

B.Tech. (Agricultural Engineering): Fifth Semester

Course-wise Syllabus with Teaching Schedules

Semester : V	
Course No. : AEC 355	Credit Hrs. : 2(1+1)
Course Title : Personality Development	
Gradual Common Course between B.Tech. (Agricultural Engineering) and B.Tech. (Food Technology)	

SYLLABUS

Objective : To make students realize their potential strengths and cultivate their interpersonal skills and improve employability.

THEORY

Personality: Definition, Nature of personality, Theories of personality and its types. The humanistic approach - Maslow's self-actualization theory, Shaping of personality, Determinants of personality, Myers-Briggs Typology Indicator, Locus of control and performance, Type A and Type B Behaviours, Personality and Organizational Behaviour. Foundations of individual behavior and Factors influencing individual behavior, Models of individual behavior, Perception and Attributes; Factors affecting perception, Attribution theory and Case studies on Perception and Attribution. Learning: Meaning and Definition, Theories and Principles of Learning, Learning and Organizational behavior, Learning and Training, Learning feedback. Attitude and Values, Intelligence- Types of Intelligence, Theories of intelligence, Measurements of intelligence, Factors influencing intelligence, Intelligence and Organizational behavior, Emotional intelligence. Motivation- Theories and Principles, Teamwork and Group dynamics.

PRACTICAL

MBTI personality analysis, Learning Styles and Strategies, Motivational needs, Firo-B, Interpersonal Communication, Teamwork and Team building, Group Dynamics, Win-win game, Conflict management, Leadership styles, Case studies on Personality and Organizational Behavior.

TEACHING SCHEDULE

THEORY [AEC-355]

Lecture No.	Topic	Sub-topics/ Key Points	Weightage (%)
1	Personality	Definition, Nature of Personality	5
2	Theories of Personality and its Types	The Humanistic Approach- Maslow's self-actualization theory; Types- Extroversion, Introversion, Conscientiousness, Agreeableness	10
3		Shaping of Personality - improving communication skills, stepping out of comfort zone, learning to say no, tapping into creativity, getting curious, giving yourself a daily affirmation, practicing self-care. Determinants of Personality- Physical, Intellectual, Social and Psychological	10
4		Myers- Briggs Typology indicator Four Indicators- Introvert/ Extrovert, Thinking/ Feeling, Sensing/ Intuiting, Judging/ Perception, Locus of Control and Performance	10
5		Type A and Type B Behaviours Theory	5
6		Difference between Personality and Organizational Behaviours	5
7	Personality and Organizational Behaviours	Foundations of individual behaviour, Factors influencing individual behaviour- Personality, Values, Motivation, Perspectives and Social impacts	5
8		Models of Individual Behaviour- Rational Economic man, Social man, The Self actuating man, Complex man	5
9	Perception	Attributes and Factors affecting perception; Attribution theory and Case studies on Perception and Attribution	10
10	Learning	Meaning, Definition; Theories and Principles of Learning	10
11		Difference between Learning and Organizational behavior; Difference between Learning and Training; Feedback of Learning	5
12	Attitude and Values	Meaning, Definitions, Concept	5
13	Intelligence	Types of Intelligence, Theories of intelligence	
14		Measurement of intelligence- Factors affecting intelligence- Difference between intelligence and organizational behaviour, Emotional intelligence	5
15	Motivation	Meaning, Theories and Principles	5
16	Team and Group Dynamics	Meaning, Definitions, Concept	5
Total =			100

TEACHING SCHEDULE

PRACTICAL [AEC-355]

Exercise No.	Exercise Topic
1	Myers- Briggs Type Indicator (MBTI) analysis- Extroversion/ Introversion
2	Myers- Briggs Type Indicator (MBTI) analysis- Sensing/ Intuition
3	Myers- Briggs Type Indicator (MBTI) analysis- Thinking/ Feeling
4	Myers- Briggs Type Indicator (MBTI) analysis- Judging/ Perception
5	Learning Styles and Strategies
6	Motivational Needs
7	Fundamental Interpersonal Relations Orientation Behaviour (FIRO-B)
8	Interpersonal Communication
9	Team Work
10	Team Building
11	Group Dynamics
12	Win-Win Game
13	Conflict Management
14	Leadership Styles
15	Case studies on Personality
16	Case studies on Organizational Behaviour

Suggested Readings [AEC-355]:

1. Andrews, Sudhir, 1988. How to Succeed at Interviews. (21st Rep.) New Delhi. Tata - McGraw Hill.
2. Heller, Robert, 2002. Effective Leadership. Essential Manager Series. DK Publishing.
3. Hindle, Tim, 2003. Reducing Stress. Essential Manager Series. DK Publishing.
4. Kumar, Pravesh, 2005. All about Self-Motivation. New Delhi. Goodwill Publishing House.
5. Lucas, Stephen, 2001. Art of Public Speaking. New Delhi. Tata - McGraw Hill.
6. Mile, D.J., 2004. Power of Positive Thinking. Delhi. Rohan Book Company.
7. Smith, B., 2004. Body Language. Delhi: Rohan Book Company.
8. Shaffer, D.R., 2009. Social and Personality Development (6th Edn). Belmont, CA: Wadsw.