

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



**Syllabus of Body language: Key to Professional Success under NEP 2020 vertical (VSC)
with effect from 2024- 25**

Department of Psychology

HoD/Sr. Person of the Department: Neha Dalal

Date of approval by the BoS: 27/04/2024

Approved by the Academic Council on: 29/04/2024

Ratified by the Governing Body on: 06/05/2024



Programme: Bachelor of Arts			Semester: I		
Course: Body language: Key to Professional Success			Code: UGBAIPSYVSC124		
Academic Year: 2024-2025			Batch: 2024-2027		
Teaching Scheme			Evaluation Scheme		
Lectures	Practical	Tutorials	Credits	Internal Continuous Assessment (ICA) (weightage)	Term End Examinations (TEE) (weightage)
30	Nil	Nil	2	20	30
Particulars				Marks	
Class tests				10	
Projects				5	
Viva Voce				5	

Learning Objectives:	<ol style="list-style-type: none"> 1. Understand the core principles of body language and their impact on perception. 2. Recognize and interpret key nonverbal cues, including posture, facial expressions, gestures, and eye contact. 3. Develop awareness of body language and its potential messages.
Learning/Course Outcomes:	<ol style="list-style-type: none"> 1. Understanding and applying how body language can influence perception and relationships. 2. Evaluate the effectiveness of body language in various scenarios.
Pedagogy:	<p>Interactive lectures PowerPoint presentations Role plays Observation and Analysis Experiential Learning Activities</p>

Detailed Syllabus:

Module	Module Content	Module Wise Pedagogy Used	Module Wise Duration
I	<ol style="list-style-type: none"> 1. Definition and importance of body language in professional settings. 2. Cultural and individual variations in nonverbal communication. 3. Verbal vs. nonverbal communication: understanding the interplay. 4. Posture: Power poses, openness, closed-off postures, and their interpretations. 5. Facial Expressions: Reading micro-expressions, smiles, frowns, and emotional cues. 6. Gestures: Hand and body gestures, their cultural context, and effective use. 	<p>Interactive lectures PowerPoint presentations Role plays Observation and Analysis Experiential Learning Activities</p>	15 hours

	7. Eye Contact: Importance, maintaining appropriate eye contact, and cultural variations.		
II	<ol style="list-style-type: none"> 1. Interviews: Projecting confidence, building rapport, and avoiding negative gestures. 2. Presentations: Commanding attention, engaging the audience, using nonverbal cues for emphasis. 3. Meetings: Active listening, communicating openness, and building team rapport. 4. Negotiations: Projecting strength, reading cues from others, and building trust. 5. Self-assessment techniques: Identifying personal strengths and areas for improvement. 6. Practice exercises: Role-playing, feedback techniques, and refining nonverbal communication. 7. Building awareness: Mindfulness techniques for managing nerves and projecting confidence. 8. Adapting to audience and culture: Recognizing and adjusting nonverbal cues for different contexts. 	Interactive lectures PowerPoint presentations Role plays Observation and Analysis Experiential Learning Activities	15 hours

REFERENCE BOOKS

Ekman, P., & Friesen, W. V. (2003). *Unmasking the face: A Guide to Recognizing Emotions from Facial Clues*. ISHK.

Ekman, P. (2012). *Emotions revealed: Understanding Faces and Feelings*. Hachette UK.

Morris, D. (2012). *Peopewatching: The Desmond Morris Guide to Body Language*. Random House.

QUESTION PAPER PATTERN (30 marks)

Q1. Answer any one (15 marks)

A. Unit one

Or

B. Unit one

Q2. Answer any one (15 marks)

A. Unit two

Or

B. Unit two

