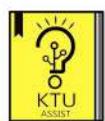


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## MODULE I.

### Syllabus

Introduction to Psychology as a science —  
Area of applications — Study of individual —  
Individual differences — Study of behavior —  
Stimulus Response behavior — Heredity and  
environment +

Question Paper consists of 3 parts:

A  
B  
C

#### Part A

There should be 2 questions from Module I and II  
Each question carries 10 marks.

Students will have to answer any 3 questions out  
of 4 ( $3 \times 10 = 30$  marks)

### AN INTRODUCTION TO PSYCHOLOGY

Psychology is the science of why human beings and animals behave as they do. It studies how man and other animals sense, think, learn, know, communicate and interact. The term psychology has its origin from two Greek words Psyche (soul) and logos (science). Thus psychology means science of soul. The meaning of psychology has undergone many changes from time to time.

According to American Psychological Association (APA) "Psychology is the scientific study of behavior of individuals and their mental processes". It also includes the application of this science to human problems.

We have come to the word behavior in the definition of psychology. Behavior includes anything a person or animal does that can be observed in some way. Behaviors, unlike mind, thoughts or feelings can be observed, recorded and studied. Thus from observed behaviors, psychologists can and do make inferences about the feelings, attitudes, thoughts and other mental processes which may be behind the behavior. Thus it is through behaviors we can actually study and come to understand our internal mental processes.

When we define psychology as "the science of behaviors", we are not excluding mind. Mind is invisible, no physical aspect and we can't pinpoint it. But our thinking, feeling, emotions, perception, all these constitute mind. Brain can be considered as hardware and mind is the software. So we can consider mind as a psychic organ.

continued on Pg

## PSYCHOLOGY AS A SCIENCE

Psychology is the scientific study of behavior and mental processes. The essential nature of psychology is that it is a science. Any science is a systematized body of knowledge which may be verified at any time by any no: of individuals under given conditions. Being a science it emphasizes the search for truth and it adopts the method of objective investigation and controlled observations. Psychology possesses the body of facts which is supposed through universal laws and principles that help to understand and predict events.

Due to the following reasons we consider the subject psychology as a science.

- ① Psychology is scientific because it is a systematized body of knowledge collected by systematic observation and experimentation
- ② It is an empirical science It relies on data that come from objective and systematic observations of human behaviors.
- ③ Its method is scientific Psychology adopts the

methods and values of science in its efforts to understand various aspects of behavior.

- ① It is factual Psychology studies facts of human behavior. The conclusions are testifiable and verifiable.
- ② It has a theoretical base Psychology possesses a well organized theory which is supported by laws and principles.
- ③ It emphasizes the search for truths. Psychology underpins the search for truth by advocating objectivity, reliability and validity in the assessment of behavior.
- ④ It possesses universal applicability. The facts, principles and laws of psychology enjoy universal applicability in practical life.
- ⑤ It is not a perfect science like physics, chemistry, mathematics etc. because, its subject matter is behavior and behavior is dynamic and unpredictable. The findings of psychology are not as accurate, exact and objective as physical sciences or mathematics.

## AREA OF APPLICATIONS.

The area of applications of psychology are very wide.

They include

① To understand human behavior. Being the science of behaviors, psychology always try to understand human behaviors in different situations, which helps to develop laws, principles and theories to explain such behaviors.

② To identify factors that influence behavior

Psychologists observe, investigate and identify the various factors which influence behavior and helps to assess their relative influence.

③ Education Psychological principles have found an important role in selecting, arranging and imparting education to children at different stages of development.

④ To find out individuals suitable for each job

Each individual possess special talents and ability in different fields of job. Psychology will help to find out suitable men for different kinds of work.

work place Psychology helps to increase productivity in work places. It helps in developing positive work habits, reducing stress of work and helps to increase productivity. Also, psychology studies the interests and reactions of consumers and thus helps the industrialists to manufacture items according to the taste of consumers.

social problems The community psychologists apply psychological principles, ideas and points of view to help and solve social problems which help individuals to adapt to work and living groups.

Thus the psychological techniques and methods can be used in many areas to solve the human and real life problems. Its principles helps to understand and treat emotional and behavioral problems, mental illness, criminal behavior, drug addiction, family conflict, issues in organisational set up etc.

Forensic psychology, political psychology, Military psychology, Industrial psychology etc

Helps to solve real life problems .

## INDIVIDUAL DIFFERENCES

It has been proven beyond all doubts that no two individuals are exactly similar. The personality of each individual is distinct and unique. The difference is not only in external appearance but also in intelligence, aptitude, creativity, attitude, needs, interest etc.

No two individuals are alike, not even identical twins. The differences b/w individuals that separate them from one another and make one as a unique individual in oneself are termed as individual differences. According to Osborne "individual differences can be considered as the dissimilarity between persons that distinguish them from one another". Thus any relatively persistent unlikenesses in structure or behavior b/w persons are called individual differences. The term involves any measurable aspect of total personality that makes an individual distinct and unique.

Human beings are found to differ from each other and among themselves in the following dimensions.

- 1) Differences in physical traits: Individuals differ in height, weight, colours of skin, size of various body parts, facial expression, mannerism of speech & walk, hair style etc.
- 2) Mental differences: People differ in intellectual abilities and capacities like memory and thinking powers, i.e. powers of imagination, creativity, concentration etc.

3) Differences in motor ability Individual differences can be seen in motor abilities such as reaction time, speed of action, steadiness, rate of muscular movement, resistance to fatigue etc.

4) Differences in interest and aptitude.

People differ in their tastes and interests. Some take interest in meeting people, attending social functions and are very fond of group activities. But there are a group of people who feel happy in solitude and avoid social gatherings. In the same way people are found to have different aptitudes. Some have mechanical aptitude, while others have scholastic, musical or artistic aptitude.

5) Differences in attitudes Individual difference can be observed in the beliefs, opinions and ideas of people. People are found to possess varying attitudes towards different people, groups, objects, political and religious philosophies etc.

6) Emotional Differences Individuals differ in the manner they express their emotions. In some individuals positive emotions like love, affection, amusement etc are more prevalent whereas in others negative emotions are more powerful. Some are emotionally stable and mature while others are unstable and immature.

It is found that heredity and environment are the two determinants that cause individual differences.

## HEREDITY AND ENVIRONMENT

The total personality of an individual is the product of interaction b/w heredity (nature) and environment (nurture). Differences in individuals, resulting from growth and development, can be clearly attributed to the variations in heredity endowments and environmental stimulations.

Nature-nurture controversy is long standing dispute among researchers. It is said that upbringing, experience and learning (nurture) is more important, while the other part is the heredity i.e. the genetic inheritance (nature) determines the personality.

Heredity is the sum total of physical and mental qualities that an individual inherits from his parents. These qualities are transmitted to the person from his parents through genes in the chromosomes. Thus heredity one of two types. 1) Biological heredity and 2) Social heredity.

Biological Heredity involves all those biological and psychological characteristics which a person inherits from his parents through genes in the chromosomes. Social heredity refers to all that one generation gets from preceding generations in the form of social customs, traditions, values, beliefs, morals etc.

When each generation transmits the acquired skills and knowledge to the succeeding generations, it constitutes social inheritance. Every society is characterized by its cultural heritage which is transmitted from generation to generation in the form of social heredity.

The hereditarians are of the view that the inborn nature is the chief factor in the development of personality of an individual. They argue heredity is the base on which the personality is determined.

But on the other hand environmentalists give all credit to nurture. They are convinced that personality of an individual may be developed to any level according to environment.

Watson, the psychologist declared "Give me any child, I will make him what you desire". He is of the opinion that by providing favorable and positive environment, we can pave the way for the better development of behavioral pattern among the individuals.

Thus the question whether heredity or environment is more important in moulding personality is really meaningless. It is generally accepted that both heredity and environment jointly shape a person. The inherited personality potential always acts through

the environment. So it is a joint action. The greater the potentiality and the more favourable the environment, greater will be the result of joint actions.

### STUDY OF BEHAVIOR./ INDIVIDUAL

Psychology is the study of mind and behaviors. Psychology is a multi-faceted discipline and includes many areas like human development, sports, health, social behaviors and cognitive processes.

The behavior of human falls within a range of some behaviors being common, some unusual, some acceptable and some beyond acceptable limits. Human behavior is studied by the social sciences which include psychology, sociology, economics and anthropology. Behavior changes throughout an individual's life, as they move through different stages of life. The study of human behavior is necessary for the process of self development by observing and adapting to others actions or conduct and analysing the reason behind them.

The study of behaviors helps us to  
1) understand how to live and sustain the human life

- 2) To know how to deal with people or beings
- 3) To understand the inner self better.
- 4) Help to know what drives people and helps to think of people in a positive way.

Thus the study of human behavior has played an important role in improving lives of people who have mental health & behavioral disorders. It has also facilitated advancements in areas such as early childhood education, organizational behavior management and public health. Professionals who are interested in how to study human behavior are driven to know why people make decisions, with the goal of better understanding the decision-making process. While studying the individual behaviors, it also focus on principles of behavior, learning, motivation, and methods of promoting behavior change. Behavior analysts may work in settings such as schools, private clinics and community mental health centres. Their work involves observation, data collection, analysis, design and implement behavior change plans.

The human behaviors can be studied by various methods.

## 1) Introspection Method

This method was introduced by E.B Titchener. Also known as "self observation" method. Introspection mean 'to look within'. It is not possible to understand the inner feelings and experiences of others person. But it is possible for the individual to observe & report himself.

2) Observation Method. In this method, the observer will observe and collect data. At times the observer will go to the natural settings or situations to collect the data. In natural settings the person being observed will not be aware that he is being observed. So it is also called naturalistic observation or objective observation method.

## 3) Experimental Method

This is the most objective way of studying behaviour. In this method, experiments are conducted in the laboratories under controlled conditions.

4) Clinical Method or case history Method This method is used very commonly in hospitals and also in educational settings. Detailed information is collected from the client as well as significant members. The information includes the past history of illness,

treatment taken already, present condition, family history, signs & symptoms etc.

### 5) Survey Method

This is used to gather information from large no. of people. Questionnaires, check lists, rating scales inventories are used to collect the required information.

### 6) Testing Method

Different Tests are developed by psychologists to study various aspects of behaviors. The attitudes, interests, abilities, intelligence, adjustments personality and such other factors which influence behaviors can be studied by administering the suitable tests.

## STIMULUS - RESPONSE BEHAVIOR

In Psychology, a stimulus is any object or event that elicits a sensory behavioral response in an organism. Response is the ability of an organism to react to a particular stimulus.

S-R Theories are central to the principles of conditioning. They are based on the assumption that human behaviors is learned.

Conditioning is a form of learning, in which either i) a given stimulus or signal becomes increasingly effective in evoking a response

The S-R Theory is a concept in Psychology that refers to the belief that behavior manifests as a result of the interplay between stimulus and response.

In other words, behavior cannot exist without a stimulus. In 1927 Pavlov conducted one of the most psychological experiments, when he showed that by pairing a conditioned stimulus (a bell) with an unconditioned stimulus (food), a dog would begin to salivate (response), when the bell was rung without presenting the food. This became known as classical conditioning or stimulus - Response Theory of Behavior.

According to E.L. Thorndike the basic unit of behavior is S-R connection. Learning is forming of bonds (connections) between

Stimulus (S) and Response (R). This means that one learns by making trials, making errors or mistakes during the trials and making further trials, eliminating the wrong responses. So learning takes place, slowly by the process of trial and error. In order to learn something a learner makes several trials where some responses do not give satisfactory results, but he goes on making further trials till he gets satisfactory responses. This is the theory of connectionism OR It is called trial and error.

### Theory of Learning

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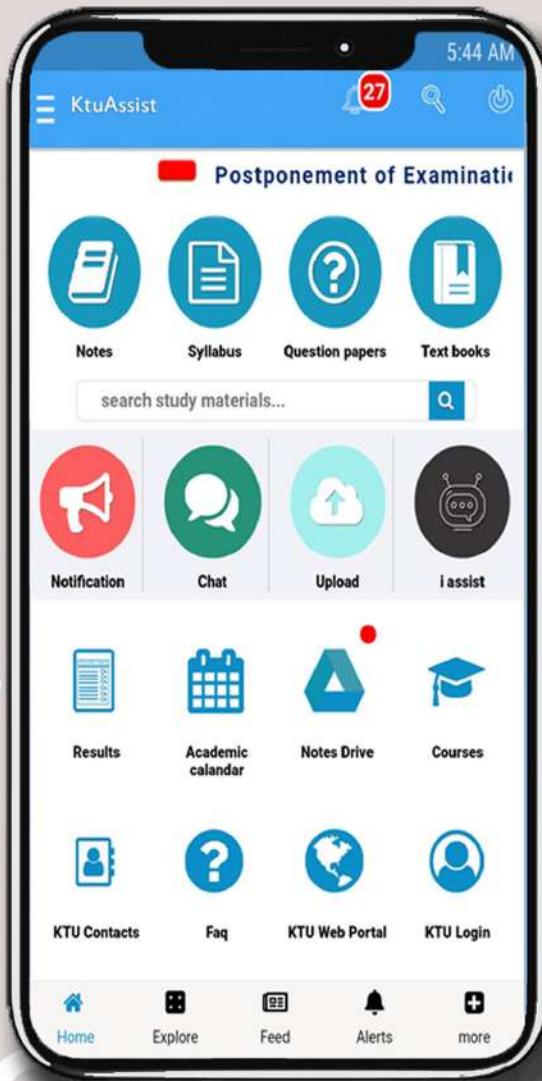
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