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

NEP-2020

Syllabus for Open Elective (OE)

Board of Studies in Psychology	
UG Second Year Programme	
Semester	**IV**
Title of Paper	**Credits -2**
I) Introduction to Psychology of Money	
From the Academic Year	**2025-26**

Sr. No.	Heading	Particulars
1	**Description the course:**	The course contains various components of **Introduction to Psychology of Money**, for the students who are opting the course **Open Elective Course (OE)** for **two credits**. The topics covered in the course include various concepts relationship between money and mind, various aspects of money, understand financial management related to Psychology of Money.
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) Understand relationship between money and mind 2) To learn about applications of psychology of money.	
8	**Course Outcomes**: (List some of the course outcomes) **After completing this course, students will able to ...** 1) Describe, explain and evaluate various aspects of psychology of money 2) Apply insights of psychology to money management in everyday life.	

9	**Modules**:- Per credit One module
	Module 1: **Money and Mind**
	A. Different approaches to the topic of money B. Money and Happiness: Happiness, Dark side of Happiness, Affluenza, The Easterlin paradox, other variables. C. Money Attitudes, Beliefs and Behaviors: Money ethics. Money locus of control. Money attitudes. Materialism. Financial risk taking D. Behavioural aspects of Economics: Prospect theory. Heuristics. Practical advice. Priming power of money. Behavioural finance.
	Module 2: Applying Psychology of Money
	A. Dealing with fear and anxieties about finances. Financial Habits. Emotional Triggers and spending. B. Influence of culture and society on money C. Psychology of saving and investment. D. Setting financial goals. Mindset and financial success. Financial education and psychological effects.

10	**Text Books:** 1. Furnham, A. (2014). The New Psychology of Money. Routledge: NY. 2. Lancaster, M. P. (2025). The Psychology of Money: Mastering Your Financial Mindset. eBookIt.com (Unit 3 and 4).

11	**Reference Books:** 1. Orrell, D. (2021). Behavioural Economics: Psychology, Neuroscience, And The Human Side Of Economics (Hot Science). Icon Books. 2. Thalar, R. (2016). Misbehaving. penguin. 3. Housel, M. (2020). The Psychology of Money- Timeless lessons on wealth, greed and Happiness. Harriman House. 4. Schmölders, G. (2006). The Psychology of Money and Public Finance. Palgrave Macmillan: NY.	
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/-	Sd/-	Sd/-	Sd/-
Sign of the BOS Chairman **Dr. Vivek Belhekar** **Board of Studies in Psychology**	**Sign of the Offg. Associate Dean** **Dr. Suchitra Naik** **Faculty of Humanities**	**Sign of the Offg. Associate Dean** **Dr. Manisha Karne** **Faculty of Humanities**	**Sign of the Offg. Dean** **Prof. Dr. Anil Singh** **Faculty of Humanities**