

1. Measurement of Individual Differences

Psychological Test - is an objective and standardized measure of sample of behaviour. (*Anne Anastasia*)

It is a set of items designed to measure the characteristics of human being that pertains to behavior.

Standardization - it implies that the material used for testing should be consensually validated, procedure for administration must be uniform, agreement on correct answer must be arrived at and the scoring method should be well defined.

2. **Physical Well Being and Mental Disorder**

Health - is a state of delight or a feeling of physical, spiritual & mental well-being. (*Sushrut*)

It is relative absence of pain & discomfort & a continuous adaptation & adjustment to the environment to ensure optimal functioning. (*DuBos*)

It is a state of complete physical, social and mental well being & not merely absence of disease & infirmity. (*WHO*)

Happiness Disposition - is basically an inherent tendency or trait exhibited by an individual to remain in the state of happiness reflected in the expressions of life satisfaction & well being.

Happiness in its broad sense is the label for a family of pleasant emotional states, such as joy, amusement, satisfaction, gratification, euphoria, and triumph. [

Quality of Life - is a composite measure of physical, mental and social well-being as perceived by each indices or a group of indices. From psychological stand point three indices are - well-being, satisfaction and happiness.

Psychological Disorder - is deviant, distressful and dysfunctional patterns of thoughts, feelings, or behaviors that interferes with the ability to function in a healthy way.

The Mental Health Care Act defines “**mental illness**” as a substantial disorder of thinking, mood, perception, orientation or memory that grossly impairs judgment, behaviour, capacity to recognise reality or ability to meet the ordinary demands of life, mental conditions associated with the abuse of alcohol and drugs, but does not include mental retardation which is a condition of arrested or incomplete development of mind of a person, specially characterised by subnormality of intelligence.

Disorder - deviant, distressful and dysfunctional pattern of thoughts, feelings or behavior.

Anxiety - state of uneasiness caused by impending threat that causes social maladjustment & /or is harmful to others who comes in contact with the patient. **Anxiety Disorder**

General Anxiety Disorder - continually tense and apprehensive, experiencing unfocused, negative, and out of control feelings.

Obsessive Compulsive Disorder - characterized by unwanted repetitive thoughts, which become obsession sometimes

accompanied by actions which becomes compulsions.

Panic Attack - sudden episodes of intense dread or sudden fear that come without warning.

Phobias - is a persistent, irrational fears of specific objects, activities, or situation.

Phobic Disorder - in this the person has fear of some object or situation which presents no actual danger to the person or in which the danger is magnified out of proportion to its actual seriousness.

Post-Traumatic Stress Disorder (PTSD) - a psychological disorder generated by either witnessing or experiencing a traumatic event.

Addiction or Dependence - compulsive, excessive and difficult to control substance use or other initially pleasurable behavior that begins to interfere with ordinary life, work, health or relationships.

Social Anxiety Disorder - characterized by anxiety related to interacting or being seen by others.

Mood Disorder - characterized by emotional extremes and challenges in regulating mood (tend to be longer-term disturbances).

Schizophrenia - refers to disorder characterized by gross distortion of reality, withdrawal from social interaction and disorganization of thoughts and emotions.

Substance Abuse Disorder - disorder relating to maladaptive behaviors resulting from regular & consistent use of substance involved.

3. Therapeutic Approach

Transformational leadership is a style of leadership where a leader works with subordinates to identify needed change, creating a vision to guide the change through inspiration, and executing the change in tandem with committed members of a group.

Participation - is a mental & emotional involvement of person in group situations that encourage them to contribute to group goals & share the responsibility for them.

Participation Management - is an open form of management where employees are actively involved in organization's decision making process.

Managerial Effectiveness – can be defined as something a manager produces from a situation by managing it appropriately, producing the results or meeting the targets in every sphere of the activities of organisations.

Power - refers to a psychology force at the disposal of a person that can influence the behavior of another.

Job stress - is a condition arising as a result of interaction of people & their job and characterizes by changes in the people that forces them to change from normal function. (*Beehr & Newman*)

Consumer Psychology - is the study of the processes involved when individuals or groups select, purchase, use, or dispose of products, services, ideas, or experiences to satisfy needs and desires.

Ergonomics - is the branch of organizational psychology concerned with fitting jobs to people rather than people to jobs.

Advertisement - paid form of persuasive communication carried out with an intent to induce specific behaviour in the target group.

Marketing - is a function of business entrusted with the creation & satisfaction of customer to achieve the aim of business itself.

5. Application of Ψ to Education Field

Learning style - is composite of characteristic cognitive, affective, and physiological factors that are relatively stable and sufficiently generalized, which influence the learning behavior.

Mental Retardation - refers to substantial retardation in present functioning & characterized by significantly sub-average intellectual functioning existing concurrently with related limitation in two or more of the following applicable adaptive skill areas namely - communication, self-care, home living, social skills, health & safety, functional academics, leisure & work. Mental Retardation manifest below 18 years and current AAMR definition continues three trends -

- i. A broadening of definition beyond a single criterion of IQ scores
- ii. Lowering of the IQ scores used as a cut off
- iii. *A view of retardation as a condition that can be improved* (American Association of Mental Retardation)

Mental Retardation - Morgan & King defined mental retarded individual as one who scores below 70 on a standardized Intelligence test (SBIT, WISC - 3rd edition, Kaufman ABC). They lack adaptive skills that are needed to carry out day to day functioning.

Learning Disability - is a generic term that describes specific kind of learning problems. Learning Disability can cause person to have a trouble learning and using certain skills and skills most often affected are reading, writing, listening, speaking, reasoning and doing maths.

Learning Disability - defines it as a general term that refers to heterogeneous group of disorders manifested by significant difficulties in the acquisition and use of listening, speaking, reading, writing, reasoning or mathematical abilities. These disorder are intrinsic to the individual and are presumed to be due to CNS disfunctioning and may occur across life span. (National Joint Committee on Disability)

Common Problem - attention, memory, abstraction, generalization, motivation & attitude.

Common Intervention -

Aim - development of skill set (mental skill). Remove attributional error through attitudinal re-orientation.

1. Earlier the better
2. Active participation of both teacher & learner
3. Spaced practice
4. Support of parents & peer group

5. Instruction should be remedial i.e. It not only removes cognitive errors & learn more appropriate information processing styles but also in building up their motivation and aspirations.

Gifted Children - are those who are intellectually gifted (IQ > 130) or those who show exceptional talent in music, graphic arts, creative writing, dramatics, mechanical skills and social leadership.

Intellectual Gifted - defined intellectually gifted as those individual who possess superior CNS characterized by

- High capacity for intellectual abstraction
- Capability to perform complex cognitive task
- Display creative imagination

(Sumptom & Leucking)

Value - is basic conviction that a specific mode of conduct &/or end state of existence is personally or socially preferable to an opposite or converse mode of conduct &/or end states of existence. *(Rokeach)*

Value Education - planned education action aimed at the development of proper attitudes, values, emotions & behavior.

Distance Education - refers to a process of learning in which there is temporal and spatial distance between teacher and learner.

Career Counselling - is defined as an interpersonal process designed to assist individual with career development problems. Career development is process of choosing, entering, adjusting to and advancing in occupation.

Guidance - is the assistance made available by qualified & trained person to an individual to help him manage his own life activities, develop his own point of view, make his own decisions & carry his own burdens.

6. Community Psychology

Community - refers to a set of relationship based on something which the participants have in common.

Community Psychology - concerns relationship of the individual to communities & society.

Social Change - refers to change in structure and functioning of society.

Community Development - is an attempt to empower the members to effectively define the problem & allocate the resource thereby leading to community based solution.

Community Consciousness - is the critical awareness of the social conditions about the society in which one lives.

Small Group - *Crosbie* defined small group as a collection of people who meet more or less regularly in face to face interaction & who possess common identity and exclusiveness of purpose & who share a set of standards governing their activity.

Leadership - is a process of influencing the activities of an individual or a group for goal achievement in a given situation.

Social Loafing - the phenomenon of a person exerting less effort to achieve a goal when they work in a group than when they work alone.

Group Cohesiveness - a function of the forces which lead members to remain in a group, including emotional connectedness to the group and shared group goals.

Group polarization - the phenomenon that when placed in group situations, people will make decisions and form opinions to more of an extreme than when they are in individual situations.

When a group starts out with a dominant view that is relatively risky, the group is likely to come to a consensus that is even riskier. This phenomenon is called **risky shift**.

Groupthink occurs when a group that is made up of members who may actually be very competent and thus quite capable of making excellent decisions nevertheless ends up making a poor one as a result of a flawed group process and strong conformity pressures.

Bandwagon effect - is a psychological phenomenon in which people do something primarily because other people are doing it, regardless of their own beliefs, which they may ignore or override.

7. Rehabilitation

Rehabilitation - refers to all attempts made at training & retraining an individual (usually with some kind of disability) so as to enable the individual achieve maximum possible functional capability.

Rehabilitation - combined and coordinated use of medical, social, educational & vocational measures for training and retraining of individual to reduce the impact of disabling condition & to enable restoration of normal functional ability & social integration i.e. mainstream.

8. Application of Ψ to Disadvantaged Groups

Disadvantage - implies denied access to the tools needed for self-sufficiency. It is a group phenomenon and people see themselves as disadvantaged to the extent they are denied access to and the use of tools found useful by the majority of the society.

Deprivation - refers to deficit in individual's environment that not only exist but also is present to the degree that hampers individual's effective function in his environment.

Prolonged Deprivation - deprivation which consist of broad spectrum of variables that constitute basic source of experience for living individual. It is considered to be a prolonged process relative to a defined socio-cultural setting. (*Mishra & Tripathi*)

Social mobility - refers to the movement of individuals and groups between different positions in a system of social stratification.

9. Psychology & the Problem of Social Integration

Prejudice - is an attitude that supports, justifies and cause discrimination. (*Rose*)

Prejudice - is hostility and aggression towards an individual based on his membership in a particular group. (*Buss*)

Stereotypes - cognitive frameworks suggesting that all members of specific social groups share certain characteristics. It is a rigid categorization and an oversimplified and internalized image of a group of people.

Stereotypes - are exaggerated belief about a group based on irrational attribution.

Manifestation of Prejudice- Allport

Antilocution - Avoidance - Discrimination -

Physical Attack - Extermination

Competition - Exploitation

Causes of Prejudice -

1) Societal Level Explanation

- a) Exploitation
- b) Realistic Group Conflict Theory (*Sherif et. al.*)
- c) Norm Violation Theory

2) Individual Level Explanation (Symptom Theorist)

- a) Scapegoat Theories (*Frustr. Aggres. Hypo - Dollard & Miller ; Hostility Displacement Hypo - Freud*)
- b) Projection
- c) Authoritarian Personality (*Adorno et. al.*)

3) Individual Level Explanation (Socio-Cultural app.)

- a) Belief Incongruence
- b) Socialization
- c) Theory of Relative Deprivation
- d) Social Identity Theory (*Tajfel*)

Conflict - is a disagreement over social issue, ideology or specific behaviour between two parties having divergent interest concerning the same issue.

Causes of conflict-

Power differential, competition, conflicting aspiration, grudges & feeling of inequality, ambiguity over jurisdiction & responsibility, stereotyping the enemy, misperception & faulty attribution, delegitimization, just world hypothesis, distrust, relative deprivation

Social Integration - is a social, psychological, educational process through which feeling of unity, solidarity & cohesiveness develop among different social group in a given society.

It is an attempt made to reduce social tension and create common identity among members of a society about being part of society.

10. Application of Ψ in IT & Mass Media

Mass Media - refers to entire family of technological devices that makes communication among the masses possible.

11. Ψ & Economic Development

Economics is the science which studies human behavior as a relationship between ends & scarce means which have alternate uses.

Achievement Motivation - can be defined as behavior related to the tendency to strive for success against some standard of excellence.

12. Application of Ψ to Environment & related fields

Environment psychology is the study of reciprocal relationship between environment (physical & social) and human behavior.

Crowding - refers to subjective feelings of being over stimulated by social inputs or loss of privacy.

Crowd - is a physically compact organization of human beings brought into direct contact with one another.

13 a. Military Psychology

Military psychology is the research, design and application of psychological theories and empirical data towards understanding, predicting, and countering behaviours either in friendly or enemy forces or civilian population that may be undesirable, threatening or potentially dangerous to the conduct of military operations.

13 b. Sports Psychology

Sports Psychology - is the scientific study of psychological factors that are associated with participation & performance of sports, exercise & other kind of physical activities.

Burnout in sport is typically characterized as having three dimensions: physical/emotional exhaustion, sport devaluation, and a reduced sense of accomplishment.

Athletes who experience burnout may have different contributing factors, but the more frequent reasons include perfectionism, boredom, injuries, excessive pressure, and overtraining.

13 d. Psychology of Terrorism

Terrorism - is a method or theory behind the method whereby an organised group or party seeks to achieve its aim through the systematic means of violence. (*Hardman*)

Hypothesis of Terrorism -

- i. *Frustration-Aggression Hypothesis*
(Donald & Miller)
- ii. *Narcissistic Rage Hypothesis*
- iii. *Negative Identity Hypothesis* (based on Erickson - Theory of Identity Crisis)
- iv. *Moral Disengagement* (Bandura)

Stockholm Syndrome - refers to unexpected positive feelings developed by the captives for captors during prolonged hostage taking. Its critical components are psychological infantilism and psychological transference.

14. Psychology of Gender

Gender Stereotype - are beliefs about typical characteristics about behaviour of men and women.

Attributional ambiguity - is a psychological attribution concept describing the difficulty that members of stigmatized or negatively stereotyped groups may have in interpreting feedback.

Self Fulfilling Prophecy - is the tendency to confirm our expectations of people by behaving towards them in the ways that provoke them to act consistently with those expectations. The law of self-fulfilling prophecy says that people respond the way you expect them to respond and you get what you expect.

Pygmalion effect or **Rosenthal effect** - is the phenomenon whereby higher expectations lead to an increase in performance.

Glass Ceiling - the unseen, yet unbreachable barrier that keeps minorities and women from rising to the upper rungs of the corporate ladder, regardless of their qualifications or achievements.

Glass Escalator refers to how men in female-dominated careers, such as teaching and nursing, often rise higher and faster than women in male-dominated fields.

Nudge Unit - It is officially known as Behavioural Insights Team which was first set up in UK to apply nudge theory (behavioural economics and psychology) to try to improve government policy and services while minimising expenditure.

NITI Ayog has tied up with the Bill & Melinda Gates Foundation to set up a 'nudge unit' that will work towards bringing about behavioural changes and recommending policy corrections

to help make the programmes more effective.

Nudge theory is a flexible and modern concept for:

- understanding of how people think, make decisions, and behave,
- helping people improve their thinking and decisions,
- managing change of all sorts, and
- Identifying and modifying existing unhelpful influences on people.

Nudging - refers to altering the decision-making environment in the context of biases and 'irrational' behaviour that decision-makers often display.

Foot-in-the-door (FITD) technique is a compliance tactic that involves getting a person to agree to a large request by first setting them up by having that person agree to a modest request.

door-in-the-face (DITF) in this the persuader attempts to convince the respondent to comply by making a large request that the respondent will most likely turn down, much like a metaphorical slamming of a door in the persuader's face.