

SES's L.S. RAHEJA COLLEGE OF ARTS AND COMMERCE(AUTONOMOUS)

Syllabus for Approval	BoS meeting held on: 17/02/2025	AC meeting held on:
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Board of Studies: PSYCHOLOGY

Sr. No.	Heading	Particulars
1	Nomenclature of the Course	<u>S.Y.B.A.</u> <u>Neuro Linguistic Programming</u>
2	Eligibility for Admission	<u>College Admission regulations 2024</u>
3	Passing Marks for eligibility	
4	Regulations	College Regulations on Admission
5	Programme	<u>BACHELOR OF ARTS- PSYCHOLOGY MAJOR</u>
6	Semesters	Semester: III
7	NEP Vertical	VSC
8	Credit	2
9	Level U.G/PG	<u>U.G.</u>
10	Pattern	Semester: III
11	Status (Revised or New) If revised, % of change)	NEW
12	To be implemented from Academic Year	From the Academic Year: 2025-26

Date: 25/03/2025

  
Chairman / Chairperson:  
(name & signature)

**SES's L.S. RAHEJA COLLEGE OF ARTS AND COMMERCE (AUTONOMOUS)**



**BOARD OF STUDIES: PSYCHOLOGY**

**PROGRAMME: B.A. PSYCHOLOGY - MAJOR**

**SEMESTER: III**

**NOMENCLATURE OF THE COURSE: NEURO LINGUISTIC PROGRAMMING**

**NEP Vertical: VSC**

**Credit: 2**

**(As Per Choice Based Credit System (under NEP 2020) with effect from the academic year 2025-26)**



<b>Programme:</b>	<b>BA- Psychology Major</b>
<b>Nomenclature of the Course</b>	<b>Neuro Linguistic Programming</b>
<b>Total Marks</b>	<b>50</b>
<b>Semester:</b>	<b>III</b>
<b>Academic year</b>	<b>2025-26</b>

**LEARNING OBJECTIVES:** This paper introduces the students to the relatively newer therapeutic system of psychotherapy and personal coaching namely NLP. This paper aims to equip students with understanding and application of basic concepts in NLP

**COURSE OUTCOMES:**

1. Design an experiment with clearly defined independent and dependent variables, compare and contrast various experimental designs
2. Select and justify the use of statistical tools for analysing specific types of data, understand and apply appropriate graphical representation of data

<b>Unit</b>	<b>Course Content</b>	<b>Andragogy</b>	<b>No of Lectures</b>
Module I	1. Introduction to NLP and Its Principles and building Rapport 1.1 Foundational Principles of NLP (Presuppositions of NLP) 1.2 Representational systems - Visual, Auditory, Kinaesthetic (VAK) Model 1.3 Mirroring and Matching Techniques 1.4 Pacing and Leading in Conversations	Interactive Lectures and Discussions  Role-plays ,  Experiential Learning Activities  Simulation Exercises	<b>15</b>
Module II	2. Language and Communication in NLP 1.1 Milton Model and Hypnotic Language Patterns 1.2 Meta Model for Clarity in Communication 1.3 The Art of Reframing: Changing Perceptions 1.4 Positive Language for Motivation and Influence.	Interactive Lectures and Discussions  Role-plays,  Experiential Learning Activities  Simulation Exercises	<b>15</b>

## **SUGGESTED READINGS**

1. Bandler, R., & Grinder, J. (1979). *Frogs into Princes: Neuro-Linguistic Programming*. Real People Press.
2. Dilts, R. (1998). *Modeling with NLP*. Meta Publications.
3. O'Connor, J., & Seymour, J. (2011). *Introducing NLP: Psychological Skills for Understanding and Influencing People*. HarperCollins.

**QUESTION PAPER PATTERN**

**(A) FOR CONTINUOUS EVALUATION**

**(A-1)**

**(A-1) RUBRICS FOR CONTINUOUS EVALUATION**

<b>20 marks</b>	<b>Assignment----- 10 marks</b>
	<b>Viva Voce----- 10 marks</b>

**(B)**

**QUESTION PAPER PATTERN FOR SEMESTER END EXAMINATION**

<b>30 marks</b>	<b>Q1. Answer in brief (1/2)----- 15 marks</b>
	<b>Q2. Answer in brief (1/2)----- 15 marks</b>