

**SES's L.S.RAHEJA COLLEGE OF ARTS AND COMMERCE
(AUTONOMOUS)**



**Syllabus of Introduction to Behavioral Science under NEP 2020 Vertical -
SEC with effect from 2024-25**

Department of Commerce & Management

Head of the Department/Sr. Person: Prof. Dr. Anupama Nerurkar

**Date of approval by the Board of Studies (Commerce & Management):
25/04/2024**

Approved by the Academic Council on: 29/04/2024

Ratified by the Governing Body on: 06/05/2024



Programme: Bachelor of Commerce (Management Studies)		Semester: I			
Course: INTRODUCTION TO BEHAVIOURAL SCEINCE Academic Year: 2024-2025 Batch: 2024-2027		Code: UGBMSISEC224			
Teaching Scheme	Evaluation Scheme				
Lectures	Practical	Tutorials	Credits	Internal Continuous Assessment (ICA) (weightage)	Term End Examinations (TEE) (weightage)
30	Nil	Nil	2	20 marks/40% of the total marks	30 marks/60% of the total marks

Particulars	Marks
Presentation/Viva Voce	10
Assignment/Project	10
Total	20

Learning Objectives :	Understanding the fundamental concepts, theories and principles in behavioural science.
Learning Outcomes :	<ol style="list-style-type: none"> 1. To understand the concepts of behavioural science and its framework to propose solutions to practical problems in the professional world. 2. To apply behavioural sciences concepts to analyse real-life situations or case studies.
Pedagogy:	Interactive discussions, Case studies, Project work, Video based interactions and Group Assignments

Each lecture session would be of one hour duration (30 sessions).

Module	Module Content	Module Wise Pedagogy Used	Module Wise Duration/ Lectures
I	Orientation of Behavioural Sciences Definition, Nature, Branches, Schools of Psychology - (a) Structuralism, (b) Functionalism, (c) Gestalt School, (d) Psychodynamic, (e) Behaviouristic School, (e) Cognitive School, Understanding Self: Fundamental Concepts of development Characteristics, milestones and hazards, nature nurture, prenatal development; Motivation and Reasoning Definition; Theories of Motivation – Maslow, McClelland, Murray. : Learning - Theories: Trial & Error Conditioning – Classical & Operant; Insight, Social Learning Theory, Programmed learning.	Interactive discussion Case studies Video based interactions	15
II	Introduction to Aptitude, Ability & Interest - Definition, Nature, interconnection Perception Perception and its Determinants; Attitude, Prejudice, Discrimination, Stereotype Definition, Formation of Attitude Theories, Measurement, Change of Attitude. Concept and Origin or Prejudice and Stereotype, Reduction of prejudice Stress Management: Stress, types of stress, Causes and consequences of job stress, Ways for coping up with job stress	Case studies Project work Group assignment	15

REFERENCE BOOKS

1. Berry, J. W., Mishra, R. C., & Tripathi, R. C. (2003). Psychology in human and social development: Lessons from diverse cultures: A festschrift for Durganand Sinha. (*No Title*).
2. Stephen P. Robbins and Timothy A. Judge (12th Edition) 'Organizational Behaviour'
3. "Organizational Behavior: Text and Cases" by K. Aswathappa, 2001.
4. Davis, K. (1989). *Human behavior at work: Organizational behavior*. McGraw-Hill Inc..

QUESTION PAPER PATTERN

Internal Continuous Assessment (ICA) Pattern

Particulars	Marks
Presentation/Viva Voce	10
Assignment/Project	10
Total	20

Term End Examinations (TEE) Question Paper Pattern

Maximum Marks: 30

Duration: 1 Hour

All questions are compulsory.

Question No.	Description	Total Marks
1	A. Full Length Theory Question OR	12
	B. Full Length Theory Question	
2	A. Full Length Theory Question OR	12
	B. Full Length Theory Question	
3	Short Notes (Any 2 out of 3)	6

The Full length theory questions of 12 marks each may be split up into two smaller questions carrying 6 marks each.