University of Management and Technology

**Course Outline**

**Course code PSY-110 Course title** **Psychology of Mind and Behavior**

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| Program | BS Psychology |
| Credit Hours | 3 |
| Duration | 16 Weeks |
| Prerequisites | N/A |
| Resource Person | TBA |
| Counseling Timing |  |
| Contact | Email, and in Person  |

**Chairman/Director signature………………………………….**

**Dean’s signature…………………………………... Date…………………………………**

**Learning Objective:**

By the end of this course, students will be able to:

* To understand the key constructs of the field and human mind interactions.
* Applying psychology practically and developing skills in dealing with personal and social issues.
* Demonstrate understanding of the working of their own consciousness, behavior and interpersonal relationships
* Apply knowledge of psychology outside the classroom.
* Have the opportunity to recognize and demonstrate how psychology shapes our every-day lives and experiences.

**Learning Methodology:**

Following learning methodologies will be employed to teach this course:

* Reading Notes
* Powerpoint Lectures
* Class Discussions
* Class Activities
* Projects
* Creative Assignments
* Presentation on allocated topics

**Grade Evaluation Criteria**

Following is the criteria for the distribution of marks to evaluate final grade in a semester.

**Marks Evaluation Marks in percentage** Quizzes 10%

Assignments 10%

Mid Term 25%

Class Participation 5%

Project/Presentation 10%

Final exam 40%

Total 100 %

**Recommended Text Books:**

Feldman, R. S. (2009). *Understanding Psychology* (8th ed.). New York: McGraw-Hill

**Reference Books:**

Weiten, W. (2021). *Psychology: Themes and variations*. Cengage Learning.

Coon, D., & Mitterer, J. O. (2010). *Introduction to psychology*: Gateways to mind and behavior (12th ed.). USA: Wadsworth, Cengage Learning.

Bernstein, D. A., Penner, L. A., Clarke-Stewart, A., & Roy, E. J. (2008). *Psychology* (8th ed.). USA, NY: Houghton Mifflin Company.

Bernstein, D. A., Pooley, J. A., Cohen, L., Gouldthorp, B., Provost, S., & Cranney, J. (2018) *Psychology* (2nd Ed). Australia: Cengage Learning.

**Calendar of Course contents to be covered during semester**

Course code:  **PSY110** Course title: **Psychology of Mind and Behavior**

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| --- | --- | --- |
| Week | **Course Contents** | Reference Chapter(s) |
| Week 1 | **Introduction to Psychology*** Fundamentals of Psychology
* Personal understanding about psychology, Conventional definition versus individual differences
* Difference between psychologists and psychiatrists
* The Subfields of Psychology:
 | Chapter 1: Introduction to Psychology Module 1ByFeldman, R. S. (2009). *Understanding Psychology*Coon, D., & Mitterer, J. O. (2010). Introduction to psychology: Gateways to mind and behavior  |
| Week-2 | Psychology’s Family Tree* *Myths about psychology*
* Prominent debates in psychology

(Reflection of students and their perspectives on both ends of the debate)Understanding of human being * Scope of Psychology

How psychology also deals with mental health, positive traits and characteristics about psychology alongside mental disorders | Chapter 1: Introduction to Psychology Module 1ByFeldman, R. S. (2009). *Understanding Psychology*Coon, D., & Mitterer, J. O. (2010). Introduction to psychology: Gateways to mind and behavior  |
| Week 3 | **Research Methods in Psychology** * What is Research?
* Difference between Search and Research
* Need for Research in Psychology
* What do you think, Psychology is Science or Arts? Are human behavior Observable, Measurable, and Changeable?

**Different scientific approaches** * Observational research (types of observations)
* Experimental Research
* Surveys

**Activity:** (Students will conduct survey and observational research on designated topics) | Chapter 2: Research MethodsModule 4,5ByFeldman, R. S. (2009). Understanding PsychologyResearch Methods in Psychology  |
| Week 4 | **Sensation, Perception, Apperception and Learning** * Understanding about Sensation in Psychology
* How do psychologists study sensation?
* Basic process of sensation

**Perception*** Difference between Sensation and Perception?
* How do individuals develop perception?
* Culture, experience & perception
* How perception leads to judgments
* Judgment without evidence
* 6th sense or extrasensory perception
* Superstitious behavior development
* Intuitions

***Activities***: * Role of Perception in your daily life
 | Chapter 4: Sensation and Perception Module 13,14ByFeldman, R. S. (2009). Understanding PsychologyResearch Methods in Psychology  |
| Week 5  | **Learning** * What is learning?
* Briefly explain types of learning (Observational, Insight, Classical conditioning (concept of association and Operant conditioning)
* Laws of learning

***Activities:**** How do we learn certain behaviors/ How behaviors are learned? Which learning type do you use?

How Does Reinforcement Work?* Student will learn how to develop a reward system
* Students will learn how Positive Reinforcement foster cohesive working environment
* Learn and practice timely positive reinforcement and punishment
* Connect Teacher student relationship with reinforcement
 | Chapter 5: LearningModule 15,16,17ByFeldman, R. S. (2009). *Understanding Psychology* |
| Week 6 | **Attention and Memory****Attention*** Types and Process of Attention
* Maintaining Attention and identifying distractors

**Memory*** Recalling long term memories
* Forgetting: when memory fails

Memory Process through examples***Activities*** How to retain memory? Practice through Chunking Primacy and Recency effect | Chapter 6: Memory Module 18, 19, 20ByFeldman, R. S. (2009). *Understanding Psychology* |

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| --- | --- | --- |
| Week 7 | **Psychology of Communication**Relationship between communication and psychologyTypes of communication in PsychologyBasic Principles of Communication psychology How to improve verbal and non-verbal communication skills across different situationsInterpersonal communicationDifficulties in communicating with teachers/ management**Activity:** Book Review, how to win friends and influence people? |  |
| Week 8 | **Emotions and Motivation*** Theories of emotions
* Positive and Negative Emotions
* Identification and Dealing with negative emotions
* Understanding the power of negative emotions
 | Chapter 9: Motivation and EmotionModule 25, 26ByFeldman, R. S. (2009). *Understanding Psychology* |
| Week 9  | Mid Term |  |
| Week 10 | **Motivation- Will Power*** Definition of motivation
* Types of motivation

**Theories /Approaches of motivation*** Maslow Theory of Motivation

**Achievement Motivation*****Activity:*** * Role of Motivation in Life
* How to increase Motivation
* Where do you see yourself in 10 years?
* Are you intrinsically or extrinsically motivated
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| Week 11 | **Personality Development, Mental Health Issues and Challenges*** What is Personality (Erikson stages of psychosocial development and crisis that individual face at each stage)
* Types of personality (introvert and extrovert)
 | Chapter 10: PersonalityModule 31,32ByFeldman, R. S. (2009). *Understanding Psychology* |
| Week 12 | * Assessment techniques
* How Personality development
* How attitudes are developed
* How attitudes lead to behavior

*Activity: Students will administer tests in themselves and their fellow student to analyze their personality* | Chapter 10: PersonalityModule 31,32ByFeldman, R. S. (2009). *Understanding Psychology* |
| Week 13 | **Time Management and procrastination** * Psychology of time management
* Irrational beliefs about time management
* Strategies for time management

 **Procrastination*** What is Procrastination
* Causes of Procrastination
* Why do students procrastinate
* ***Activity:*** How Covid has caused uncertainty and procrastination

Effective strategies to deal with procrastination. |  |
| Week 14 | **Team Building.*** Psychology of Leadership
* Types of Leaders
* Personality Traits of effective leaders around the globe
* Problem solving and group management skills
 | Chapter 10: Team BuildingByCoon, D., & Mitterer, J. O. (2010). *Introduction to psychology*: Gateways to mind and behavior (12th ed.). USA: Wadsworth, Cengage Learning. |
| Week 15 | * How Psychology will help you become a better leader

Qualities and Personality traits of world’s best leaders**Activity**: Book Review on Seven Habits of Highly Effective People | Chapter 10: Team BuildingByCoon, D., & Mitterer, J. O. (2010). *Introduction to psychology*: Gateways to mind and behavior (12th ed.). USA: Wadsworth, Cengage Learning. |
| Week 16 | **Revision****Applicability / Relatability with your discipline*** How can the field of psychology help you in your field?

How are all fields integrated? **End term** |  |