

PSY293:PSYCHOLOGY OF HIGH PERFORMANCE

L:3 T:0 P:0 Credits:3

Course Outcomes: Through this course students should be able to

- CO1 :: analyze the key psychological constructs associated with high performance
- CO2 :: develop the communication and decision making skills for quality performance
- CO3 :: explore the psychological knowledge in enhancing the performance
- CO4 :: evaluate the key traits required for effective leadership and success in organizations
- CO5 :: state the basics of group and group behaviour
- CO6 :: acquaint with the strategies to become successful in an organisation

Unit I

Introduction to high performance : knowing yourself, setting goals, analyzing your strengths and limitations

Unit II

Improving Skills : managing time, negotiating, dealing with difficult people, presenting

Unit III

Becoming more effective : reading and remembering, being creative, being confident, making decisions

Unit IV

Communication skills : communicating successfully, listening effectively, saying "no", choosing the right communication channel

Unit V

Groups : understanding groups, foundations of group behaviour, group formation, group dynamics

Unit VI

Becoming successful : moving into leadership, succeeding as a manager, networking, reviewing your plans, working with a mentor, achieving promotion

Text Books:

1. ORGANISATIONAL BEHAVIOR by STPHEN P ROBBINS, TIMOTHY, A JUDGE, NEHARIKA VOHRA., PEARSON

References:

1. ACHIEVING HIGH PERFORMANCE by MIKE BOURNE AND PIPPA BOURNE, DK PUBLISHERS AND DISTRIBUTORS
2. POSITIVE PSYCHOLOGY by STEVE R. BAUMGARDNER, MARIE K. CROTHERS, Pearson Education India