

AC – 20/05/2025
Item No. – 5.50 (N) Sem-III 6(b)



NEP-2020

Syllabus for Open Elective (OE)

Board of Studies in Psychology	
UG Second Year Programme	
Semester	III
Title of Paper	Credits -2
I) Psychology of Motivation and Leadership	
From the Academic Year	2025-26

Sr. No.	Heading	Particulars
1	Description the course:	The course contains various components of Psychology of Motivation and Leadership , for the Open Elective (OE) students. The topics covered in the course include concepts related to psychological processes involved in online self-presentation, interpersonal attraction, influencer culture, and gaming, and analyze their impact on identity, relationships, and behavior in digital spaces.
2	Vertical:	Major/Minor/Open Elective/Skill Enhancement/Ability Enhancement/Indian Knowledge System (Choose By √)
3	Type:	Theory
4	Credit:	2 credits (1 credit = 15 Hours for Theory or 30 Hours of Practical work in a semester)
5	Hours Allotted:	30 Hours
6	Marks Allotted:	50 Marks
7	Course Objectives: (List some of the course objectives) 1) To understand psychology of human motivation particularly in the context of organization. 2) To understand types, and effective leadership practices.	
8	Course Outcomes: (List some of the course outcomes) After completing this course, students will able to ... 1. Explain and describe human motivation particularly in the context of organization. 2. Describe and enumerate theories of leadership and their applications.	

9	Modules:- Per credit One module
	Module 1: Psychology of Human Motivation
	A. Maslow's hierarchy of needs; B. Intrinsic vs. extrinsic motivation C. Motivation in Organizational Setting: Herzberg's Two-Factor Theory; McGregor's Theory X and Theory Y; Goal Setting Theory; Equity Theory; Reinforcement Theory D. Increasing Motivation

Module 2: Leadership Theories and Approaches

- A. Trait Theory; Behavioral Theories; Contingency Theories;
- B. Leadership Styles: Transactional; Transformational; Democratic, Delegative, Autocratic, Charismatic.
- C. Effective Leadership and Motivation Practices: Communication, Change Management, Emotional Intelligence, Conflict Resolution; Team Building; Time Management; Decision-Making; Creativity and Innovation; Diversity and Inclusion; Building Trust and Respect
- D. Case Studies and Practical Application

10**Text Books:**

1. Robbins, SP, & Judge, TA (2023). Organizational Behavior. 19th edition. Pearson.
2. Mine, JB. (2005). Organizational Behavior: Essential Theories of Motivation and Leadership. Routledge.

11**Reference Books:****12****Internal Continuous Assessment: 40%****External, Semester End Examination: 60%****Individual Passing in Internal and External Examination: 40%****13****Continuous Evaluation through:**

Book Review, Poster Presentation, Class Tests, Project, Role play, Creative writing, Movie Review & Assignment etc.(at least 3)

14**Format of Question Paper:** for the final examination
As per the University guidelines.

Sd/-

**Sign of the BOS
Chairman
Dr. Vivek Belhekar
Board of Studies in
Psychology**

Sd/-

**Sign of the Offg.
Associate Dean
Dr. Suchitra Naik
Faculty of
Humanities**

Sd/-

**Sign of the Offg.
Associate Dean
Dr. Manisha Karne
Faculty of
Humanities**

Sd/-

**Sign of the Offg.
Dean
Prof. Dr. Anil Singh
Faculty of
Humanities**