



Anekant Education Society's
Anekant Institute of Management Studies (AIMS)
Religious Minority Institution
Anekant Education Society Campus
Baramati, Dist-Pune, Maharashtra, PIN-413102
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Ref: AES/AIMS/MBA/2021-22/ 1

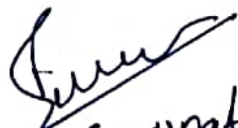
Date: 15/11/2021

NOTICE

This is to notify all the students of MBA second year who have opted for Human Resource Management specialization that, for the Academic Year 2021-22, we are starting a new course titled **"Add on course in Transactional analysis lab "**.

This course is intended to give updated practical knowledge, hands on experiences in human resource practices and trainings which are job oriented under the guidance of HR professionals and training practitioners.

The course is **Institute based, autonomous and comes under the umbrella of Academic Support program** of the Institute. The last date for registering for the course is **30/11/2021**. Pl. registers your name at AIMS Office. The course is free of cost and for more details contact the **Academic Coordinator**.


Copy to: *Coordinator*


DIRECTOR

1. AIMS Master file
2. Academic Coordinator File
3. CEO AIMS

Anekant Education Society's
Anekant Institute of Management Studies (AIMS)

[E] ENRICHMENT (ENR) COURSES (ELECTIVES) – 1 Credit Each
50 Marks CCE, 00 Marks ESE

ENR – 63 Transactional Analysis Lab

Course No.	Course Name	Duration	LTP Credits	Year of Introduction
ENR – 63	Transactional Analysis Lab	30 Hours	4-0-1	2021

Description: This certificate course aims at providing those in the helping profession & all students of human behaviour, with an **in-depth** understanding of Applied Transactional Analysis. This course is a synthesis of the original concepts, recent developments & contemporary approaches in Transactional Analysis.

This course can be beneficial to mental health professionals, parents, educators, clergy, physicians, people in managerial positions & the legal profession. It can even serve to enhance your self-awareness in your personal life & relationships.

The course equips the trainee to incorporate Transactional Analysis concepts in their counselling practice or in any other capacity that they may be serving society. It's also a great tool to diagnose why one gets stuck in repetitive situations that are frustrating & why certain troubling situations seem to go 'nowhere sometimes' despite the 'best of intent'.

Objectives: This training targets enhancing 'Social Emotional Intelligence'. Participants will achieve a deep 'Self-awareness' & 'Self-mastery' to create win-win relationships through

- The Most Effective Communication Strategies
- Mastery in Defusing Potentially Heated & Difficult Situations
- Strategies to Enhance Self-Insight in Oneself & in Clients
- The Ability to Work towards Negotiated Outcome
- Effective counselling tools that answer the question 'How did I become this way' & 'Why does this always happen to me?'
- A Potent Toolkit to Raise the Quality of one's Analytical Repertoire while being a Therapist

Course Outcomes:

Course Outcome	Course Outcome Statement	Bloom's Taxonomy	Level
ENR-6301	Gain a deep Insight into their own personality & the personality of others	Understanding	1 & 2
ENR-6302	Recognize personal obstacles & how they impede their own personal success. More importantly, how to transcend these obstacles?	Application	3

ENR-6303	Discover how early life decisions obstruct & sabotage your success potential. More importantly, how can you change the course of your life?	Analysis	4
ENR-6304	Discover the finer nuances of inter-personal relationship politics in the office, home & social circle. How can one engage in pattern recognition to affect both teamwork & personal effectiveness?	Evaluation	5

Teaching Pedagogy:

Lectures: The basic concepts and theories of the course content are introduced in lectures. Examples are provided.

Practical: Actual problem given in the practical sessions and resolved during the sessions.

Syllabus:

UNIT I: An Overview of Transactional Analysis

- 1.1 Meaning and definition of transactional analysis
- 1.2 Different types of transactions
- 1.3 Transactional Analysis Proper – Effective vs. Ineffective Transactions

UNIT II: Life Positions

- 2.1 Effective vs. Ineffective Self-management styles
- 2.2 Ego States Analysis and Structural Pathologies
- 2.3 Discounting Theory – Effective vs. Ineffective Problem Solving

UNIT III: Strokes Theory – Motivating Self & Others

- 3.1 Games Analysis – Games People Play (Self-Defeating Behaviours)
- 3.2 Drama Triangle – Analysing 'Phoney Roles'
- 3.3 Hungers and Time Structuring

UNIT IV: Script Analysis – Being aware of past and impact on today

- 4.1 Learning Strategies to deal with Drivers & Injunctions to enhance Emotional Wellbeing
- 4.2 A step by step Therapy technique of Applied Transactional Analysis (ATAT)

Course Evaluation:

This course is of 50 marks for which Internal MCQ Examination will be conducted.

Reference Books:

1. Games People Play: The Basic Handbook of Transactional Analysis. Paperback – August 27, 1996 by Eric Berne
2. Scripts People Live: Transactional Analysis of Life Scripts Paperback – January 26, 1994 by Claude Steiner
3. I'm Ok, You're Ok Hardcover – November 27, 2004 by Thomas A Harris
4. T.A. for Teens and Other Important People (Transactional Analysis for Everybody Series ; #5) Paperback – October 1, 1976 by Alwyn M. Freed
5. Transactional Analysis: 100 Key Points and Techniques 1st Edition by Mark Widdowson
6. Life Scripts: A Transactional Analysis of Unconscious Relational Patterns 1st Edition by Richard G. Erskine
7. An Introduction to Transactional Analysis: Helping People Change 1st Edition by Philip Lapworth
8. Know Yourself, Know Your Partner! Paperback – November 10, 2012 by Mavis Klein
9. Transactional Analysis Counselling in Action (Counselling in Action series) Fourth Edition by Ian Stewart
10. Co-Creative Transactional Analysis: Papers, Responses, Dialogues, and Developments 1st Edition by Graeme Summers
11. Psychodynamic Psychotherapy with Transactional Analysis: Theory and Narration of a Living Experience 1st Edition by Anna Emanuela Tangolo
12. Transactional Analysis for Depression: A step-by-step treatment manual 1st Edition by Mark Widdowson

Summers
Coordinator

Anekant Education Society's
ANEKANT INSTITUTE OF MANAGEMENT STUDIES
Anekant Education Society Campus, Baraman, Dist-Pune-411012.
Class Attendance Report

Academic Year: 2021-2022

Class: Second Year

Semester: III

Specialization: - Add-On Course

Course Code: 312 ENR 063

Faculty Name: Prof. Shriram S. Badave

Course Name: Transactional analysis Lab

Batch No.: 2020-22

		Session No.		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25		
		Lecture Type		L	T	P	L	T	P	L	T	P	L	T	P	L	T	P	L	T	P	L	T	P	L	T	P	L		
Roll No		Date Time	Lerner's Level	10-12-2021	14-12-2021	17-12-2021	21-12-2021	24-12-2021	28-12-2021	31-12-2021	04-01-2022	07-01-2022	11-01-2022	18-01-2022	21-01-2022	25-01-2022	28-01-2022	04-02-2022	08-02-2022	11-02-2022	15-02-2022	18-02-2022	22-02-2022	25-02-2022	04-03-2022	08-03-2022	11-03-2022	15-03-2022		
Sr. No.	Student Name	Lerner's Level	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	P/A	Total	Perc (%)
1	673120071 LONDHE KIRTIKUMAR RAMHARI	Slow	P	A	P	P	P	P	P	A	P	P	P	P	A	P	P	P	P	A	P	P	P	P	P	A	P	A	19	63%
2	673120107 SONAWALE AJAY MANIK	Slow	P	P	P	P	A	A	A	A	A	P	P	P	P	P	P	P	P	A	P	P	P	P	P	P	P	P	20	67%
3	673120020 DHUMAL VAIBHAV SOMANAT	Slow	P	P	P	A	P	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P	A	A	P	P	P	P	20	67%
4	673120106 SHINDE SAURABH RAJENDRA	Slow	P	P	P	A	P	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P	A	P	A	P	P	P	20	67%
5	673120094 RUPNAR VISHAL SUNIL	Slow	P	P	A	P	P	P	P	P	P	P	A	P	P	A	P	P	P	P	P	P	A	P	A	P	P	P	20	67%
6	673120043 JAMDAR KANCHAN PANDURANG	Advanced	P	P	A	P	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P	A	P	P	P	A	P	P	20	67%
7	673120087 PAWAR AKSHAY BALASO	Advanced	A	P	P	P	A	P	P	A	P	P	P	A	P	P	P	P	P	P	A	P	P	A	P	P	A	P	18	60%
8	673120030 GAIKWAD SANGRAM SEVAGIRI	Advanced	P	P	P	P	A	P	A	P	P	P	P	P	P	P	A	P	A	P	P	P	P	P	P	P	P	P	21	70%
9	673120003 AHUJA TEJAL ANUPKUMAR	Advanced	P	P	A	P	P	P	P	P	P	A	P	P	P	A	P	P	P	P	P	A	P	P	P	A	P	P	20	67%
10	673120023 GADE UJWALA MADHUKAR	Slow	P	P	A	P	P	P	P	P	P	P	A	P	P	A	P	P	P	P	P	P	A	P	A	P	P	P	20	67%
			9	9	6	8	7	9	7	8	8	8	6	9	9	6	8	9	10	8	8	8	6	8	7	7	9	9		

Prof. S. S. Badave
Coordinator

Anekant Education Society's
ANEKANT INSTITUTE OF MANAGEMENT STUDIES (AIMS)
 Baramatti, Pune
 MBA-II Sem-III (A.Y 2021-22)

Course Completion Report


Course Code & Title: Transactional analysis lab

1. Type of Course: Add-On Course
2. Marks: 50
3. Name of Faculty: Prof. Shriram S. Badave

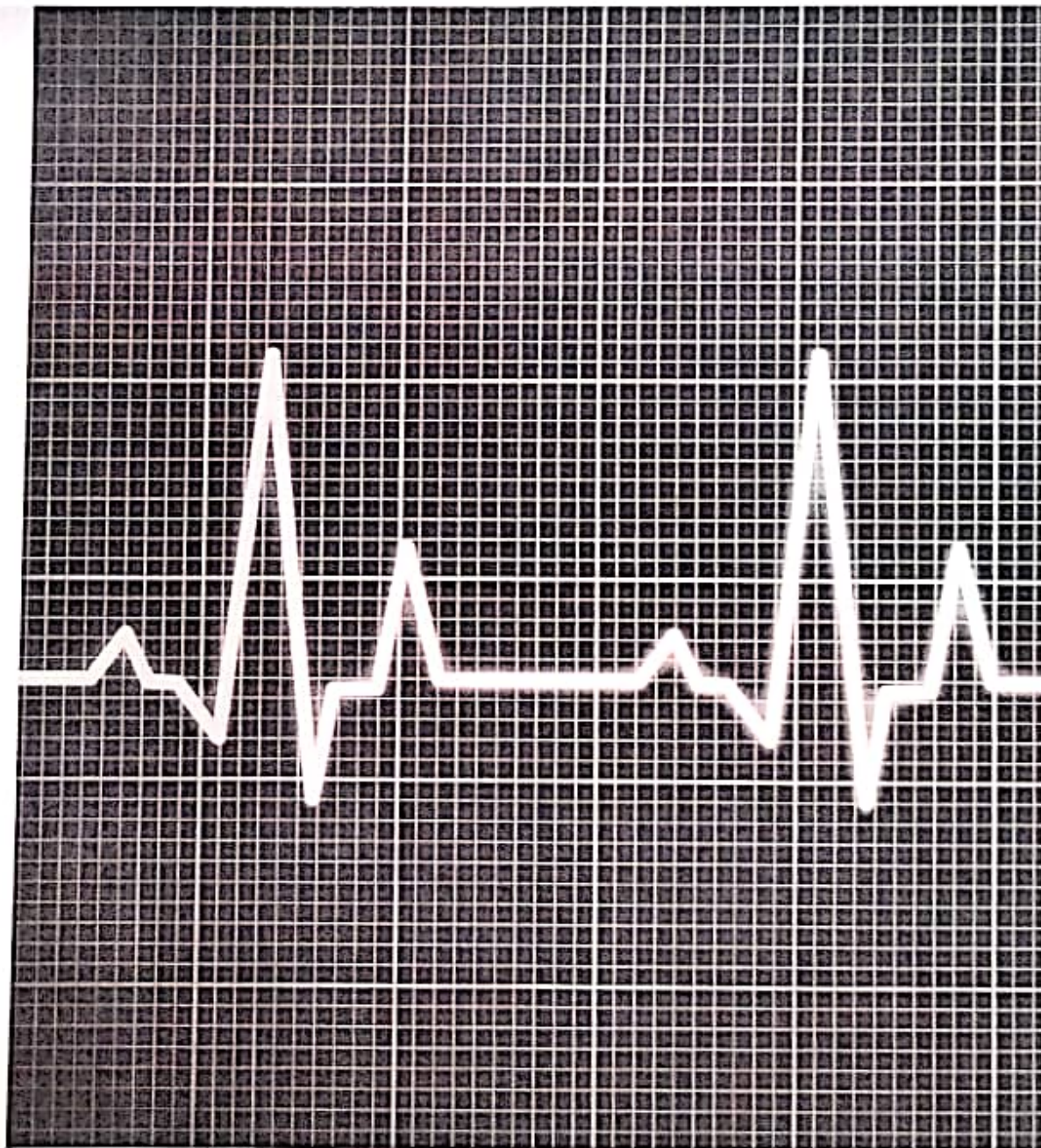
Sr. No	Date	Topic Title	Attendance in Class on Date
1	10-12-2021	CH-I An Overview of Transactional Analysis	9
2	14-12-2021	1.1 Meaning and definition of transactional analysis	9
3	17-12-2021	1.2 Different types of transactions	6
4	21-12-2021	1.2 Different types of transactions	8
5	24-12-2021	1.3 Transactional Analysis Proper – Effective vs. Ineffective Transactions	7
6	28-12-2021	Practical	9
7	31-12-2021	CH-II Life Positions	7
8	04-01-2022	2.2 Effective vs. Ineffective Self-management styles	8
9	07-01-2022	2.2 Ego States Analysis and Structural Pathologies	8
10	11-01-2022	2.3 Discounting Theory – Effective vs. Ineffective Problem Solving	6
11	18-01-2022	Tutorial	9
12	21-01-2022	CH-III Strokes Theory – Motivating Self & Others	9
13	25-01-2022	3.1 Games Analysis – Games People Play (Self-Defeating Behaviours)	6
14	28-01-2022	Surprise class test	8
15	04-02-2022	Tutorial	9
16	08-02-2022	3.2 Drama Triangle – Analysing 'Phoney Roles'	10
17	11-02-2022	3.3 Hungers and Time Structuring	8
18	15-02-2022	3.3 Hungers and Time Structuring	8
19	18-02-2022	Class Assignment	8
20	22-02-2022	Practical	6
21	25-02-2022	CH-IV Script Analysis – Being aware of past and impact on today	8

22	04-03-2022	4.1 Learning Strategies to deal with Drivers & Injunctions to enhance Emotional Wellbeing	7
23	08-03-2022	4.1 Learning Strategies to deal with Drivers & Injunctions to enhance Emotional Wellbeing	7
24	11-03-2022	4.2 A step by step Therapy technique of Applied Transactional Analysis (ATAT)	9
25	15-03-2022	Tutorial	9

Total Sessions Taken during Semester: 25


 Prof. S. S. Sadana
 Co-ordinator

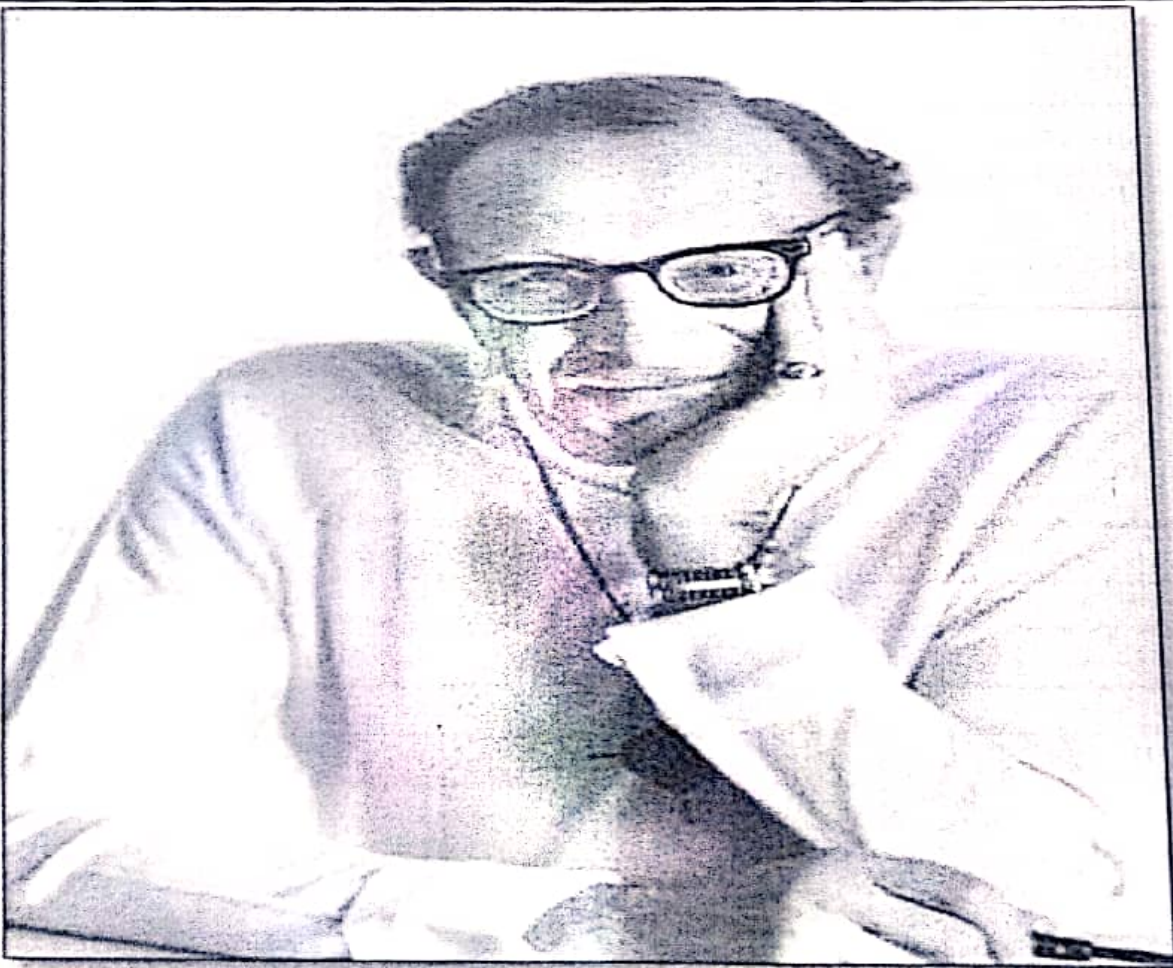
ransactional
analysis



Session Objectives

- Recognize the importance of interpersonal communication skills
- Understand the dynamics of the transactional Analysis
- Identify situations where TA can be usefully employed
- Recognize how TA can be used to aid personal development

Father of Transactional Analysis



Eric Berne (1910-1970)

What is Transactional Analysis ?

- ☐ TA is a theory about how and why people behave the way they do
- ☐ A method of understanding behavior in interpersonal dynamics.
- ☐ Transactional Analysis or TA is a way of understanding

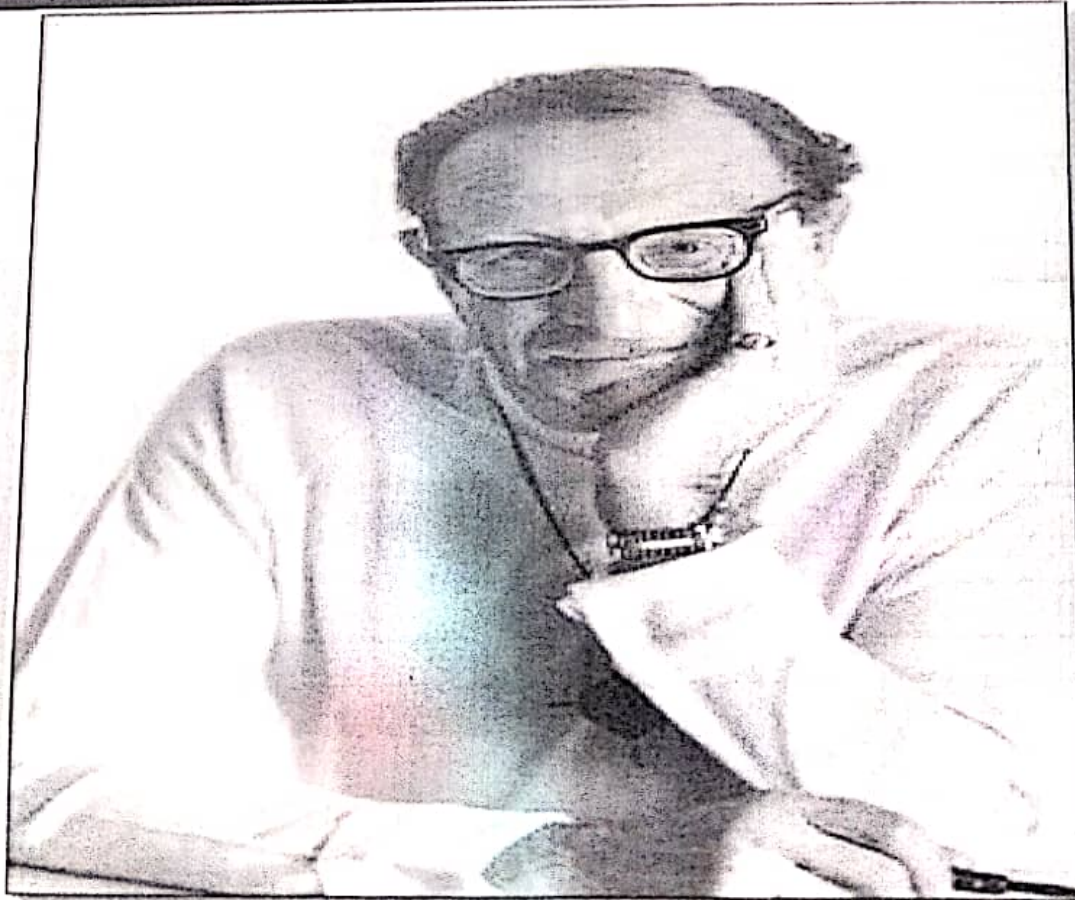
... and changing human behavior

... why communication fails and how it can be corrected

... one to one relationships

- ☐ Transactional Analysis (TA) combines theories of human development, personality and communication in a powerful psychological system that provides a framework for understanding human process and making personal change.

Father of Transactional Analysis



Eric Berne (1910-1970)

Why Study Transactional Analysis?

- ✿ Becoming aware of your and someone else's needs
- ✿ Adopting a more positive view of yourself and others
- ✿ Understanding how you behave and why
- ✿ Recognizing that you can alter the way you behave
- ✿ Respond to a person and situation more appropriately
- ✿ Building rapport with others
- ✿ Dealing more effectively with difficult people

TA Foundation

- Ego states
- Transactions
- Strokes
- Life positions
- Games