

**NIRMA UNIVERSITY**  
**Institute of Management**  
**Master of Business Administration (Full Time) Programme/**  
**Integrated Bachelor of Business Administration-Master of Business**  
**Administration Programme/**  
**Master of Business Administration (Family Business &**  
**Entrepreneurship) Programme**

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<b>Course Code</b>	<b>MFT5SEOB09 MBM5SEOB09 MFB5SEOB08</b>
<b>Course Title</b>	<b>Transactional Analysis</b>

**Course Learning Outcomes (CLO):**

At the end of the course, the students will be able to:

1. Appraise their people skills by using the TA framework to analyse others so as to choose the most effective ways to communicate with them.
2. Create self-awareness through analysing oneself using the TA framework.
3. Develop their ability to understand and work effectively with the dynamics of groups, teams, families and organisations.

**Syllabus**

**Teaching Hours**

<b>Unit I: Introduction to Transactional Analysis</b> <ul style="list-style-type: none"> <li>• What is Transactional Analysis.</li> <li>• The History of Transactional Analysis and its creator.</li> <li>• Significance of Transactional Analysis.</li> </ul>	06
<b>Unit II: Principles of Transactional Analysis</b> <ul style="list-style-type: none"> <li>• Ego States</li> <li>• Transactions</li> <li>• Life Positions</li> <li>• Script Analysis</li> <li>• Game Analysis</li> <li>• Time Analysis</li> </ul>	12
<b>Unit III: Application of Transactional Analysis</b> <ul style="list-style-type: none"> <li>• Transactional Analysis and Group Processes</li> <li>• Advances in Transactional Analysis</li> <li>• Organization-Wide Training in Transactional Analysis</li> <li>• Application of Transactional Analysis in Work Setting</li> </ul>	12

**Suggested Readings (Latest Edition)**

1. Bern, E., Games People Play. Penguin Books.
2. Harris, T. A., I'm Ok, You're Ok. USA: Arrow
3. Steiner, C.M., Scripts People Live: Transactional Analysis of Life Scripts. Avalon Travel Publishing