B. A. (HONS) APPLIED PSYCHOLOGY

This course aims at developing an understanding of the growing discipline of applied psychology and promoting skill based education. The course intends to enable students in developing skills and competencies needed for meeting the challenges and needs of the real world in an effective way. Hence this syllabus is created keeping in mind the changing nature of the society, educational institutions and the workplace and therefore to inculcate the required competencies in the students to understand and respond to the same efficiently and effectively.

One important goal is to develop competence in interpersonal and research skills required for the ethical and responsible conduct in basic and applied settings. The focus is also on developing a strong theoretical foundation as well as statistical and methodological skills that can be utilized in a number of applied settings.

Pedagogy for teaching the B.A. (Hons) Course in Applied Psychology
The teaching-learning of the programme would be organized through lectures, tutorials, experiential exercises, projects, presentations, workshops, seminars and hands on training. Students would be encouraged to develop an understanding of real life issues and participate in the programs and practices in the social context. Practicum is incorporated as an important component in most of the papers with hands on training in the use of various research methods such as laboratory experiments, field experiments, observation, testing, survey, interview and case study. Use of ICT and mass media and web based sources is highly recommended to make the teaching-learning process interactive, interesting and fruitful.

Evaluation
The mode of evaluation would be through a combination of external and internal assessment in the ratio of 75: 25 respectively. Along with routine examinations, classroom participations, class assignments, project work, and presentations would also be a part of the overall assessment of the students.

NOTES:

Core papers:
Theory: 4 classes+1 student presentation per week
With Practicals: 2 practicum to be done in a practical paper
  4 practical classes per week/per group
  Each practical group will consist of maximum of 10 students
With Tutorials: 1 tutorial per paper per week per group
  Each tutorial group will consist of 10 students

DSE papers:
Theory: 4 classes+1 student presentation per week
Practicals: 1 practicum to be done in a practical paper
2 practical classes per week/per group
Each practical group will consist of maximum of 10 students

Project/Disseration: 1 class per week

SEC papers:
Theory: 2 classes per week +1 class per week for student presentation +1 class per fortnight to provide skill based learning to students through workshops and seminars.

GE Papers:
Theory: 3 classes +1 student presentation per week
Tutorials: 1 tutorial per paper per week per group
Each tutorial group will consist of maximum of 15 students

**
- Please note that the reading list provided is not exhaustive and additions may be made to it.
- The latest editions of the books listed to be used.
- Continuous Evaluation through presentations/ projects/ tests
PROPOSED SCHEME FOR CHOICE BASED CREDIT SYSTEM IN

B.A. (HONS) APPLIED PSYCHOLOGY

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## ELECTIVE DISCIPLINE SPECIFIC DSE (Any 4) (2 in sem V and 2 in Sem VI):

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<td>C-APSY-10</td>
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- C-APSY-10: Applied Clinical Psychology (Theory+ Practical)
- C-APSY-11: Organizational Behavior (Theory+ Practical)
- C-APSY-12: Community Psychology (Theory+ Tutorial)
- C-APSY-13: Counseling Psychology (Theory+ Practical)
- C-APSY-14: Human Resource Management (Theory+ Tutorial)

### DSE-APSY-01: Positive Psychology (Theory+ Practical)
- DSE-APSY-02: Cross-cultural psychology (Theory+ Practical)
- DSE-APSY-03: Psychodiagnosics (Theory+ Practical)
- DSE-APSY-04: Forensic Psychology (Theory+ Practical)
- DSE-APSY-05: Selection and training (Theory+ Practical)
- DSE-APSY-06: Project/Dissertation (6th semester)
ABILITY ENHANCEMENT ELECTIVE COURSE (AEEC) (SKILL BASED) (Any 2, 1 in Sem III and 1 in Sem IV):

AEEC-APSY-01: Communication Competence (Theory+ Workshops/seminars)
AEEC-APSY-02: Stress Management (Theory+ Workshops/seminars)
AEEC-APSY-03: Effective Leadership (Theory+ Workshops/seminars)
AEEC-APSY-04: Computer applications in Psychology (Theory+ Workshops/seminars)
AEEC-APSY-05: Interpersonal competencies (Theory+ Workshops/seminars)

ELECTIVE GENERIC (GE) (Any 4, 1 each in sem 1, 2, 3 and 4)

GE-APSY-01: Introduction to Psychology and its applications (Theory+ Tutorial)
GE-APSY-02: Applications of Psychology in social issues (Theory+ Tutorial)
GE-APSY-03: Family and developmental applications of Psychology (Theory+ Tutorial)
GE-APSY-04: Applications of Psychology in Industries and Organizations (Theory+ Tutorial)
GE-APSY-05: Environmental Psychology (Theory+ Tutorial)
GE-APSY-06: Educational Psychology (Theory+ Tutorial)

Prof. N.K. Chadha
Department of Psychology
University of Delhi

Dr. Pooja V Anand
Daulat Ram College
University of Delhi
SEMESTER - I

C-APSY-1: Psychological processes: Applied Perspectives-I

**Objective:** To understand the basic psychological processes and their applications in real-world settings.

**Unit 1: Introduction:** Definition and nature of psychology and applied psychology, Historical Development and Current Status, Psychology in India. Biological Basis – Neuron, Structure and Function of Nervous System, Applications of psychology.

**Unit 2: Cognitive processes of attention and perception:** Nature, Selective and Divided Attention, Recognition, Perceptual Constancies, depth perception, Applications: Advertising and Consumer Behaviour; Road safety

**Unit 3: Learning and memory:** Principles of learning and their applications, Conditioning, Observation learning, behaviour modification techniques; Principles of memory, models of memory; Application: Memory in everyday life, Eyewitness memory, improving memory.

**Unit 4: Affective and emotional processes:** Nature and components of emotions; Bodily changes and Emotions; Applications: Positive emotions and Well Being; Perspectives on motivation; types of motives, Application – Achievement motivation and goal setting.

**Practicum:** The students will conduct two practicum (preferably experiments) based on topics in C-APSY-1.

**References:**


C-APSY-2: Health Psychology

Objective: To understand the nature and models of health behavior and its implications for promoting health and well-being.

1. Introduction: Definition, Mind-body relationship, Bio-psychosocial model of Health, Life styles and disease patterns

2. Behaviour and Health: Characteristics of health behaviour; Barriers to health behaviour; Theories of health behaviour and their implications

3. Health Enhancing Behaviour: Exercise, nutrition, accident prevention, pain, stress management

4. Health and Well-being: Happiness; Life satisfaction; Resilience; Optimism and Hope

Readings:


SEMESTER - II

C-APSY-3: Psychological processes: Applied Perspectives-II

Objective: To develop an understanding of cognition and individual differences in personality

UNIT 1: Cognition – Thinking, Concepts and Categorization, Problem Solving and decision making, Barriers to problem solving, Creative thinking, Application
UNIT II: Intelligence – Nature of intelligence, Nature/ Nurture debate, Theories, Assessment, Application

UNIT III: Personality – Nature, Theories, Assessment, culture and personality, Application

UNIT IV: State of Consciousness: Controlled and Automatic Processing, Self Awareness, Sleep

References:


C-APSY-4: LIFE SPAN DEVELOPMENT

Objectives: To understand the development of human life from conception to late adulthood and study the connection between theory and applications.

1. Introduction to life-span perspective Nature, issues and theoretical perspectives; Life-span development in the Indian context; Research in life-span development: methods and designs

2. Physical development: Patterns of growth from conception till late adulthood; Issues of disability; Death and dying

3. Cognitive development: Brief introduction to cognitive development: Contributions of Piaget and Vygotsky, Information processing approaches; Cognitive changes in adulthood and old age; language development, linguistic diversity and its role in cognitive development.
4. Socio-emotional development: Emotional development; Moral development; The Self; Gender and sexuality; Successful aging.

**Practicum:** Any two practicum based on C-APSY-4.

**Readings:**


**Semester III**

**C-APSY-5: Applied Social Psychology**

**Objectives:** To develop an understanding of social processes and study the application of psychology to social issues

**UNIT I:** Introduction: Social Psychology & Applied Social Psychology; historical roots, theories, Indian scenario.

**UNIT II:** Social Cognition & Attitudes: Self in a social world, attribution, biases; formation and change of attitudes; group processes, prosocial behavior, interpersonal attraction

**UNIT III:** Application of Social Psychology: process of intervention, impact analysis

**UNIT IV:** Application of Social Psychology: work, Aggression & Violence, cultural diversity, health, environment.

**Practicum:** The students will conduct two practicum based on topics in C-APSY-5.

**Reading List:**


**C-APSY-6: Clinical Psychology and Mental Health Problems**

**Objective:** To provide an understanding of various mental health problems and the role of clinical psychology

**Unit I:** Introducing psychopathology
  a) Concept of abnormal behavior
  b) Classification of abnormal behavior: DSM and ICD (Latest Edition)
  c) Clinical Assessment
  d) Diathesis Stress Model

**Unit II:** Anxiety Disorders
  a) Generalized Anxiety Disorder: Causal factors and Clinical picture
  b) Obsessive Compulsive Disorder: Causal factors and Clinical Picture
  c) Phobia

**Unit III:** Developmental Disorders (Clinical Picture and Dynamics)
Mental Retardation, Autism, ADHD, and Learning Disabilities

Unit IV: Somatoform Disorders

(a) Hypochondriasis

(b) Conversion Disorder

Readings:


C-APSY-7: Applied Research Methods and Data Processing-I

Objective: To understand the methods and techniques in quantitative research.

Unit 1: Quantitative and qualitative research: difference between quantitative and qualitative research, steps in quantitative and qualitative research. Methods: Experimental method, survey method.
Unit 2: Psychological Testing: Steps in test development: item analysis, reliability, validity, and norms and standardization.

Unit 3: Applications of Psychological testing: clinical, organizational, Educational counseling, and career guidance, Ethical issues in psychological testing.

Unit 4: Levels of measurement, Measures of central tendency, Measures of dispersion, Derived scores (only theoretical inputs), Normal distribution: nature & properties, finding areas when the score is known, finding the scores when the area is known.

References:


SEMESTER-IV

C-APSY-8: Applied Research Methods and Data Processing - II

Objective: To understand sampling techniques, qualitative research and identify group differences

Unit 1: Sampling: Probability and non-probability sampling techniques.

Unit 2: Qualitative research methods: observation, case study.
Unit 3: Correlation: a matter of direction, a matter of degree, formulas for Pearson’s coefficient correlation, factors effecting correlation coefficient.

Unit 4: Identifying group differences: Hypothesis Testing, ‘z’ & ‘t’ test (single and double mean), Type I & Type II errors, Power of test, Hypothesis testing for more than two means: one way ANOVA, Introduction to non parametrics: Chi square.

References:


C-APSY-9: LIVING IN A MEDIA WORLD

Objective: To understand the effect of media on human psyche and to develop a critical awareness of the underlying psychological processes and mechanisms

UNIT I: Media and User: understanding mass media; understanding the interface between media and psychology, Issues in Media psychology: Construction of reality, media and culture, media and globalization, Media and ethics, regulation.


UNIT III: Media and advertising: Methods of knowing consumer needs, Developing an effective advertising programme /media promotions/ campaigns for social marketing. Case studies in the Indian context.
**UNIT IV:** Critical issues in Media Influence: Social Influence and media, fantasy vs reality, Portrayal of Social Groups in Media, stereotyping. Media violence: Effect on Children and Adolescents, Use & Abuse of Television, Internet, and Social Networking: cybercrime, cyberspace, Role of Media in Social Change, Media as tool to promote well being, Case studies in the Indian context.

**Readings:**


C-APSY-10: Applied Clinical Psychology

Objective: To understand various psychological disorders and treatment of disorders.

Unit I: Schizophrenia
Causal factors, Clinical Picture and Subtypes

Unit II: Mood Disorders
Causal factors, Clinical Picture and Subtypes; Suicide.

UNIT III: a) Personality Disorders (Clinical Picture and Dynamics): Antisocial Personality Disorder and Borderline Personality Disorder

b) Sexual Disorders (Clinical Picture): Gender Identity Disorder, Paraphilia - Pedophilia, Voyeurism, Exhibitionism, Sexual Masochism, Sexual Sadism

Unit IV: Treatment of Disorders
   a) Biological Treatment; Pharmacotherapy and Electroconvulsive Therapy
   b) Psychological Treatment: Psychoanalytic Therapy, Behavior Therapy, Cognitive Behavior Therapy

Practicum: The students will conduct two practicum based on topics in C-APSY-10.

Readings:


SEMESTER V

C-APSY-11: Organizational Behavior

Objectives: To understand the dynamics of organizational processes for organizational change and development.

Unit 1: Introduction to organizational behavior, scope and contemporary challenges
  - Emergence of Organizational Behavior
  - Organizational Culture
  - Organizational Structure

Unit 2: Individual and the organization
  - Psychological Contract
  - Employee socialization
  - Job satisfaction
  - Organizational Commitment
  - Organizational Citizenship Behavior
  - Work engagement

Work Motivation: Theories and application; Indian perspective

Unit 3:
Contemporary perspectives on leadership; Cross-cultural leadership issues; Indian perspective on leadership; Diversity issues in leadership

Unit 3: Organizations in a changing context
  - Organizational change
  - Organizational Development (OD)

Practicum: The students will conduct two practicum based on topics in C-APSY-11.
**Readings:**


**C-APSY-12: Community Psychology**

**Objective:** To study the development of the field of community psychology, its models and applications.

**UNIT- I**

a) Concept, nature, principles of community psychology
b) Fields of Community Psychology; relation with other branches of Psychology

**UNIT- II**

a) Community mental health
b) Models of Community Psychology
c) Quality of life, mental health education and awareness and promotional programs in India.
UNIT- III
a) Problems of community life: unemployment, alienation, aggression and violence.
b) Community intervention
c) Role of media.

UNIT- IV
Community Development and Empowerment: case studies in the Indian context

Readings:


C-APSY-13: Counseling Psychology

Objectives: To learn the basic concepts and theories of counseling and understand the important skills required in practice.

Unit 1: Introduction

Definitions and goals
Counselling and psychotherapies (similarities and differences)
Ethical Considerations
Current Trends

Unit 2: Counseling skills: theory & practice –I

Person centered approach
Psychodynamic approach
Existential Approach

Unit III: Counseling skills: theory & practice –II
Behavioral Counselling
Cognitive behavior therapy

Unit IV: Counseling in diverse settings
Group counseling
Marital and Family Counseling
School
Career

Practicum: The students will conduct two practicum based on topics in C-APSY-13

Readings:


C-APSY-14: Human Resource Management

Objective: To acquaint students with the Human Resource Management issues in Organizations.

UNIT- I
a) Foundations of HRM; Personnel management, HRD, HRM in India
b) Models of HRM
c) HR functions: Managing HR function, contribution and evaluation

UNIT- II
a) Job analysis
b) HR planning
c) Recruitment and selection

UNIT- III Training and Performance appraisal
Importance of training
Types of training
Performance appraisal: methods

UNIT- IV International Human Resource Management
Globalization, Types of cross-national organizations, Role of culture in IHRM, Policies and practices in the multinational enterprise. Selection for international assignees, Expatriate failure, Training; Well-being of the global work force.

Readings:


ELECTIVE DISCIPLINE SPECIFIC DSE (Any 4) (2 in sem V and 2 in Sem VI):

DSE-APSY-01: POSITIVE PSYCHOLOGY

Objective: To study the applications of positive psychology in various domains.


UNIT 2: Happiness and Well being, Emotional Intelligence, Resilience, Self-efficacy, Optimism, Hope, Wisdom, Mindfulness.

UNIT 3: Applications: multicultural context, disability, ageing

UNIT 4: Applications: Work, education, health

Practicum: Any one practicum can be designed from the syllabus provided so as to enhance the understanding of the concepts and applications of positive psychology

Reading List:


DSE-APSY-02: Cross-Cultural Psychology

Objective: To acquaint students with the importance of cross cultural researches in understanding various psychological processes.

UNIT- I: Introduction to cross-cultural psychology
a) Definition, nature, and goals
b) Culture as antecedent to behavior
c) Methods

UNIT- II: Cultural and Basic Psychological Processes
a) Culture and self
b) Structure of identity
c) Issues in the measurement of intelligence.

UNIT- III: Cultural and Social Behavior
a) Dimensions of culture (Hofstede)
b) Intergroup relations

UNIT-IV: Culture and Organizational Behavior
a) Human resource practices
b) Leadership

Practicum: Practicum on any one of the topics covered in the syllabus.

Readings:


DSE-APSY-03: Psychodiagnosics

Objective: To understand the classification and diagnoses of psychological disorders, differential diagnostics and the employment of various psychological tests for assessment of adults and children.

UNIT – I: General Issues in Psychological Assessment
a) Assessment and data collection
b) Processing assessment data and communicating the findings

Unit II: DSM and ICD (latest edition): Similarities and differences.

UNIT – II: Behavioral Assessment
a) Traditional approaches and current views
b) Behavioral assessment methods
c) Clinical and diagnostic interviewing

UNIT – III Assessment
a) Clinical assessment and uses of intelligence tests
b) Methods of personality assessment
c) Neuropsychological assessment

Practicum: Practicum on any one of the topics covered in the syllabus.

Readings:


DSE-APSY-04: Forensic Psychology

Objective: To acquaint the students about the growing field of forensic psychology.

Unit I: Forensic Psychology: Introduction, Historical Perspective, Fields, Education.

Unit II: Criminal and Police Psychology, testing and assessment, Occupational stress in Police, Police interrogation, False confession. Criminal Identification.
Unit III: Psychological impacts of crime, Post-traumatic stress disorder, Family violence, bystanders intervention

Unit IV: Correctional Psychology: Legal rights of inmates: Solitary confinement, methods and models in correction, sexual offenders, Prevention of crime.

Practicum: Practicum on any one of the topics covered in the syllabus

References:


DSE-APSY-05: SELECTION & TRAINING

Objectives:

- To give an overview of the core HR practices in organizations
- To impart basic psychological skills relevant for a practitioner in an organizational context

Unit 1: Job analysis

   a. techniques
   b. importance

Unit 2: Employee Selection

   a. Brief Introduction to HR and HR Cycle
   b. Steps in employee selection
   c. Selection devices: Interview, Psychometric testing, Assessment center, Work samples and situational tests

Unit 3: Performance appraisal

   a. Relevance of performance appraisal
b. Performance Appraisal Methods: Graphic Rating scales, Employee comparison methods, Behavioural checklist and scales
c. Errors and biases in performance appraisal
d. Feedback of performance appraisal information to employees

Unit 4: Training

a. Steps in establishing a training program
b. Methods and techniques of training
c. Evaluation of training programs

Practicum: Practicum on any one of the topics covered in the syllabus

Readings:

DSE-APSY-06: PROJECT/ DISSERTATION

**Objectives** - Students should be enabled to design and conduct an original and ethical research. They should be able to write a dissertation in the APA format. The research done can either be empirical/data based (quantitative, qualitative, or mixed-methods) or it can be in the form of a critical review of research and theory.


**Evaluation:** Viva jointly by one internal and one external examiner.
ABILITY ENHANCEMENT ELECTIVE COURSE (AEEC) (SKILL BASED) (Any 2, 1 in Sem III and 1 in sem IV):

AEEC-APSY-01: Communication Competence

UNIT I: Communication Skills for effective presentation: Organizing skills of message and context; Presentation skills of message; Situating it to different audience, Handling question/answer.

UNIT II: Communicating skills in the interpersonal context: Engaging in meaningful conversation; Interviewing skills; Art of listening ; Non-Verbal skills

Readings:

AEEC-APSY-02: Stress Management

UNIT I: Learning about sources of stress and its symptoms: Nature of stress- various sources of stress environmental, social, physiological and psychological; Symptoms of stress - emotional response, physiological & behavioral

UNIT II: Learning to manage stress effectively : Methods - yoga, meditation, Vipassana, relaxation techniques, clarifying problem, alternate actions, support (Problem focused) emotion focused constructive approach

Readings:

AEEC-APSY-03: Effective Leadership

UNIT I: Developing effective behavioural styles of leadership: Communication Skills; Participatory Communication; Consideration for members; Defining goals and distributing task effectively

UNIT II: Building effective teams: Co-operation in a team; Cohesiveness, trust and interdependence
Readings:

AEEC-APSY-04: Computer Applications in Psychology

Objective: To develop Computer competency in students with MS-Office, and train students to organize and analyze data with SPSS and choosing appropriate statistical techniques for carrying out research.

Unit I Introduction
a) MS Word, Power Point
b) MS Excel
c) Item Analysis
d) SPSS (introduction, analysis of data)

Unit- II Statistics
a) Descriptive Statistics
b) Chi Square, t-test (Independent and Correlated)
c) Correlation techniques (r, and rho)
d) ANOVA (One way, Factorial); Multiple Comparison of Means
e) Factor Analysis
f) Partial and multiple correlations, Multiple regression analysis

AEEC-APSY-05: Interpersonal Competencies

Objective: To develop interpersonal competencies in the students for better social life.

Unit 1: Self awareness skills, Listening skills, Verbal and non-verbal communication skills

Unit 2: Trust, caring, intimacy skills, Assertion skills, Anger management skills

Readings:


ELECTIVE GENERIC (GE) (Any 4, 1 each in sem 1, 2, 3 and 4)

GE-APSY-01: Introduction to Psychology and its applications

Objective: To develop an understanding of the growing field of psychology and its applications

Unit 1: Nature of Psychology – Definition, Methods, Historical Development and Current Status, Psychology in India.
Unit 2: Dynamics of adjustment: theories of personality, stress and coping
Unit 3: Applications of psychology: The Interpersonal domain, Mental and physical health
Unit 4: Applications of psychology: Environment, law, education

Readings:


GE-APSY-02: Application of Psychology in social issues

Objective: To develop an understanding of the relevant social issues and study the role of psychology in these issues.

Unit 1: Introduction: Social issues, Psychology and social issues
Unit 2: Psychology and cultural diversity: prejudice, stereotyping and discrimination, how to solve these issues, Indian context
Unit 3: Psychology and environment: environmental issues, role of psychology in solving environmental problems
Unit 4: Psychology and health: health related issues, well-being, role of psychology in mental and physical health and well being

Readings:


GE-APSY-03: Family and Developmental applications of Psychology

**Objective:** To understand the role of psychology in family and developmental issues

**Unit 1:** Definition, Nature and Scope of Developmental Psychology  
**Unit 2:** Issues of Adolescents: stress, identity crisis, adjustment to physiological and psychological changes  
**Unit 3:** Family and Marital Problems, solutions for these problems, Love, Relationships, and Break down of relationships  
**Unit 4:** Psychology of Gender: gender roles, gender and mental health

**Readings:**


GE-APSY-04: Applications of Psychology in Industries and Organizations

**Objective:** To understand the applications of psychology in industries and organizations

Unit 1: Nature of I/O Psychology, I/O psychology in the Indian context  
Unit 2: Enhancing job satisfaction, organizational commitment, work engagement and productivity  
Unit 3: Enhancing work motivation and developing leadership potential  
Unit 4: Employing psychological principles in recruitment, selection, training and performance appraisal.

**Readings:**


**GE-APSY-05: Environmental Psychology**

**Objective:** To understand the interrelationships among the physical environment, individual differences, and human behavior and experience and various environmental issues.

Unit I: The Nature and Scope of Environmental Psychology, Role and Functions of Environmental psychologists

Unit II: Individual Processes: Environmental Perception and Cognition, Environmental Attitudes, Environment-Behavior Relationships

Unit III: Environmental problems: Noise, pollution, Overpopulation, crowding

Unit IV: The Future: Saving the Environment, role of media, practitioners, NGO's contribution

**Readings:**


GE-APSY-06: Educational Psychology

Objectives: To understand the application of psychological principles to the field of education

Unit 1: Definition, Nature and Scope of Educational Psychology, theoretical perspectives
Unit 2: Effective Teaching – Learning Methodologies / Pedagogies, evaluation, characteristics of effective teachers, classroom management.

Unit 3: Issues of physically and mentally challenged Students, learning disabilities, responsibilities of teachers towards them.

Unit 4: Human Diversity and Education: Differences in Cognitive Styles & Learning Strategies, Readiness for Learning & Classroom Achievement, Intelligence, Creativity & Personality; Socio-cultural Differences: Gender, Socio-Economic Status, Ethnic & Linguistic Diversity

References:


Prof. N.K. Chadha
Department of Psychology
University of Delhi

Dr. Pooja V Anand
Daulat Ram College
University of Delhi