

SYLLABUS

B.Com. 1st Semester
Panjab University
PSYCHOLOGY FOR MANAGERS

UNIT-I

Introduction : Concepts, Definitions; Need and Importance of Organisational Behaviour for Managers, Contributing Disciplines of OB, Nature and Scope, Organisational behaviour Models

Individual behaviour : Introduction and Meaning, Factors Affecting Individual Behaviour. Models of Individual Behaviour.

Personality : Meaning, Characteristics, Determinants and Theories of Personality.

Perception : Nature and Importance, Perception Process, Perceptual Selectivity, Perceptual Organization. Perceptual Errors and Distortions.

Attitudes and Values : Components, Sources and Measurement of Attitudes, Concept, Sources and Types of Values.

UNIT-II

Motivation : Meaning and Importance of Motivation, Theories of Motivation, Morale, Inter Personal Behaviour and Transactional Analysis (TA).

Leadership : Definition, Importance, Leadership Styles, Models and Theories of Leadership.

Stress Management : Concept, Sources of Stress, Work Stressors, Consequences, Prevention and Management of Stress.

Conflict Management: Traditional *vis-a-vis* Modern View of Conflict, Types and Causes of Conflict, Conflict Resolution.