



MG 212 Aug-Dec 2:1

Behavioral Science

Instructor

Anjula Gurtoo

Email: anjula@iisc.ac.in

Teaching Assistant

Email:

Department: MS

Course Time: Wed, Fri, 10am -12.30 pm

Lecture venue: MS Seminar Hall

Detailed Course Page: <http://mgmt.iisc.ac.in/newwordpress/list-of-courses/>

Announcements

Brief description of the course

Behavioral Science is concerned with the systematic exploration and analysis of human behavior. It looks at individual behavior within several contexts like societies, groups and cultures, and analyses processes and interactions between people, which can contribute to a specific behavior. This course, therefore, also offers a platform to explore individual effectiveness and develop better understanding of others. The course is open to all students.

Prerequisites

None

Syllabus

Introduction to BS and the biology of behavior

Self concept and frame of reference

Personality: Interpersonal orientations

Perception, attitude and attribution: The process of understanding others (and self!)

Learning: Approaches and techniques

Communication as interpersonal dynamics

Motivation

Decision making

Leadership

Perspective taking “ zoom in zoom out

Dynamics of conflict “ Collaboration and competition

Dynamics of conflict “ Negotiating your way

Course outcomes

Individual effectiveness and developing better understanding of others

Grading policy

End term 50%, Project and Mid term: 50%

Assignments

Resources