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 1  By  Feldman, 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 1  By  Feldman, 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 Methods  Module 4,5  By  Feldman, R. S. (2009). Understanding Psychology  Research 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 13,14  By  Feldman, R. S. (2009). Understanding Psychology  Research 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: Learning  Module 15,16,17  By  Feldman, 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, 20  By  Feldman, R. S. (2009). *Understanding Psychology* |

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| Week 7 | **Psychology of Communication**  Relationship between communication and psychology  Types of communication in Psychology  Basic Principles of Communication psychology  How to improve verbal and non-verbal communication skills across different situations  Interpersonal communication  Difficulties 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 Emotion  Module 25, 26  By  Feldman, 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 |  |
| 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: Personality  Module 31,32  By  Feldman, 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: Personality  Module 31,32  By  Feldman, 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 Building  By  Coon, 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 Building  By  Coon, 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** |  |