### **UNIT-IV**

Time and motion study; Illustrative experiments in it; work and rest;

### **UNIT-V**

Motivation and work; Environment-Physical, social and psychological.

### **RECOMMEND BOOKS:**

1. Blum Industrial Psychology and its Social Foundations.
2. Tiffin & Mc Cormic Industrial Psychology
3. Harrell Industrial Psychology
4. Maier Psychology in Industry.
5. Viteles Motivation and Morale in Industry.
6. Brown & Ghiselli Personnel and Industrial Psychology.
7. Ghosh and Gorpade Industrial psychology..
8. Luthans Organizational Behaviour, McGraw Hill Int. Book Co. 1981.
9. Mc Cormich, EJ & Industrial Psychology. Prentice Hall of ligen, DR India Pvt. Ltd. New Delhi, 1984.
10. Schultz, DP Psychology and Industry Today. Macmillan Pub. Co., Inc New York, 1982.
11. Blum, M & Naylor, J. Industrial Psychology. Harpar International Edition, 1985.
12. Katz, D & Kahn, RL The Social Psychology of Organizations, Tokyo, wiley International.

13. Ganguli, HC Structure and Process of Organisation.
14. शर्मा, रामनाथ औद्योगिक मनोविज्ञान, केदारनाथ रामनाथ, मेरठ
15. ओझा औद्योगिक मनोविज्ञान, (हिन्दी एण्ड इंग्लिस)
16. Jitendra Mohan Motivations and Fatigue, Agra National Psychological Corp.

**Semester – III**  
**OPTIONAL GROUP**  
**GROUP (C) – INDUSTRIAL**  
**PAPER CODE:5584-C**  
**Paper – IV C**  
**ENTREPRENEURSHIP AND ENTREPRENEURIAL PSYCHOLOGY-I**

**UNIT-I**

Concept of Entrepreneurship: Meaning and- Nature. Methods of assessing entrepreneurial Potential: Scope and Importance of Entrepreneurial Psychology.

**UNIT-II**

Entrepreneurship and economic development, The economic theories of development and their limitations. The urge to improve. Achievement motivation and development motivation.

**UNIT-III**

Achievement motivation and its measurement.

Entrepreneurial behaviour with special reference to risks taking behaviour, creativity (innovative activity & creativity).

**UNIT-IV**

Entrepreneur: Psychological characteristics: Entrepreneur as an Agent of change.

Developing entrepreneurship through development of achievement motivation.

**UNIT-V**

The role of child rearing, ideological factors, mother dominance and education in the development of achievement motivation.

**Books Recommended:**

1. Mc-Cielland, D.C. The Achieving Society.
2. Mc-Cielland, D.C. Motivating Economic Development Winter
3. Rogers Diffusion of Innovations.
4. Pareek Motivational Pattern & Planned Social Change. national Social Sciences Journal, 1968.
5. Pareek and Adoption Quotient: A measurement of Chattopadhyay Adoption. Behaviour Science, 1966,2,96-108.
6. Pareek and Singh A paradigm of Sequential Adoption. Educational Review, 1968, 3(1), 89-114
7. Harvey, Liebenstein Supply of Entrepreneurship in M.Leading issues in Economic Development.
9. Udai Pareek and T.V. Rao Handbook of Entrepreneurship Development. Learning System, New Delhi.

**PAPER CODE:5585**

**Paper – V Practicum – I**

**A student will be required to conduct all six practical.**

1. Intelligence and Ability Testing
2. Creativity
3. Rorschach
4. Muller Lyer Illusion
5. Estimation of A.L. by the Method of Constant Stimulus Difference.
6. Estimation of D.L. by the Method of Constant Stimuli.

**PAPER CODE:5586**

**Paper – VI -Practicum – II**

A student will be required to conduct all six practical.

**OPTIONAL GROUPS**

**GROUP – A EDUCATION**

1. Intellectual Development.
2. Social Adjustment.
3. Emotional Adjustment/Emotional Quotient
4. Preparation of a case study to recommended choice of subjects (using intelligence, aptitude and Interest tests
5. Rational Emotive Therapy
6. Counselling, Interview Techniques.

**GROUP – B CLINICAL**

1. Mental Health
2. Interview
3. P.G.I. Memory Scale.
4. Progressive muscle relaxation and its application to behavioural problem.
5. Electro Sleep Apparatus.
6. Reducing anxieties and fear.

**GROUP – C INDUSTRIAL**

1. Job Analysis.
2. Job Satisfaction
3. Work and Rest
4. Risk Taking Behaviour.
5. Interpersonal perception.
6. Characteristics of Entrepreneurs -a case study.

**Semester – IV**  
**PAPER CODE:5587**  
**Paper – I Personality Theories - II**

**Unit – I**

**Personality Assessment :** Foundations, Assumptions.

**Unit – II**

**Issues in Personality Assessment :** Nomothetic versus Idiographic Approach, Projective versus Psychometric Approach, Clinical versus Statistical Approach, Computer-Based Personality Assessment

**Unit - III**

- (a) **Personality Inventories :** Rationale - Theoretical Inventories, Factor Analytic Inventories and Criterion-Keyed Inventories
- (b) **Measures of Personality :** Physiological and Cognitive

**Unit – IV**

**Projective Techniques :** Association, Construction And Expressive Techniques and their Rationale

**Unit – V**

**Ethical Issues in Testing**

**Testing of Cultural and Linguistic Minorities**

**Recommended Books :**

- 1 Anastasi, A. and Urbina, S. (2004). Psychological Testing. Singapore : Pearson Education.
- 2 Corsini, R.J. and Morselia, R.J. (1983). Personality Theories : Research and Assessment. Illinois : Peacock.
- 3 Kline, P. (1983). Personality : Measurement and Theory. New York : St. Martians Press.
- 4 Aiken, L.R. (1989). Assessment of Personality. Boston : Allyn and Bacon.
- 5 Goldstein, G. and Herson, M. (Ed.) Handbook of Psychological Assessment. New York : Pergamon.
- 6 Gregory, R. (2004). Psychological Testing: History, Principles and Application. New Delhi: Pearson Education.

**PAPER CODE: 5588**  
**Paper – II Psychometrics and Scaling-II**

**Unit – I**

Relative advantages and disadvantages of different psychophysical methods.

**Unit – II**

Psychological Test: Meaning, Varieties, characteristics, Uses of Psychological Tests.

**Unit – III**

Construction and Standardization of Psychological Test (with” special reference to Achievement test.

#### **Unit – IV**

Method of Equal appearing intervals (Thurstone's Scale) and Method of summated rating (Likert's Scale).

#### **Unit – V**

Reliability, Validity and test Norms Development.  
Scalogram analysis (Guttman's Scale).

#### **RECOMMEND BOOKS:**

1. Anastasi Psychological Testing “
2. Freeman Psychological Testing
3. Cronbach Psychological Testing
4. Guilford, J.P Psychometric Methods
5. Edwards, A.L. Techniques of Attitude Scale
6. Torgerson, W.S. Theory & Method of Scaling.
7. भार्गव एवं सक्सेना मनोभौतिकी एवं मनोमापन, हरप्रसाद भार्गव, कचहरीघाट, आगरा
8. भार्गव, महेश आधुनिक मनोवैज्ञानिक परीक्षण एवं मापन, हरप्रसाद भार्गव, कचहरीघाट, आगरा
9. Nunnly, J.C. Psychometric Theory, New York, McGraw Hill.
10. Singh A.K. Test, Measurements and Research Methods in Behaviour Sciences, New Delhi: Tata McGraw Hill.

**OPTIONAL GROUP**  
**GROUP A - EDUCATIONAL**  
**Paper – III A**  
**PAPER CODE:5589-A**  
**EDUCATIONAL PSYCHOLOGY-II**

#### **UNIT-I**

Teaching: Meaning and Principles. Logical and Psychological methods of teaching, programmed instructions.

#### **UNIT-II**

Play and Play Methods: Play and its theories. Play Way methods in Education.

#### **UNIT-III**

Montessori method: Dalton Plan; Projected method.

#### **UNIT-IV**

Measurement in education: Why, What and How? Characteristics of a Psychological test.

#### **Unit – V**

Types of Educational tests - Teacher made achievement test, essay type and objective type: their relative merits and demerits.

#### **RECOMMEND BOOKS:**

1. S.S. Mathur Educational Psychology (English & Hindi Edition)
2. B. Kuppaswamy Educational Psychology (English & Hindi Edn.)
3. Skinner Educational Psychology 4. Crow and Crow Educational Psychology
5. A Rauf Text-book of Educational Psychology
6. S.S. Chauhan Educational Psychology
7. पाठक, पी.डी. शिक्षा मनोविज्ञान
8. Jitendra Mohan (Ed.) Educational Psychology, New Delhi Wiley -Eastern.

**OPTIONAL GROUP  
GROUP A - EDUCATIONAL  
PAPER CODE:5590-A  
Paper – IVA  
COUNSELLING PSYCHOLOGY-II**

**UNIT-I**

Counselling Procedures/Skills 1: Initial Procedure, The Initial Counselling Interview, Counselling Skills.

**UNIT-II**

Counselling Procedures/Skill 11: Advanced Empathy, Theme Identification, Self-Disclosure, Perception Check, Interpretation, Action Strategies, Goal Setting, Termination and Follow-up.

**UNIT-III**

Career Counselling: The Changing World of Work, Theories of Career Development, The Career-Counselling Process, Career- Counselling Tools.

**UNIT-IV**

Diagnosis and Assessment: James T. Hurley, Ed.D., AABM, Diagnosis.

**Unit – V**

Assessment, Types of Tests, Communicating Results.

**RECOMMENDDD BOOKS:**

1. Rickey L., George and Counselling Theory and Practice, Allyn: and. Thereses Cristiani Bacon, Boston, London, Sydney, Tokyo, Singapore.
2. Pasricha. Prem Guidance and Counselling in Indian Education.
3. Myers Principle and Technique of Guidance.
4. Belkni, G.S.(1988) Introduction to Counselling W.G. Brawn Publishers.
5. Nelson J. (1982) The theory and practice of counselling Psychology. New York: Holt Rureheart and Wlliston
6. डॉ0 चौहान वी.एल. एवं जैन कल्पना निर्देशन एवं परामर्श, अंकुर प्रकाशन, उदयपुर

**Semester – IV  
OPTIONAL GROUP  
GROUP - B: CLINICAL  
Paper – III B  
PAPER CODE:5589-B  
CLINICAL PSYCHOLOGY-II**

**UNIT-I**

**Clinical Neuropsychological Assessment :**

Role and purpose : Diagnosis of brain damage, single and multiple test procedures.

**Unit – II**

Localization of brain injury, Lateralization of lesion of cerebral cortex, interpreting, synthesizing and communicating findings.

**UNIT-III**

Theories of Personality : Psycho analytic Theory of Personality(Freud), Erickson Psycho social Theory of Personality. Comparative study of Freud and Erickson theory of personality.

Henry Murray : Need theory of Personality, Gordon All part : Trail Theory of Personality.

#### **UNIT-IV**

Community Psychology: Meaning, Historical Development and Perspectives, Principles of community Psychology.

#### **UNIT-V**

Important concept of Community Psychology. Methods of community intervention and Change.

#### **RECOMMEND BOOKS:**

1. Korchin, S.J. : Modern Clinical Psychology, Tokyo, Harper

International Edition, 1976

2. Kendall and Norton-Ford : Clinical Psychology, Tokyo, Wiley International Edition, 1982

3. Wolman : Handbook of Clinical Psychology, New York,

Mc Graw Hill, 1965.

4. Anderson and Anderson : Introduction to Projective, Techniques, New Youk,

Prentice Hall,

5. Klopfer and Davidson : Rorschach Techniques, New York, Harcourt, Brace and World, 1962.

6. Stein : Thematic Apperception Test, Massachusetta, Addison Wesley, 1955.

7. Wolberg : Techniques of Psychotherapy, New Youk, Gurn and

Stration, 1967.

8. Lezak, M.D. : Neuropsychological Assessment, London, Oxford

University Press, 1976.

9. Golden, C.J. : Diagnosis and Rehabilitation in Clinical

Neuropsychological Springfield, Charles Thomas, 1978.

10. Singh, A.K. (2001). :Advanced Clinical Psychology. Motilal Banarasi Dass, Varanasi.

### **OPTIONAL GROUP GROUP - B: CLINICAL PAPER CODE:5590-B**

#### **Paper – IV B**

### **PSYCHOLOGICAL THERAPIES-II**

#### **UNIT-I**

Background of Systematic Desensitisation; Its theory applicability and some empirical findings.

Nature and Methods of Assertive Training; Its implementation and experimental studies;

Behaviour Rehearsal - the minimal effective response Escalation passive, Aggressive Techniques.

#### **UNIT-II**

Concept and procedures of modelling; Acquisition and Facilitation of new Behaviour Patterns by modelling; Disinhibition and the Vicarious Extinction of fear and Anxiety by Modelling.

#### **UNIT-III**

Psycho therapy assumptions and conduction.

Group therapy; Psycho-analytical techniques, Phenomenological Methods, Client-centered therapy.

#### **UNIT-IV**

Cognitive Methods in Behaviour Modification; Rational Emotive Therapy, Thought stopping, Sex therapy. Family therapy, Hypnosis.

#### **Unit – V**

Bio--feed back techniques: Concept, assumption, types of techniques, application of techniques, medical and behavioural problems.



### **RECOMMEND BOOKS**

1. Rim & Masters Behaviour therapy: Academic Press.
2. Wolpe, Joseph The Practice of behaviour Therapy, Pergamon Press.
3. Dobson, K.S. (1988) Handbook of cognitive Behavioural Therapies, Hutshinson, London.
4. Tharp, G.R. & Modification in Environment.
- Wetzel, J.R. Academic Behaviour Press. (1968)
5. Krasner & Ullman Researches in Behaviour Modification
6. Bandura Principles of Behaviour Modification.
7. Ullman & Krasner Case Studies in Behaviour Modification.
8. Mc Laughlin Learning and Social Behaviour
9. Eysenck Behaviour Therapy and Neurosis.
10. Henry C. Richard Behavioural Intervention in Human Problems".
11. Kanfer and Phillips Learning Foundations of Behaviour Therapy.
12. Skinner Contingencies of Reinforcement.

**OPTIONAL GROUP**  
**GROUP C – INDUSTRIAL**  
**Paper – III C**  
**PAPER CODE:5589-C**  
**Industrial Psychology -II**

#### **UNIT-I**

Personnel selection, guidance and promotion; its problems and procedures and performance appraisals.

#### **UNIT-II**

Industrial training needs, methods and evaluation of training effectiveness.

#### **UNIT-III**

Accident and accident proneness; factors of accident; its prevention.

#### **Unit – IV**

Inter-personal relations in industry; Industrial conflict, Negotiations; Collective bargaining. Grievance cell; Joint Consultative Machinery; Strikes and Lockouts - Causes and control.

#### **UNIT-V**

Appraisal of Personal Performance Nature, Method of Appraisal.

Traditional and Management by Objectives.

Job evaluation : Purpose, Techniques and Incentive schemes.

### **RECOMMEND BOOKS:**

1. Blum Industrial Psychology and its Social Foundations.
2. Tiffin & Mc Cormic Industrial Psychology
3. Harrell Industrial Psychology
4. Maier Psychology in Industry.
5. Viteles Motivation and Morale in Industry.
6. Brown & Ghiselli Personnel and Industrial Psychology.
7. Ghosh and Gorpade Industrial psychology..
8. Luthans Organizational Behaviour, McGraw Hill Int. Book Co. 1981.
9. Mc Cormich, EJ & Industrial Psychology. Prentice Hall of India, New Delhi, 1984.
10. Schultz, DP Psychology and Industry Today. Macmillan Pub. Co., Inc New York, 1982.
11. Blum, M & Naylor, J. Industrial Psychology. Harper International Edition, 1985.

12. Katz, D & Kahn, RL The Social Psychology of Organizations, Tokyo, wiley International.
13. Ganguli, HC Structure and Process of Organisation.
14. शर्मा, रामनाथ औद्योगिक मनोविज्ञान, केदारनाथ रामनाथ, मेरठ
15. ओझा औद्योगिक मनोविज्ञान, (हिन्दी एण्ड इंग्लिस)
16. Jitendra Mohan (I 988) Motivations and Fatigue, Agra National Psychological Corpo.

**OPTIONAL GROUP  
GROUP C – INDUSTRIAL  
PAPER CODE:5590-C**

**Paper – IV C**

**ENTREPRENEURSHIP AND ENTREPRENEURIAL PSYCHOLOGY-II**

**UNIT-I**

Theory of motive acquisition; Developing achievement motivation amongst adults.

**UNIT-II**

Social responsibility of small entrepreneurs, the achievement syndrome, self study. Goal setting and interpersonal support.

**UNIT-III**

Achievement development programme. Nature of the effects of programme on the individual with special reference to the Indian Experiments.

**Unit – IV**

The role of Psychological education in development.

**UNIT-V**

The process of adoption of innovations, stages in the process of adoption, measurement of adoption behaviour.

**Books Recommended:**

1. Mc-Cielland, D.C. The Achieving Society.
2. Mc-Cielland, D.C. & Motivating Economic Development Winter
3. Rogers Diffusion of Innovations.
4. Pareek Motivational Pattern & Planned Social Change. national Social Sciences Journal, 1968.
5. Pareek and Adoption Quotient: A measurement of Chattopadhyay Adoption. Behaviour Science, 1966,2,96-108.
6. Pareek and Singh A paradigm of Sequential Adoption. Educational Review, 1968, 3(1), 89-114
7. Harvey, Liebenstein Supply of Entrepreneurship in M.Leading issues in Economic Development.
8. T.V. Rao & T.K. Identification and selection of small Moulik scale entrepreneur. Indian Institute of Management, Ahmedabad.
9. Udai Pareek and Handbook of Entrepreneurship  
T.V. Rao Development. Leaming System, New Delhi.

**PAPER CODE:5591**  
**Paper – V Practicum – I**

**A student will be required to conduct all six practical.**

1. Aptitude : DAT
2. TAT
3. Self Assessment- Social Adjustment/ Self Concept
4. Construction and Standardization of an achievement test.
5. Likert Type Scale/ Thurstone Type Scale
6. Reliability / Validity/Norms.

**PAPER CODE:5592**  
**Paper – VI -Practicum – II**

A student will be required to conduct all six practical.

**OPTIONAL GROUPS**

**GROUP – A EDUCATION**

1. Effect of reward on learning.
2. Problem Children.
3. Construction of objective type test in a school subject.
4. Counselling Procedure
5. Career Counselling
6. Use of Rational Emotive Therapy.

**GROUP – B CLINICAL**

**1. *Depression Inventory***

2. Death Anxiety.

**3. *Community Mental Health***

4. Psycho therapy
5. Bio-feed technique and its application in Psychosomatic – Disorders
6. Use of Rational Emotive Therapy.

**GROUP – C INDUSTRIAL**

**1. *Training needs of a worker.***

2. Conflict in Industry.
3. Organizational Role Stress.
4. Concern for Others/Social Responsibility.
5. Adoption behaviour.
6. Need Power (TAT Cards).