



GU/Acad –PG/BoS - GU-ART /2025-26/611

Date: 04.12.2025

### CIRCULAR

The syllabus of the Goa University–Admission Ranking Test (GU-ART) for **Master of Arts in Psychology, B.Ed. in Psychology, Master of Arts in Wellness Counselling and Post Graduate Diploma in Guidance Counselling** Programmes, approved by the Academic Council in its meeting held on 7<sup>th</sup> November 2025 is attached.

The Dean/Vice-Dean (Academic) of the D.D. Kosambi School of Social Sciences and Behavioural Studies and the Principals of all the affiliated Colleges are requested to take note of the above and bring the contents of this Circular to the notice of all concerned, including students aspiring to pursue the Master's and B.Ed. Programmes.

(Ashwin V. Lawande)  
Deputy Registrar – Academic

To,

1. The Dean, D.D. Kosambi School of Social Sciences and Behavioural Studies, Goa University.
2. The Vice-Dean (Academic), D.D. Kosambi School of Social Sciences and Behavioural Studies, Goa University.
3. Principals of all the affiliated Colleges.

Copy to:

1. Controller of Examinations, Goa University.
2. Assistant Registrar (Admissions), Goa University.
3. Assistant Registrar Examinations (UG/PG), Goa University.
4. Director, Directorate of Internal Quality Assurance, Goa University for uploading the Syllabus on the University website.



**GOA UNIVERSITY**

**SYLLABUS FOR GOA UNIVERSITY-ADMISSIONS RANKING TEST (GU-ART)**  
**FOR M.A. PSYCHOLOGY, B.Ed. IN PSYCHOLOGY, M.A. WELLNESS**  
**COUNSELLING AND POST GRADUATE DIPLOMA IN GUIDANCE**  
**COUNSELLING AND PROGRAMMES**

**Effective from AY: 2026-2027**

Modules	Content
<b>Module 1:</b>	<p><b>NATURE &amp; BASIC CONCEPTS IN PSYCHOLOGY</b></p> <ol style="list-style-type: none"><li>1. Psychological Processes: Emotions &amp; Motivation<ul style="list-style-type: none"><li>• Emotions: Nature and Types of Emotions,</li><li>• Motivation: Types of Motives and Maslow's Hierarchy of Needs</li></ul></li><li>2. Cognitive Processes: Learning, Memory, Problem Solving and Reasoning:<ul style="list-style-type: none"><li>• Learning: Types of Learning, Conditioning: Classical, Operant and Observational Learning</li><li>• Memory: Stages of Memory: Encoding, Storage, Retrieval; Methods of Retention: Recall, Recognition, Relearning; Memory Enhancement Techniques and Study Habits</li><li>• Problem Solving: Trial and Error, Algorithms, Heuristics – Availability Heuristic, Representative Heuristics, Anchoring and Adjustment, Escalation of Commitment</li><li>• Reasoning: Deductive and Inductive Reasoning, Creativity.</li></ul></li><li>3. Social Influence:<ul style="list-style-type: none"><li>• Conformity: How Social Norms Emerge? Social Foundations of Conformity (Normative Social Influence and Informational Social Influence); Factors Affecting Conformity: Cohesiveness and Conformity, Conformity and Group Size, Conformity and Status Within a Group, Reasons for Nonconformity: Actor Observer Effect Revisited, Power as a Shield Against Conformity, The Desire to Be Unique and Nonconformity and The Benefits of Nonconformity</li><li>• Compliance: Underlying Principles of Compliance and Tactics of Compliance</li><li>• Obedience: Why Destructive Obedience Occurs and the Effects of Destructive Obedience</li></ul></li><li>4. Contemporary Approaches to Psychology: Behavioural, Psychodynamic, Cognitive, Sociocultural Approaches, Humanistic Movement and Positive Psychology</li></ol>

<b>Module 2:</b>	<b>ATTITUDES &amp; SOCIAL COGNITION</b> <ol style="list-style-type: none"> <li>Attitudes: <ul style="list-style-type: none"> <li>Emotions and Attitude Change</li> <li>The Science of Persuasion: How Attitudes are Changed? Persuasion (Communicators, Messages, and Audience), The Cognitive Processes that Underlie Persuasion and Systematic vs Heuristic Processing.</li> </ul> </li> <li>Stereotyping, Prejudice &amp; Heuristics <ul style="list-style-type: none"> <li>Nature, Origins of Stereotyping: Defining Prejudice, Cognitive Component:(Stereotypes), Affective Component: Emotions (Prejudice), and The Behavioural Component: (Discrimination).</li> <li>Techniques For Countering /Reducing Prejudice: Learning Not to Hate, Benefits of Contact, Recategorization, Guilt and Prejudice Reduction, Saying No to Stereotypes and Biased Attributions and Social Influence.</li> <li>Heuristics And Types: Representativeness, Availability, And Anchoring and Adjustment. Schemas: Impact Of Schemas on Social Cognition (Attention, Encoding and Retrieval, Priming and Schema Persistence). Sources of Error in Social Cognition: Optimistic Bias, Negativity Bias and Counterfactual Thinking. Non-Verbal Communication: Basic Channels (<i>Facial Expressions, Eye Contact, Body Language and Touching</i>)</li> </ul> </li> <li>Impression Formation and Management <ul style="list-style-type: none"> <li>Foundational Research on First Impressions (Central and Peripheral Traits),</li> <li>How Quickly and Accurately are First Impressions Formed</li> <li>Can First Impressions Be Changed?</li> <li>Impression Management: Tactics For Looking Good, and How Well Do Impression Management Tactics Work?</li> </ul> </li> <li>Aggression <ul style="list-style-type: none"> <li>Social Causes of Aggression: Media Violence, Effects of Media Violence and Individual Differences in Aggression (Hostile Attributional Bias and Narcissism).</li> <li>Situational Determinants of Aggression (Temperature Aggression, Alcohol and Aggression and Gun Availability).</li> <li>Prevention and Control of Aggression: Punishment, Self-Regulation, Catharsis and Thinking Non-Aggressive Thoughts</li> </ul> </li> </ol>
<b>Module 3:</b>	<b>HEALTH, WELLBEING AND CHANGES OVER THE LIFESPAN</b> <ol style="list-style-type: none"> <li>Determinants of Health Behaviour <ul style="list-style-type: none"> <li>Current Perspectives on Health and Illness: Biopsychosocial Perspective, Lifespan, and Gender Perspective,</li> <li>Health Belief Model, Theory of Planned Behaviour, and Transtheoretical Model of Behaviour Change</li> </ul> </li> <li>Health Promoting Behaviours &amp; Health Compromising Behaviours</li> </ol>

	<ul style="list-style-type: none"> <li>• Characteristics of Health-Compromising Behaviours</li> <li>• Health Promoting Behaviours: Exercise, Developing a Healthy Diet and Sleep</li> <li>• Health Compromising behaviours: Alcoholism and Problem Drinking, Smoking</li> </ul> <p>3. Well-Being and Positive Emotion</p> <ul style="list-style-type: none"> <li>• Happiness and Well-being: Hedonic Perspectives, Eudaimonic Perspectives, Engagement Perspectives</li> <li>• Meaning of Positive Emotions: Broaden-and-Build Theory of Positive Emotions, Positive Emotions and Wellbeing – Happiness and Positive Behaviour, Positive Emotions and Success, Positive Emotions and Flourishing</li> <li>• Psychological Resources: Positive Emotions and Coping with Stress, Finding the Positive in the Negative</li> <li>• Cultivating Positive Emotions: Flow Experiences, Definition and Characteristics of Flow, Savouring</li> <li>• Resilience: Meaning of Resilience, Developmental Perspectives, Clinical Perspectives, Sources of Resilience in Children, Resilience among Disadvantaged Youth, Sources of Resilience in Adulthood and Later Life, Growth through Trauma.</li> </ul> <p>4. Changes Over the Lifespan</p> <ul style="list-style-type: none"> <li>• Becoming an Adult: Key Factors</li> <li>• Stages of Adulthood and the Life Events</li> <li>• Social Integration and Successful Ageing: Stereotyping Older Adults. The Centenarians. Grandparents, Great-Grandparents and Friendships, Successful Ageing</li> </ul>
<b>Module 4:</b>	<p><b>UNDERSTANDING HUMAN BEHAVIOUR AT WORK</b></p> <p>1. Managerial Responsibilities, Variations in Managerial Work &amp; Challenges for Managers</p> <ul style="list-style-type: none"> <li>• Management by Level</li> <li>• Management by Department or Function.</li> <li>• The Diverse Workforce: Cultural Diversity, Gender Diversity, Gender Discrimination in Employment, The Process of Gendering, Glass Ceiling, Gender Sensitivity at Workplace, Age Diversity, Ability Diversity.</li> </ul> <p>2. Stress</p> <ul style="list-style-type: none"> <li>• Work Stress</li> <li>• Causes of Stress</li> <li>• Consequences of Work-Related Stress</li> <li>• Stress and Counterproductive Behaviour- Turnover and Absenteeism, Alcoholism and Drug Abuse, Aggression and Sabotage</li> </ul> <p>3. Teams</p> <ul style="list-style-type: none"> <li>• Group Behaviour</li> </ul>

	<ul style="list-style-type: none"> <li>• Group Formation and Development</li> <li>• Concept of Teams, Types of Teams</li> <li>• Turning Individuals into Team Players</li> <li>• Team Building and Team-Based Work</li> </ul> <p>4. The Motivation of Employees</p> <ul style="list-style-type: none"> <li>• The Role of Performance Reviews in Motivation,</li> <li>• Fostering Motivational Faith, Empowerment and Unblocking Goals</li> <li>• Boost Self-Esteem</li> </ul>
<b>References/ Readings:</b>	<ol style="list-style-type: none"> <li>1. Aronson, E., Wilson, T. D., Akert, R. M., Sommers, S. R., &amp; Tucker, V. (2020). <i>Social psychology</i>. Pearson India Education Services Pvt. Ltd.</li> <li>2. Baumgardner, S., &amp; Crothers, M. (2014). <i>Positive psychology</i>. Pearson Education Limited.</li> <li>3. Branscombe, N. R., Baron, R. A., &amp; Kapur, P. (Adapted). (2017). <i>Social psychology</i>. Pearson Education India.</li> <li>4. Ciccarelli, S. K., &amp; Meyer, G. E. (2008). <i>Psychology</i> (4th ed.). Pearson India.</li> <li>5. Compton, W. C., &amp; Hoffman, E. (2019). <i>Positive psychology: The science of happiness and flourishing</i>. Sage Publications.</li> <li>6. Dimatteo, R. M., &amp; Martin, L. R. (2008). <i>Health psychology</i> (1st ed.). Pearson Education Inc. and Dorling Kindersley Publishing Inc.</li> <li>7. James Campbell Quick, D. L. (2013). <i>Organizational behavior</i>. Cengage Learning India Pvt. Ltd.</li> <li>8. Lahey, B. (2012). <i>Psychology: An introduction</i> (11th ed.). Tata McGraw-Hill Higher Education.</li> <li>9. Prasad, L. (2019). <i>Organizational behavior</i>. Sultan Chand &amp; Sons.</li> <li>10. Santrock, J. W. (2006). <i>Psychology essentials</i>. Tata McGraw-Hill Publishing Company Limited.</li> <li>11. Santrock, J. W. (n.d.). <i>Adolescence</i> (18th ed.). Tata McGraw-Hill Publishing Company Limited.</li> <li>12. Santrock, J. W. (n.d.). <i>Lifespan development</i> (17th ed.). Tata McGraw-Hill Publishing Company Limited.</li> <li>13. Sarafino, E. P., &amp; Smith, T. W. (2016). <i>Health psychology: Biopsychosocial interactions</i> (9th ed.). Wiley.</li> <li>14. Snyder, C. R., &amp; Lopez, S. (2007). <i>Positive psychology: The scientific and practical explorations of human strengths</i>. Sage Publications.</li> <li>15. Stewart Black, J. S., &amp; D. S. (2019). <i>Organizational behavior</i>. Creative Commons.</li> <li>16. Taylor, S. E. (2012). <i>Health psychology</i> (10th ed.). Tata McGraw-Hill Publishing Company Limited.</li> </ol>