

Ahmednagar Jilha Maratha Vidya Prasarak Samaj's

New Arts, Commerce, and Science College

Ahmednagar (Autonomous)

(Affiliated to Savitribai Phule Pune University, Pune)



National Education Policy (NEP)

Choice Based Credit System (CBCS)

Programme Framework and Syllabus for

Skill Enhancement Courses: Psychology

कौशल्य वृद्धी अभ्यासक्रम: मराठी

Implemented from

Academic Year 2024-25

Ahmednagar Jilha Maratha Vidya Prasarak Samaj's
**New Arts, Commerce and Science College, Ahmednagar
(Autonomous)**

Introduction of Skill Enhancement Courses: Psychology

Welcome to the fascinating world of communication and body language! In this course, we will delve into the intricate nuances of human interaction, exploring how verbal and non-verbal cues shape our understanding of ourselves and others. Communication is not just about the words we speak; it encompasses a complex interplay of gestures, facial expressions, tone of voice, and even spatial dynamics. In the field of psychology, understanding communication and body language is paramount. It serves as a gateway to unraveling the mysteries of human behavior, emotions, and relationships. Whether you aspire to become a counselor, therapist, or simply seek to improve your interpersonal skills, this subject offers invaluable insights that are applicable across various domains of life.

Throughout this course, we will examine theories and research findings from psychology, sociology, and related disciplines, shedding light on the underlying mechanisms of communication and its profound impact on individual and group dynamics. From exploring the intricacies of non-verbal communication to mastering the art of active listening, each module is designed to enhance your ability to decode and encode messages effectively. Moreover, we will delve into the cultural and contextual influences on communication, recognizing that what may be considered appropriate or meaningful in one context could be misinterpreted in another. By fostering cultural competence and sensitivity, we aim to equip you with the tools to navigate diverse social landscapes with confidence and respect. Additionally, we cannot overlook the role of technology in shaping contemporary communication patterns. From emojis to virtual reality, the digital age has introduced new modes of interaction that require careful consideration and adaptation. Thus, we will explore how advancements in technology intersect with traditional forms of communication, examining both the opportunities and challenges they present. Ultimately, this course is not just about acquiring knowledge; it is about honing practical skills that can enrich your personal and professional life. Whether you aspire to excel in your career, cultivate meaningful relationships, or simply become a more empathetic and effective communicator, the journey begins here. So, let us embark on this voyage of discovery together, as we unravel the mysteries of communication and body language in the realm of psychology.

**Skill Enhancement Courses: Framework and Course Distribution:
Subject: Psychology**

Sr. No.	Year	Semester	Level	Course Type	Course Code	Title	Credits
1.	I	II	5.0	SEC-01	SEC-PY-01T	Communication and Body Language	02
2.	II	III	5.5	SEC-02	SEC-PY-02T	Social Skills	02
3.	II	IV	6.0	SEC-03	SEC-PY-03T	Mental Health management	02
Total							08

Ahmednagar Jilha Maratha Vidya Prasarak Samaj's
New Arts, Commerce and Science College, Ahmednagar
(Autonomous)

Skill Enhancement Courses: Psychology

Title of the Course: Communication and Body Language								
Year: I				Semester: II				
Course Type	Course Code	Credit Distribution		Credits	Allotted Hours	Allotted Marks		
		Theory	Practical			CIE	ESE	Total
SEC-01	SEC-PY-01T	02	00	02	30	15	35	50

Learning Objectives:

1. Acquaint Students with communication and body language.
2. Develop impactful communication and body language.
3. Develop the skill of dealing with other people.

Course Outcomes (Cos)

1. Develop understanding of communication and body language.
2. Develop understanding of various aspects of communication and body language.
3. Develop various skill of interacting with people.
4. Develop ability to deal effectively with in various situations.

Detailed Syllabus:

Unit 1: Communication Skills

(08)

- 1.1 Introduction, Definition, The Importance of Communication
- 1.2 The Communication Process – Source, Message, Encoding, Channel, Decoding, Receiver, Feedback, Context
- 1.3 Barriers to communication: Physiological Barriers, Physical Barriers, Cultural Barriers, Language Barriers, Gender Barriers, Interpersonal Barriers, Psychological Barriers, Emotional barriers
- 1.4 Verbal & Nonverbal Communication

Unit 2 Body Language

(08)

- 2.1 Defining Body language, Scope and relevance and Importance
- 2.2 Perspectives of body language
- 2.3 Classifications, Space and Designs
- 2.4 Haptics and its role, behavioral significance

Unit 3 Other Aspects of body language

(08)

- 3.1 Shaking hands and other tactile behavior, Cultural variations
- 3.2 Right and left-brain associations
- 3.3 types of eye contact, Individual and group situation
- 3.4 Paralanguage and voice modulations

Unit 4 Facial expression

(08)

- 4.1 Facial expression, and cultural interface
- 4.2 Smile and Nods, Head tilts and inclines
- 4.3 Negative and positive gestures, Cultural and gender-based aspects
- 4.4 Body language : Online presence and video interviews

Suggested Readings:

1. Ardrey, R., *The Territorial Imperative*, Collins, London, 1967
2. Argyle, M., *Shills with People: A Guide for Managers*, Hutchinson, London, 1973
3. Bacon, A.M., *A Manual of Gestures*, Griggs, Chicago, 1875
4. Brun, T., *The International Dictionary of Sign Language*, Wolfe Publishing, London, 1969
5. Collett, P., *Social Rules and Social Behaviour*, Blackwell, Oxford, 1977
6. Darwin, C., *The Expression of Emotion in Man and Animals*, Appleton-Century-Crofts, New York, 1872
7. Fast, J. and B., *Reading between the Lines*, Viking, New York, 1979
8. Hall, E.T., *Silent Language*, Doubleday & Co., New York, 1959
9. Hall, E.T., *The Hidden Dimension*, Doubleday & Co., New York, 1966
10. Harper, R.G., *Non-Verbal Communication; the State of the Art*, Wiley, New York, 1978
11. James, W., *Principles of Psychology*, Holt, Rinehart, New York, 1892
12. Lamb, W., *Body Code*, Routledge and Kegan Paul, London, 1979
13. Lewis, D., *The Secret Language of Your Child*, Souvenir Press, London, 1978
14. Morris, D., with Collett, Marsh and O'Shaughnessy, *Gestures, their Origins and Distribution*, Cape, London, 1979
15. Siddons, H., *Practical Illustration of Rhetorical Gestures*, London, 1822
16. Sommer, R., *Personal Space: The Behavioural Basis of Design*, Prentice-Hall, Englewood Cliffs, New
17. Jersey, 1969
18. Szasz, S., *Body Language of Children*, Norton, New York, 1978
19. Whiteside, R.L., *Face Language*, Pocket Books, New York, 1975
20. Whitney, Hubin and Murphy, *The New Psychology of Persuasion and Motivation in Selling*,
21. Prentice-Hall, New Jersey, 1978
22. Wolfe, C., *A Psychology of Gesture*, Methuen, London, 1948
23. Von Cranach, M., *Social Communication and Movement: Studies of Interaction end Expression in Man and Chimpanzee*, Academic Press, London, 1973

**New Arts, Commerce and Science College, Ahmednagar
(Autonomous)**

कौशल्य वृद्धी अभ्यासक्रम: मानसशास्त्र

Title of the Course: संप्रेषण आणि देहबोली								
Year: I				Semester: II				
Course Type	Course Code	Credit Distribution		Credits	Allotted Hours	Allotted Marks		
		Theory	Practical			CIE	ESE	Total
SEC-01	SEC-PY-01T	02	00	02	30	15	35	50

शिक्षण उद्दीष्टे:

1. विद्यार्थ्यांना संप्रेषण आणि देहबोलीचा परिचय देणे.
2. प्रभावशाली संप्रेषण आणि देहबोली विकसित करणे.
3. इतर लोकांशी सुसंवाद प्रस्थापित करण्याची कौशल्य विकसित करणे.

कोर्स परिणाम :

1. संप्रेषण आणि देहबोलीबद्दल जाणिव विकसित करणे.
2. संप्रेषण आणि देहबोलीच्या विविध दृष्टिकोण विकसित करणे.
3. इतर लोकांशी सुसंवाद करण्याची विविध कौशल्ये विकसित करणे.
4. विविध परिस्थितीत कुशलतेने देवाणघेवाण करण्याची क्षमता विकसित करणे.

विस्तृत अभ्यासक्रम:

युनिट 1 संप्रेषण कौशल्ये

(08)

- 1.1 परिचय, परिभाषा, संप्रेषणाचे महत्त्व
- 1.2 संप्रेषण प्रक्रिया - स्रोत, संदेश, एन्कोडिंग, चॅनल, डीकोडिंग, प्राप्तकर्ता, प्रतिसाद, संदर्भ
- 1.3 संप्रेषणाच्या अडचणी: शारीरिक, भौतिक, सांस्कृतिक, भाषिक, लिंगविषयक, व्यक्तिगत, मानसिक, भावनात्मक अडचणी
- 1.4 भाषिक आणि अभाषिक संप्रेषण

युनिट 2 देहबोली

(08)

- 2.1 शारीरिक भाषेची व्याख्या, विस्तार आणि महत्त्व
- 2.2 देहबोलचे विविध दृष्टिकोन
- 2.3 वर्गीकरण, जागा आणि डिझाइन
- 2.4 हॅण्डव्हॉल, त्याची भूमिका आणि वर्तनाची लक्षणियता

युनिट 3: देहबोलीच्या इतर बाजू

(08)

- 3.1 हात मिळवणे आणि इतर स्पर्शिक वर्तन, सांस्कृतिक विविधता
- 3.2 डाव्या आणि उजव्या मेंदूतील साहचर्य
- 3.3 डोळ्यांचे प्रकार, व्यक्तिगत आणि समूह स्थिती
- 3.4 पॅरालॅंग्वेज आणि आवाज मोड्युलेशन

युनिट 4: चेहऱ्याची अभिव्यक्ती

(08)

- 4.1 चेहऱ्याची अभिव्यक्ती, आणि सांस्कृतिक भेद
- 4.2 हसणे आणि मन डोलवणे, मन वळवणे आणि झुकविणे
- 4.3 नकारात्मक आणि सकारात्मक हावभाव, सांस्कृतिक आणि लिंगात्मक बाजू
- 4.4 शारीरिक भाषा: ऑनलाइन उपस्थिती आणि व्हिडिओ मुलाखत

Suggested Readings:

1. Ardrey, R., *The Territorial Imperative*, Collins, London, 1967
2. Argyle, M., *Shills with People: A Guide for Managers*, Hutchinson, London, 1973
3. Bacon, A.M., *A Manual of Gestures*, Griggs, Chicago, 1875
4. Brun, T., *The International Dictionary of Sign Language*, Wolfe Publishing, London, 1969
5. Collett, P., *Social Rules and Social Behaviour*, Blackwell, Oxford, 1977
6. Darwin, C., *The Expression of Emotion in Man and Animals*, Appleton-Century-Crofts, New York, 1872
7. Fast, J. and B., *Reading between the Lines*, Viking, New York, 1979
8. Hall, E.T., *Silent Language*, Doubleday & Co., New York, 1959
9. Hall, E.T., *The Hidden Dimension*, Doubleday & Co., New York, 1966
10. Harper, R.G., *Non-Verbal Communication; the State of the Art*, Wiley, New York, 1978
11. James, W., *Principles of Psychology*, Holt, Rinehart, New York, 1892
12. Lamb, W., *Body Code*, Routledge and Kegan Paul, London, 1979
13. Lewis, D., *The Secret Language of Your Child*, Souvenir Press, London, 1978
14. Morris, D., with Collett, Marsh and O'Shaughnessy, *Gestures, their Origins and Distribution*, Cape, London, 1979
15. Siddons, H., *Practical Illustration of Rhetorical Gestures*, London, 1822
16. Sommer, R., *Personal Space: The Behavioural Basis of Design*, Prentice-Hall, Englewood Cliffs, New Jersey, 1969
17. Jersey, 1969
18. Szasz, S., *Body Language of Children*, Norton, New York, 1978
19. Whiteside, R.L., *Face Language*, Pocket Books, New York, 1975
20. Whitney, Hubin and Murphy, *The New Psychology of Persuasion and Motivation in Selling*, Prentice-Hall, New Jersey, 1978
21. Prentice-Hall, New Jersey, 1978
22. Wolfe, C., *A Psychology of Gesture*, Methuen, London, 1948
23. Von Cranach, M., *Social Communication and Movement: Studies of Interaction end Expression in Man and Chimpanzee*, Academic Press, London, 1973

