

Department of Higher Education Govt. of M.P
Semester Wise Syllabus for Undergraduates
As Recommended by Central Board of Studies and
Approved by HE the Governor of M.P.

Session(नवं)– 2020–2021 M.M-40

Political Science M.P. (Previous) Semester- I

Paper I

Modern Indian Political Thought

Unit I

1. Overview of Indian Political Thought, Genesis and Development
2. The Indian Renaissance - Raja Ram Mohan Roy, Balgangadhar Tilak, Vivekanand.

Unit II

1. Influences on the Ideas of Mahatma Gandhi.
2. Satya, Dharma, Shanti, Prem, Ahimsa, Asteya, Aparigraha, Swadeshi, Roti ke liye shram, Brahmacharya, Satyagrah, Savinaya Awagya
3. Gandhi as a Social Reformer
4. Gandhi as a Political Leader and Political Activist
5. Gandhi as an Statesman
6. Gandhi as an Economic Activist
7. Social and Economic thoughts of Vinoba Bhave.
8. Comparative Study between the thoughts of Vinoba Bhave and Mahatma Gandhi.

Unit III

1. Political and Social Ideas of Pandit Jawahar Lal Nehru, Sir Sayyad Ahmad Khan, Moh. Ali Jinnah, Dr. Bhirnrao Ambedkar.

*कृष्ण नीति 21/2/21
Ch. 2*

Unit IV

1. Views of Ram Manohar Lohia,
2. Views of Jai Prakash Narayan,
3. Views of Acharya Narendra Deo,

*1. डॉ. कृष्ण नीति 21/2/21
2. श्री. एन.पी. नारायण 30/18/20
3 - 510 माधवा आर्य 30/18/20
4 डॉ. अश्व लोहिया 30/18/20
30/18/20*

Unit V

1. Views of Dindayal Upadhyay
2. Views of Dr.M.N.Rai,
3. Views of Shri.Arvind Ghosh

Department of Higher Education Govt. of M.P
Semester Wise Syllabus for Undergraduates

As Recommended by Central Board of Studies and
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Session(वर्ष)- 2020-2021

M.M-40

Political Science M.P. (Previous) Semester- I

Paper II

Comparative Politics

Unit I

1. Comparative Politics - Meaning, nature and scope.
2. Comparative Politics - Evolution
3. Comparative Politics - Traditional and Modern Perspective
4. Comparative Politics - Behavioral Frame-work

Unit II

1. Political System Approach and Analysis (David Easton)
2. Structural Functional Approach and Analysis (G.A. Almond and G.B. Powell)

Unit III

1. Political Development approach and analysis (views of Lucian Pye, Huntington, Almond and Organs)
2. Political Modernisation.
3. Political Culture.

Unit IV

1. Why's and wherefore's Marxian approach
2. Significance of Marxist-Leninist approach in Comparative Politics
3. Critical appraisal of Marxist-Leninist approach.

Unit V

1. Political Elites (Views of Pareto, Mosca, Michels, Laswell)
2. Political Socialization (Views of Apter, Almond, Powell)
3. Political Participation and Political Recruitment (Views of Apter, Almond and Powell)
4. Political Communication (Views of Norbert Wiener and Karl W. Deutsch)

कृष्ण शर्मा
30/8/20
पंडित जय नाथ
30/8/20
पंडित जय नाथ
30/8/20

**Department of Higher Education Govt. of M.P
Semester Wise Syllabus for Undergraduates
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Session(वर्ष)- 2020-2021

M.M-40

Political Science M.P. (Previous) Semester- I

Paper III.

International Politics & Contemporary Political Issues

Unit I

International Politics Meaning, Nature and Scope.
Theories of International Politics : Realism & Idealism, System Theory and Decision Making Theory.

Unit II

The Elements of National Power and Limitations, Balance of Power and Collective Security : Imperialism, Colonialism, New Colonialism and War, National Interest and International ideology, morality and more.

Unit III

The Concept of Non-Alignment: Bases, Role and Relevance
Regional Cooperation: SAARC, ASEAN, OPAC, OAS
Disarmament and Arms Control: CTBT, NPT, PNE
Cold War and beginning of the New Detente, End of Cold War,
Contemporary Political Issues After in Post Cold War.

Unit IV

North-South Divide, South - South Divide and their major issues.
Globalization: Meaning, Nature, its advantages and disadvantages role of the WTO
Liberalisation & Changing Nature of State.

Unit V

Environmental Issues, Rio-Declaration 1992 & Rio-Bio Diversity Agreement.

Terrorism Factors which give rise to terrorism, Terrorism In South Cross

Border Terrorism

Changing scenario on South Asian Countries.

Readings -

- 1 Hans. J. Morgenthau: Politics Among Nations.
- 2 Palmer, N.D. & Perkins, C. International Relations
- 3 Schuman, F.L. International Politics.

1. डॉ. अनिल केशवी 30/3/20
2. डॉ. विजय दत्त 30/3/20
3. डॉ. नारायण बहुमती 30/3/20
4. डॉ. विजय चोपड़ी 30/3/20

**Department of Higher Education Govt. of M.P
Semester Wise Syllabus for Undergraduates
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Session(वर्ष)- 2020-2021 M.M-40
Political Science M.P. (Previous) Semester- I
Paper IV

Paper IV Major Ideas and Issues in Public Administration

11

- Unit I**

 1. Meaning nature and scope of Public Administration.
 2. Evolution of Public Administration as a discipline.
 3. New Public Administration.
 4. Impact of Information Technology on Administration.

Unit 11

1. Decision Making Approach of Herbert Simon.
 2. Developmental Administration Approach.
 3. Ecological Approach-Fred Riggs Model.
 4. Scientific Management Theory: (Taylor).

11

1. Liberal Democratic Approach.
 2. Marxist Leninist Approach.
 3. Welfare State Approach.

卷之四

1. Financial Administration Aims and Importance.
 2. Zero Base Budgeting and Performance.Budgeting- Process,Problems and importance.
 3. Political and Administrative interaction in Economic-Development
 4. Impact of Economic Liberalization and Globalization Administration

100

- | | | | |
|----|------------------------------|----|---------------------------|
| 1. | Neutrality of Civil Services | 2. | Downsizing of Bureaucracy |
| 3. | Modernization of Bureaucracy | 4. | Administrative Management |

Reading-

1. I.Peters, Public Administration and Development, Princeton University Press 1973.
2. R. Praxthus Adminstration New York Randolf 1976.

ડૉ. મુખ્યમંત્રી રાજોધારીને પ્રાર્થિત
બનેલી હતી કોણપાંચ વર્ષ
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५८-३ शुश्रोनी

Department of Higher Education, Govt. of M.P.
Semester wise Syllabus for Under graduates
As recommended by Central Board of Studies and
Approved by HE the Governor of M.P.

Session 2008-9

Class M.A.
Subject Psychology
Paper Title Paper I – Cognitive Processes - II
Semester II

Max marks - ~~50~~ ~~40~~ ~~40~~ ~~40~~ ~~40~~ ~~40~~

- Unit -I** **Memory** : Sensory Memory : Iconic and Echoic memories - measures and empirical features. Short term memory : methodology, size, codes. Long term memory : Kinds. *Review 20/8/2010*
- Unit -II** **Memory : Models** : Structure and levels of processing models : Tulving's Episodic, Semantic and procedural Models; McClelland's PDP approach. *Principals 20/8/2010*
- Unit -III** **Semantic Memory** : Nature, Methodology and structure. Models of semantic memory. Feature comparison model and network models. *Principals 20/8/2010*
- Unit -IV** **Concept formation** : well-defined concepts-features and rules; Empirical determinants and selection strategies. Ill-defined concepts (Natural Categories) : Empirical characteristics and models; Exemplar and Prototype models. *Principals 20/8/2010*
- Unit -V** **Meta Memory** : Meta Cognition; Tip of the tongue phenomenon. Mood and memory, Eyewitness testimony, memory improvement. Family resemblance, schemas in relation to memory. *Principals 20/8/2010*

Books Recommended :

Galotti, K.M. (1999). Cognitive psychology in and outside laboratory, Mumbai : Thomson Asia.

Mallin, Margaret W. (1995). Cognitive (III ed). Prism Books Pvt. Bangalore.

Reed, Stephen K. (1998). Cognitive : Theory and application (IIIed). Pacific Grove, California : Brooks / Cole Publishing Company.

12/04/2015
17/04/2015

Principals
7/4/15

D. Department of Higher education, Govt. of M.P.
Semester wise Syllabus for Post Graduates
As recommended by Central board of Studies and
Approved by H.E the Governor of M.P.
Session 2008-09

MM-~~21~~ ~~42~~ 40

Class - M.A.
Subject - Psychology
Paper Title - Paper II - Research methods & Statistics - II
Semester - Semester II

1st Sem
2nd Sem

Unit - I

Experimental design : introduction, Assumption of ANOVA, Between Group Randomized block design.

Ques
20.8.2008

Unit - II

Factorial design : Two Factor , three factor (only conceptual explanation), F Test one way and two way.

Unit - III

Within group design; single and two factors (Repeated measures) Latin square design , Time series design .

Ques
20.8.2008

Unit - IV

Multiple group design (with example), Duncans range test (DRT) sign test, Mann-whitney- U- TEST.

Ques
20.8.2008

Unit - V

Ethical issues in psychological research, Application of computer in psychological research, writing research proposal and report.

Recommended Readings:

Bhatta, K. D. (1992). Experimental design in psychological research .
New Delhi- Wiley eastern.

(1976). Experimental design in psychological research.

Experimental Psychology: methods of Research.

Kerlinger, F. N. (1973). Foundations of Behavioural research. New Delhi- 17.6.2011
Subject.

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4.9.08
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13.9.08
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17.6.2011
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17.6.2011
Ques
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Singh, A. K. () Manovigyan samajshastra tatha shiksha me shodh
vi Bhava. Kapil, H. K. Anusandhan Vidhiyan.

Department of Higher Education, Govt. of M.P.
Semester wise Syllabus for post graduates
As recommended by Central Board of Studies and
Approved by HE the Governor of M.P.
Session 2008-09

Class	M.A. Psychology	40
Semester	II	
Paper Title	Paper III- Psychopathology II	
Total Marks		20
Unit - I : Psycho physiological disorders, coronary, heart disease, asthmatic allergy eczema, arthritis, ulcer, diabetes and menstrual disorders.		(42)
Unit - II : Disorders of personality- adjustment disorder, impulse disorder, substance related disorders, eating disorders, and sleep disorders.		Ch. 10 25.12.2008
Unit - III : Mental Deficiency- classification, types, causes and possible training of mentally deficient children.		Ch. 11 26.12.2008
Unit - IV : Therapies : Introduction ; Re-educative therapies- behavior therapy, client centered therapy, group therapy, family therapy.		Ch. 12 27.12.2008
Unit - V :		Ch. 13 28.12.2008
Reconstructive therapy - Psychoanalysis, Holistic therapies, Yoga, Meditation and Biofeedback, Existential therapies, gestalt therapy, Transactional analysis.		

Books Recommended :

- | | |
|-----------------------|---|
| 1 Adams H.E & Sutker. | F.G. (E.D.) (1994) Comprehensive Handbook of psychopathology. New York: Plenum Press. |
| 2 Goss A.H. (1980) | Psychopathology. London : Wiley. |

1.2.2009
17.09.2010

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D. Department of higher education, Govt. of M.P.
Master wise syllabus for PostGraduates
As recommended by Central board of Studies and
Approved by HE the Governor of M.P.

Session 2008 - 09

Max Marks-50

40

Class - M.A. 35
Subject - Psychology 40
Semester - II Date 12/12/2008
Paper Title - Paper IV Life Span Development -II.

Unit-1

Social Development- Criteria & Stages, Determinants of Social Development, Development of Personality and self concept.

Unit-2

Emotional Development: Importance, Norms and Determinants.
Emotional maladjustment and Emotional Balance, Emotional Dominance, Heightened Emotionality, Regulation of Emotions.

Unit-3

Theories pf Development- Piaget, Vygotsky, Kohlberg and Eric Erickson.

Unit-4

Child & Family- Parental Attitude, Family Relationship and Determinants, The influence of Siblings and Sibling relationship, School environment and role of teacher.

Unit-5

Development during adolescence: Characteristics, Physical, Psychological Social and Emotional aspects. Hazards of adolescence, Adulthood and Old age.

Recommended Books:-

1. Crain M. (1990). Theories of Development, New Jersey: Prentice Hall.
2. Harlock E.C. (1980). Development Psychology (6th Edition), New Delhi :Tata McGrawhill.
3. Hetherington M. L. & Park R.D.(1999). Child Psychology – A Comparative view point (Revised) Boston : McGraw Hill.
4. Sardoch V.W.(1997). Life Span Development (7th Edition)
5. Berk Linda E. (1993) Child Development (Phi)
6. Shaffer David R. Developmental – Psychology, Childhood Adolescence (Brock Col.)
7. D. N. Srivastava & Preeti Verma- Bal Manoharan: Bal Vikas (Vimed)

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Ch. 49/08

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12.12.2008
17.01.2009

16/12/08
4/1/09

Department of Higher Education, Govt. of U.P.
 Pan-Government Subject-wise Syllabus
 as recommended by U.G.C. Council of Studies and approved by the Governor of U.P.
 and State Board, U.P., India
 important word of this syllabus appear in
 blue colour while pre-words may e.g. of teacher pre-words
 Session 2010-11

Class / Year:

Semester / Session:

Subject / Name:

Title of Subject Group:

From up to date:

Paper No. / Subject code:

Constituency / Subject to Optimum / Subject offered:

Max. Marks Allocation: 100

H.L.A.

III

Psychology

Psychology of Personality - I

Author: Dr. William J.

I

Co-authors:

Dr. S. K. Srivastava

Particulars (List)

Unit-1	Introduction: The Concept of Personality, Various Theoretical Approaches to Personality, Dimensions of Personality.
Date - 1	Other 'Topics' in Psychology, Author of 'Basic Applied Maths', Author of 'Psych.'
Unit-2	Psychoanalytic Theory Freud, Adler, Jung
Date - 2	Carl-Gottlieb Freud - the first part
Unit-3	Humanistic Theory Rogers, Carl Rogers, Maslow
Date - 3	Humanistic Theory - 2nd (Rogers, Maslow)
Unit-4	Social Learning Theory: B. F. Skinner's Observational Learning, Molar & Behaviouristic Theory
Date - 4	conditioned reflex - 1st, 2nd or higher order, operant or minimum higher
Unit-5	Theories of Personality: Maslow, V.W.B., Gollancz & Seligman
Date - 5	theories of Maslow, V.W.B., Gollancz & Seligman

Recommended Readings:

Department of Higher Education, Govt. of M.P.
Permanant Secretary, Secondary and Higher
Secondary Education Board of Madhya Pradesh approved by the Government of M.P.
Date: 10-07-2009
Regd. No. 10000
Circular issued at Gwalior against subject
Title: Notice regarding admission in B.Ed. courses for academic session 2009-10

1 Name / title : M.A.
2 Name(s) & address : (II)
3 Subject / class : Psychology
4 Title of Subject Group : Social Psychology I
5 Date begin / end : June 2004 -
6 Paper No. : 1
7 Compulsory / optional : Optional / Before exam
8 Max. Marks allotted per : 40
9 Date of exam : ~~20~~ 21

	Participants / Items
Unit 1	Concept and Field of social psychology - historical background, theoretical approaches to social psychology - general learning, cognitive, psychobiological, and interactionist.
Unit 2	new addition to unit is to add 4th dimension which is Applied social-psychology, where students will learn about different types of applied topics.
Unit 3	Relationships of social psychology with other disciplines "Social Psychology as a bridge between Methods & Social Psychology".
Unit 4	new addition to unit this is to add 2nd topic in unit 4 which is "Social Justice" - new addition to syllabus.
Unit 5	Culture-Native and Dilemmas, Oscillators, Pro-social behavior - Virtues and Dilemmas.
Unit 6	new addition to unit 6 which is "Religiousdogmatism, all-pervading aspect - Virtues vs. Perversion".
Unit 7	Meaning of group, Group formation dynamics - Living in Groups, Social facilitation and social loafing, leadership - types and styles.
Unit 8	new addition to unit 8 which is "Team" - working in teams, conflict resolution, conflict resolution types - Team vs. effort.
Unit 9	team processes, characteristics of team and team effectiveness - Appropriate skills of leaders and management.
Unit 10	new addition to unit 10 which is "conflict reduction, co-operation, alliance and strategic alliances".

Department of Higher Education, Govt. of N.H.
Post Graduate Seminars like Scholarships
are recommended by Central Board of Studies and approved by the Government of N.H.
and State Board, N.H. Seminars
recommendations issued by B.G.S. directly apply to N.H.
After accepted, these may apply for N.H. G.O. Scholarships and respective
Seminar (N.H.L.)

Class / 802
 Semester / winter
 Subject / Bio
 Title of Subject Group
 Bio, eng, ap, chlo
 Paper No. / 100100
 Competency / attend & Optimal / before attend
 Mrs. Maria Mitterer MSc. U.P.
 M.A.
 III
 Physiology
 Educational Psychology I
 Bio, mitogen I
 III
 Competency
 100% VI

Department of Higher Education, Govt. of U.P.

Post Graduate Semester Examination

Conducted by Central Board of Studies and approved by the Government of U.P.

Two Year System, 48 weeks

Examination of 100 marks (except women)

Two hours time for written and viva viva examination

Session 2019-20

Class : MA

M.A.

Semester : Three

III

Subject : Psychology

Psychology

Title of Subject Group

Clinical Psychology

Openings or others

Autumn

Page No. / 29900 3400

IV

Compulsory : M.Phil in Optional : Subject offered

Compulsory

Max. Marks allotted are 40

Particulars / Date

Time : 10.00 A.M. to 11.30 A.M. Duration : 1 hour and 30 minutes

Date : 10th October 2019, Friday, 1000 hrs, Hall No. 100, Department of Psychology

Unit-1 : Examination of psychology, nature, methods, history, development, principles, application, etc.

Unit-2 : Application of psychology, nature, methods, history, development, principles, application, etc.

Unit-3 : Application of psychology, nature, methods, history, development, principles, application, etc.

1	10.00 A.M.	11.30 A.M.
2	10.00 A.M.	11.30 A.M.
3	10.00 A.M.	11.30 A.M.
4	10.00 A.M.	11.30 A.M.
5	10.00 A.M.	11.30 A.M.
6	10.00 A.M.	11.30 A.M.
7	10.00 A.M.	11.30 A.M.
	Break Period	10.30 A.M. to 10.45 A.M.

Department of Higher Education, Govt. of M.P.
B.T.C Graduate Semester wise Syllabus
as recommended by Central Board of Studies and approved by the Governor of B.L.P.
Date: June 2004, Reg. No. 2004
Version available at <http://www.btc.mahaerb.nic.in>
B.T.C. courses offered by the colleges are B. Sc. in Botany and Zoology
Semester 2000-11

Class / श्रेणी	M.A.
Semester / अंक्ष	IV
Subject / विषय	Psychology
Title of Subject Course	Psychology of Personality - II
विषय वर्ग का नाम	मनसा की विज्ञान - II
Paper No. / वर्णन संख्या	I
Compulsory / अवश्यक व Optional / विकल्प अवश्यक	Compulsory
Max. Marks अधिकारी अंक	40 पांचाली विज्ञान
	Particulars / विवर

Unit-1	Schools of psychology: Structuralism, Functionalism, Behaviorism, Gestalt - Salient features only.
प्रश्न - 1	परिचयात्मक विद्यार्थी - संवादात्मक, व्यवहारात्मक, गेस्टल्ट - अन्य गुण भी।
Unit-2	Dispositional Approaches: Allport's , Cattell's and Bem's theories.
प्रश्न - 2	संवृत्तात्मक विद्यार्थी - अल्पता, अधिक तथा अधिक विभिन्न।
Unit-3	Humanistic Approaches: Maslow, Rogers and Murray
प्रश्न - 3	प्रभाव वाली विद्यार्थी - वास्तव, वास्तव तथा नहीं
Unit-4	Kelley, Lewin, The Five Factors Model.
प्रश्न - 4	अधिक अधिक विद्यार्थी
Unit-5	Personality inventories as assessment of dispositions: kinds, uses and limitations. Difference between inventory and projective techniques.
प्रश्न - 5	अधिक अधिक विद्यार्थी जिनमें विविध अनुमति वाला, उपयोग तथा लेनदेन विविध एवं अनुमति वाला

On 1st Feb 2011 small young brood
from French Drift

Date: 20/2/14
Ch. No. 20-6-20-20

Department of Higher Education, Govt. of M.P.
Post Graduate Semester wise Syllabus
as recommended by Central Board of Studies and approved by the Governor of M.P.
April Year Three, A.D. 2009
Number word at the above page no.
This paper will be taught in A.Y. of course given below
Session 2010-11

Class / श्रेष्ठ : M.A.
Semester / सत्र : IV
Subject / विषय : Psychology
Title of Subject Group : Social Psychology II
Free type or video : विषय विज्ञान II
Paper No. / प्रश्नपत्र क्रमांक : II
Compulsory / अनिवार्य वा विषयात्मक : Compulsory
Max. Marks अधिकारी अंक : 100
Particulars / विवर :

Unit-1	Attitude: Nature & Functions, Measurement of Attitude, Process of attitude change, Cognitive dissonance Theory.
unit - 1	विषय : विषय के लिए, अल्पता के लिए, विषय विज्ञान के बारे मानव विज्ञान विषय।
Unit-2	Inter-group relations: Prejudice and Discrimination – Forming, maintaining and reducing prejudice.
उक्ति - 2	विषय विज्ञान : विषय के बारे में, विषय के बारे में।
Unit-3	Social motive – Affiliation, Power, Achievement, Approach concept and theoretical explanation.
unit - 3	सामाजिक दृष्टि – सम्बन्ध, शक्ति, प्राप्ति के विषय : विषय के विज्ञान विषय।
Unit-4	Person Perception & Devaluation, Attribution: Concepts, theories- Kelley, Jones & Davis and Weinsten. Errors in attribution.
उक्ति - 4	विषय विज्ञान के विषय, विज्ञान – विषय, विषय – विषय के लिए विषय के विज्ञान विषय।
Unit-5	Communication : Verbal and Non-verbal Effective communication factors & barriers, Persuasive Communication: Mass media, propaganda
उक्ति - 5	विषय विज्ञान के विषय, विषय विज्ञान के विषय, विषय के विज्ञान विषय।

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17.09.2014

Ch. No. 20-6-20-20
Date: 20/2/14
Ch. No. 20-6-20-20

Ch. No. 20-6-20-20
Date: 20/2/14

**Department of Higher Education, Govt. of M.P.
Post Graduate Examination and Syndicate
is recommended by Central Board of Studies and approved by the Council of N.P.T.
Date: June Month: 02, 2020
Important word of this document appear below
with respect which you negotiate and it is of concern and applicability
Session: 2019-21.**

Class / XII	SLA.
Semester / VI	IV
Subject / Stats	Psychology
Title of Subject Group:	Educational Psychology II
Area topic or title:	class software II
Paper No. / 20000000000000000000	III
Compulsory / Affixed or Optional / Not been attached	Compulsory
Max. Marks allotted are: 100	30/30/30

Particulars / Notes	
Unit-1	Theoretical Perspectives in Educational Psychology, Behaviouristic theories, Social learning theories - Modeling and Observational.
unit-1	How children & adults learn through reward, negative reinforcement, positive reinforcement - (positive) Punish and Rewards;
Unit-2	Cognitive psychology and Information processing models , Cognitive style and Learning, strategies . Language acquisition and reading development.
unit-2	Memory - Definition and types: short term memory, long term memory and their different types ; encoding, storage and retrieval processes;
Unit-3	Human diversity and Education, Readiness and class room, Achievement, Social class Differences, Poverty, Theories of Intelligence.
unit-3	Social factors that affect the level of one's ability, Aptitude, Motivation and Stress - Individual, social & family factors;
Unit-4	Teaching methods-Lecturing and explaining, questioning, audio-visuals materials, Interaction, Student oriented teaching, computer assisted instruction.
unit-4	Class room - known as classroom, the group, audience, speaker, act, role, teach, teach them things like them;
Unit-5	Evaluation and types of Educational Assessment, measurement and evaluation (norm-referenced and criterion referenced tests). Test scores, meaning, types of interpretation.
unit-5	Tests can be qualitative or quantitative, open ended question (open ended or closed ended questions) when asked and its answers in words

⑥ 14 Feb 2011 Oregon 10000
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प्राचीन शिल्प, प.ए. वार्षा
विद्यालय वार्षा में निर्मित विद्यालय विभाग
विद्यालय वार्षा का अनुदान विद्यालय वार्षा परिवहन
विद्यालय वार्षा 2010-11

Class / श्रेष्ठ	:	M.A.
Semester / सेमेस्टर	:	IV
Subject / विषय	:	Psychology
Title of Subject Group	:	Counselling Psychology
Name नाम एवं लिंग	:	
Paper No. / प्रश्नपत्र क्रमांक	:	IV
Compulsory / अनिवार्य = Optional / विकल्पीय अनिवार्य	:	Optional III
Max. Marks अधिकार अंक	:	100
		Particulars / विवरण

Recommended Readings

- Belkin, G.S. (1998) Introduction to counselling. W. G. Brown Publishers.
- Nelson, J. (1982) The theory and practice of counseling Psychology. New York: Holt Rinehart and Winston.
- Ben and Jr. (Ed.) (1977) Counselling Psychotherapy: Classics on theories and issues. Science and Behavior Books Co.
- Brammer, L.M. Shostrom, B.L. (1977). Therapeutic Psychology: Fundamentals of Counselling of Psychotherapy. (3rd) Englewood Cliffs: Prentice Hall. Vdiga K.N. (1983) Stress and its management by Yoga, Delhi: Motilal Banarsi Das.
- Swaminathan, V.D. and KAlliappan, K.V. (1977) Psychology for affective living, behaviour modification guidance. Counselling and yoga. Chennai: madras psychology society.
- Rosum, D.C. and Matera, K.C. (1974) Behaviour therapy: Techniques and empirical finding. New York : Johnwiley and sons.
- Jainwal, S.R. (1968) Guidance and Counselling. Lucknow, Ahmedabad.
- Jones, A. (1970) (6th Edition) Principal of guidance. Bombay. Tata mac Graw Hill Publishing Co.
- Rao S. Narayan (1981) Counselling Psychology. Bombay. Tata mac Graw Hill Publishing Co.
- गोपनीय द्वारा लिखा गया प्रश्नों के उत्तर यहां लिखें।