

BA III Year		BPY-S501		Semester-V	
SEC-3		Making Decision			
Total Lectures	Time Allotted for End Semester Examination	Marks Allotted for Internal Assessment	Marks Allotted for End Semester Examination (ESE)	Maximum Marks (MM)	Total Credits
60	3 Hrs.	30	70	100	04

Objective: To understand how the principles of psychology can be applied to the area of education.

NOTE: The question paper shall consist of three sections (Sec.-A, Sec.-B and Sec.-C). Sec.-A shall contain 10 objective type questions of one mark each and student shall be required to attempt all questions. Sec.-B shall contain 10 short answer type questions of four marks each and student shall be required to attempt any five questions. Sec.-C shall contain 8 descriptive type questions of ten marks each and student shall be required to attempt any four questions. Questions shall be uniformly distributed from the entire syllabus. The previous year paper/model paper can be used as a guideline and the following syllabus should be strictly followed while setting the question paper.

Objective: Students will learn various strategies through which they can make good decisions.

Unit 1: Introduction: Basic concepts of decision making; thinking, problem solving and concept formation. Importance of making good decisions, self-efficacy.

Unit 2: Decision Making and Judgement: Difference between reasoning and decision-making, Difference between decision-making and judgement.

Unit 3: Decision Process: Major heuristics in decision-making, biases and errors in decision-making.

Unit 4: Making Effective Decisions: Decisions regarding career, decision making in interpersonal context, Decision making at the workplace.

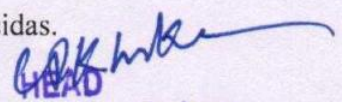
Readings:

Adler, R.B & Proctor, R.F (2009). Communication Goals and Approaches. Wadsworth cengage Learning, India

Chadha, N.K. & Bhatia, H. (2014). Career Development-different voices, different choices. The Readers Paradise: New Delhi.

Sherfield, R.M., Montgomery, R.J., & Moody, P.G. (2009). Developing soft skills. Pearson Education, India.

Arun Kumar Singh (2010). Advanced General Psychology, New Delhi ;MotilalBanarsidas.


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