

## Semester – III

PAPER CODE:43561

### 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.

**Semester – III**

**PAPER CODE:43562**

**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.

**Semester – III**  
**OPTIONAL GROUP**  
**GROUP A - EDUCATIONAL**  
**Paper – III A**  
**PAPER CODE:43563-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. Kuppuswamy        | 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. |

**Semester – III**  
**OPTIONAL GROUP**  
**GROUP A - EDUCATIONAL**  
**Paper – IVA**  
**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<br>Thereses Cristiani | Counselling Theory and Practice, Allyn: and.<br>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.<br>New York: Holt Rinehart and Wlliston       |
| 6. डॉ० चौहान वी.एल. एवं जैन कल्पना             | निर्देशन एवं परामर्श, अंकुर प्रकाशन, उदयपुर  |

**Semester – III**  
**OPTIONAL GROUP**  
**GROUP - B: CLINICAL**  
**Paper – IIIB**  
**PAPER CODE:43563-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 York, Prentice Hall,
5. Klopfer and Davidson : Rorschach Techniques, New York, Harcourt, Brace and World, 1962.
6. Stein : Thematic Apperception Test, Massachusetts, Addison Wesley, 1955.
7. Wolberg : Techniques of Psychotherapy, New York, Gurn and Stratton, 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.

**Semester – III**  
**OPTIONAL GROUP**  
**GROUP - B: CLINICAL**  
**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 Behaviourat Therapies, Hutshinson, London. |
| 4. Tharp, G.R. & Wetzal, J.R. | Modification in Environment. Academic Behaviour Press. (I 968)   |
| 5. Krasner & Ullman           | Researches in Behaviour Modification                             |
| 6. Eandura                    | Principles of Behaviour Modification.                            |
| 7. Ullman & Krasner           | Case Studies in Behaviour Modification.                          |
| 8. Mc Laughlin                | Leaming and Social Behaviour                                     |
| 9. Eysenck                    | Behaviour Therapy and Neurosis.                                  |
| 10. Henry C. Richard          | Behavioural Intervention in Human Problems”.                     |
| 11. Kanfer and Philips        | Leaming Foundations of Behaviour Therapy.                        |
| 12. Skinner                   | Contingencies of Reinforcem                                      |

**Semester – III**  
**OPTIONAL GROUP**  
**GROUP - C: INDUSTRIAL**  
**Paper – IIIC**  
**PAPER CODE:43563-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 Cornic 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 & ligen, DR Industrial Psychology. Prentice Hall of 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 – IVC**

**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 &nd 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. Leaming  
System, New Delhi.



### **Semester III**

#### **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.

### **Semester III**

#### **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:44561**

**Paper – I Personality Theories - II**

**Unit – I**

**Personality Assessment** : Foundations, Assumptions.

**Unit – II**

**Issues in Personality Assessment** : Nomethetic 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 Pesonality. 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.

**Semester – IV**  
**PAPER CODE: 44562**

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

**Unit – I**

Relative advantages and disadvantages of different psychophysical methods.

**Unit – I I**

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 (Liket”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.

**Semester – IV**  
**OPTIONAL GROUP**  
**GROUP A - EDUCATIONAL**  
**Paper – III A**  
**PAPER CODE:44563-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. Kuppuswamy        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<sup>८</sup> पाठक, पी.डी.            शिक्षा मनोविज्ञान
8. Jitendra Mohan (Ed.) Educational Psychology, New Delhi Wiley -Eastern.

**Semester – IV**  
**OPTIONAL GROUP**  
**GROUP A - EDUCATIONAL**  
**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.

**RECOMMENDD BOOKS:**

1. Rickey L., George and  
Thereses Cristiani                      Counselling Theory and Practice, Allyn: and.  
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.  
NewYork: Holt Rureheart and Wlliston
- 6<sup>th</sup> डॉ० चौहान वी.एल. एवं जैन कल्पना निर्देशन एवं परामर्श, अंकुर प्रकाशन, उदयपुर

**Semester – IV**  
**OPTIONAL GROUP**  
**GROUP - B: CLINICAL**  
**Paper – III B**  
**PAPER CODE:44563-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 Allport : Trait 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 York, Prentice Hall,
5. Klopfer and Davidson : Rorschach Techniques, New York, Harcourt, Brace and World, 1962.
6. Stein : Thematic Apperception Test, Massachusetts, Addison Wesley, 1955.
7. Wolberg : Techniques of Psychotherapy, New York, Gurn and Stratton, 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.

**Semester – IV**  
**OPTIONAL GROUP**  
**GROUP - B: CLINICAL**

**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 Behaviourat Therapies, Hutshinson, London. |
| 4. Tharp, G.R. & Wetzal, J.R. | Modification in Environment. Academic Behaviour Press. (I 968)   |
| 5. Krasner & Ullman           | Researches in Behaviour Modification                             |
| 6. Bandura                    | Principles of Behaviour Modification.                            |
| 7. Ullman & Krasner           | Case Studies in Behaviour Modification.                          |
| 8. Mc Laughlin                | Leaming and Social Behaviour                                     |
| 9. Eysenck                    | Behaviour Therapy and Neurosis.                                  |
| 10. Henry C. Richard          | Behavioural Intervention in Human Problems”.                     |
| 11. Kanfer and Philips        | Leaming Foundations of Behaviour Therapy.                        |
| 12. Skinner                   | Contingencies of Reinforcement.                                  |

**Semester – IV**  
**OPTIONAL GROUP**  
**GROUP C – INDUSTRIAL**  
**Paper – III C**  
**PAPER CODE:44563-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 Motifation 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 & ligen, DR Industrial Psychology. Prentice Hall of 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 (I 988) Motivations and Fatigue, Agra National Psychological Corpo.





## **Semester IV**

### **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

## **Semester IV**

### **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)