

SD COLLEGE HOSHIARPUR
DEPARTMENT OF COMMERCE
LECTURE PLAN FOR THE SESSION 2021-22
August 2021 –February 2022

Class	B.COM(SEMESTER-I)
Subject name and code	BCM103: PSYCHOLOGY FOR MANAGERS
Max. Marks and duration of exam.	100 (Theory:80, Internal Assessment:20) and 3 hours
Duration of lecture	45 minutes per day
No. of lectures delivered per week	6 lectures
Submitted by	Baljinder Kaur, Department of Commerce

Objective: The objective of the paper is to provide broad understanding about basic concept and techniques

of human behaviour to the students.

UNIT-I

SR.NO	TOPIC	TEACHING POINTS	OBJECTIVE	METHODS AND TECHNIQUES	RESOURCES AND LINKS
1.	Introduction to OB.	<ul style="list-style-type: none"> • Concepts, Definitions • Need and Importance of Organisational Behaviour for Managers • Contributing Disciplines of OB. • Nature and Scope • Organisational Behaviour Models. 	The objective of the paper is to provide broad understanding of basic concepts and techniques related to the study of human behaviours in work-environment and to manage Behavioural aspects of organisation.	1)Class teaching with examples 2)Group discussions 3)Power point presentations	Reference books: 1. Robbins, Stephens P., Organisational Behaviour 2. French, W and C. Bell, Organisational Development 3. Davis, Keith, Human Behaviour at Work: Organisational Behaviour 4. Luthans, Fred, Organisational Behaviour 5. Harold

					Wehrich, Koontz, Essentials of Management 6. Robbins, Stephens P., Organisational Behaviour Concepts, controversies and Applications
2.	Individual Behaviour and Interpersona l Behaviour	<ul style="list-style-type: none"> ● Introduction and Meaning ● Factors Affecting Individual Behaviour ● Models of Individual Behaviour 			
3.	Personality	<ul style="list-style-type: none"> ● Meaning ● Characteristics ● Determinants ● Theories of Personality 			
4.	Perception	<ul style="list-style-type: none"> ● Nature & Importance ● Perception Process ● Perceptual Selectivity ● Perceptual Organization ● Perpetual Errors and Distortions. 			
5.	Attitudes and Values	<ul style="list-style-type: none"> ● Components, ● Sources and Measurement of Attitudes ● Concept, Sources and Types of 			

		Values.			
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QUESTION BANK

UNIT-I

1. What is organisation behaviour? Explain its significance in detail.
2. What is personality? Explain the process of personality.
3. What are the barriers to perceptual process? How it can be removed?
4. What is individual behaviour? What are the factors affecting individual behaviour?
5. Explain in detail the various models of OB.
6. Define Emotions. How can Emotions are classified.
7. Bring out the various models of Individual Behaviour.
8. Attitude serves four important functions of Individual. What are those four functions?
9. Discuss in brief the foundations of Organizational Behaviour.
10. What are the Erikson's stages of Personality development? How do they compare with Freudian stages?

UNIT-II

SR.NO	TOPIC	TEACHING POINTS	OBJECTIVE	METHODS AND TECHNIQUES	RESOURCES AND LINKS
1.	MOTIVATION	<ul style="list-style-type: none"> • Meaning • Importance of Motivation • Theories of Motivation, • Morale 	The objective of this unit is to provide broad understanding about basic concepts and techniques of human behaviour to the students	1.)Class teaching with examples 2)Group discussions 3)Power point presentations	
2.	INTER PERSONAL BEHAVIOUR	<ul style="list-style-type: none"> • Inter Personal Behaviour and Transactional Analysis (TA) 			
3.	LEADERSHIP	<ul style="list-style-type: none"> • Definition, Importance, Leadership Styles, Models and Theories of Leadership. 			
4.					

