

## DEPARTMENT OF HUMANITIES & SOCIAL SCIENCES

### Programme: B. Tech (Minor in Psychology)

#### Course Title: Interpersonal Relationships

**Course Category: Minor**

**Course Code: HSMP 404**

**Credits: 3 (L-3)**

**Semester: 8<sup>th</sup>**

**Course Objectives**

To enable the student to understand and explain interpersonal relationship and to facilitate the student to apprehend and illuminate social influence.

**Instructions for Examiner**

The number of questions to be set will be five, one from each unit. The examinees will be required to attempt all five questions. All questions shall carry equal marks.

#### UNIT I

Interpersonal relation: meaning and Definition. Interpersonal Attraction: Why we like and dislike others-proximity, similarity, affective states, physical attractiveness. Positive Emotions: Its nature, how and why it occurs, why it sometimes dies.

#### UNIT II

Social influence: definition. Conformity: Asch's Experiment, Social norms. Compliance-principles of compliance: foot in the door, Door in the face, playing hard to get. Obedience: Milgram's experiment.

#### UNIT III

Prejudice: definition. Origins of prejudice: direct intergroup conflict, social categorization, Role of social learning, cognitive sources of prejudice. Challenging prejudice: breaking the cycle of prejudice, Direct intergroup contact, Recategorization. Prejudice: An Indian perspective.

#### UNIT IV

Motivation: Meaning and Definition. Theories of motivation: Drive reduction theory, Maslow's hierarchy of need. Emotion: Meaning and Definition. Arousal of emotion. Brain and emotions Emotional intelligence. Emotional Labour. Emotional contagion.

**Course Outcomes**

At the end of the course, student will be able to develop a deep understanding of the various factors that influence interpersonal dynamics, empathy and emotional intelligence.

#### References

1. Baron, R.A. (2004). Psychology, 5th ed. New Delhi: Pearson education.
2. Morgan, C.T., King, R.A., Weisz, J.R., & Schopler, J. (1993). Introduction to Psychology, 7th ed. New Delhi: Tata McGraw Hill.
3. Weiten, W. (2002). Psychology: Themes and Variations, 5th ed. New York: Brooks/Cole Publishing co.
4. Baron, R.A., Branscombe, N.R., Byrne, D., & Bhardwaj, G. (2009). Social Psychology, 12 th ed. New Delhi: Pearson Education.