**PSYCHOLOGY**

**(Open Elective)**

**UNIT I**

Introduction to Psychology – origin, nature, scope and significance, early pioneers, contemporary perspectives and domains of psychology.

**UNIT II**

Personality – Overview of personality, trait theories, psychoanalytic theory, humanistic theories and behavioral and social learning perspective. Constituents of effective personality.

**UNIT III**

Social Psychology – a working definition, Social cognition – perceiving and understanding others, Attribution–explaining the causes of behavior, Attitudes and links with behavior.

**UNIT IV**

Organisational behavior – fundamental concepts, models of organisational behavior, motivation and behavior modification.

**UNIT V**

Interpersonal and Group dynamics, nature of employee participation, work change and resistance to change.

**UNIT VI**

Psychology in action – dealing with workplace stress, stress and job performance, stress management, modifying ineffective behavior.

**TEXTBOOKS**

1. Introduction to Psychology - Coon and Mitterer.

2. Introduction to Psychology – Morgan and King.

**REFERENCE BOOKS**

1. Psychology – Robert A Baron

2. Social Psychology – Robert S Feldman

3. Social Psychology – David Myers

4. Introduction to Social Psychology - L L Bernard

5. Human behavior at work - Davis and Newstrom

6. Organisational Behavior - Arnold and Feldman

7. Personality: A Psychological Interpretation - G W Allport