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## FIFTH SEMESTER U.G. DEGREE EXAMINATION, NOVEMBER 2021

(CUCBCSS-UG)

Counselling Psychology
CPY 5B 04—EDUCATIONAL PSYCHOLOGY
(Multiple Choice Questions for SDE Candidates)

Time: 15 Minutes

Total No. of Questions: 20

Maximum: 20 Marks

## INSTRUCTIONS TO THE CANDIDATE

- 1. This Question Paper carries Multiple Choice Questions from 1 to 20.
- 2. The candidate should check that the question paper supplied to him/her contains all the 20 questions in serial order.
- 3. Each question is provided with choices (A), (B), (C) and (D) having one correct answer. Choose the correct answer and enter it in the main answer-book.
- 4. The MCQ question paper will be supplied after the completion of the descriptive examination.

## CPY 5B 04—EDUCATIONAL PSYCHOLOGY

(Multiple Choice Questions for SDE Candidates)

1. According to Psychology, all education is:

	(A)	Deliberate.	(B)	Functional.
	(C)	Purposive.	(D)	Self -education.
2.	The ma	ijor contribution educational psycholo	ogy mi	ight be expected to make towards modern education
	lies in a	area of:		
	(A)	A clarification of the goals of mode	ern ed	lucation.
	(B)	A re-evaluation of the principles o	f prog	ressivism.
	(C)	A reconsideration of educational et to pupil growth.	xperi	ences from the stand point of their contribution
	(D)	A refinement of the research tech solved.	nique	s through which educational problems might be
3.	Educat	ional Psychology is branch of Psyc	cholog	y. Psychology is a science. Who is the father of
	experin	nental Psychology?		
	(A)	Boring.	(B)	Hull.
	(C)	Wundt.	(D)	Tolman.
4.	Educat	ional psychology should provide pro	ospect	tive teachers with :
	(A)	Insight into the various aspects of	mode	ern education.
	(B)	Principles, insights and attitudes	as poi	nts of departure for effective teaching.
	(C)	Research procedures by means of	which	to evaluate correct teaching procedures.
	(D)	Validate procedures to use in their	r teac	hings.
5.	The pri	mary task of the teacher is :		
	(A)	To teach the prescribed curriculum	n.	
	(B)	To stimulate and guide student le	arnin	g.
	(C)	To promote habits of conformity to	adul	ts demands and expectations.
1	(D)	To provide diagnostic and remedia	al aid	wherever indicated.
ŝ.	Which o	of the following is not considered a	tool fo	or formative assessment?
	(A)	Oral questions.	(B)	MCQ.
	(C)	Assignments.	(D)	Projects.

			-	
7	. Wha	t do you understand by the term Peer	Grou	<b>лр</b> ?
	(A		(B)	Friends and acquaintances.
	(C	Family members and relatives.	(D)	All of these.
8.	Educ	ation intervention based on an ecolog	ical n	nodel would involve :
	(A			
	(B)	) Treating the medical condition cau	sing	the disability.
	(C)	<ul> <li>Examining the interaction of the ir demands.</li> </ul>	ndivio	dual's characteristics with the environment's
	(D)	Attempting to change the environm	nent	without reference to the individual.
9.	Which	n of the following criteria can be used	to de	fine Intellectual disabilities ?
	(A)	Significantly below average intelle	ctual	functioning.
	(B)	Impairments in adaptive functioning	ng ge	enerally.
	(C)	These deficits should be manifest b	efore	e the age of 18-years.
	(D)	All of the above.		G)
10.	and no			mental disability that significantly affects verbal action, generally evident before age 3, would be
	(A)	Communicative impairment.	(B)	Visual impairment.
	(C)	Autism.	(D)	Hearing impairment.
11.	caring	for a child with a disability.	re ar	e agreed-on responsibilities within the family for
	(A)	Family dominance.	(B)	Family harmony.
	(C)	Family empowerment.	D)	Family routine.
12.	In most	t cases, the influence of an individual	l's ge	netic makeup :
	(A)	Guarantees a certain outcome (e.g.,	alcol	holism).
	(B)	Directly determines the developmen		
	(C)	Can only increase or decrease the pr	robal	pility of a certain outcome occurring.
	(D)	Overrides any environmental influe	nces	that may occur.
13. I		empowerment refers to :		
	(A)	Assisting parents in becoming active	part	ticipants in their child's education.
	(B)	A parent advocacy group for single v	work:	ing mothers.

The process of grieving that many parents of children with disabilities go through.

(C)

(D) None of these.

(B) Learning disabilities.

(D) Learning impairment.

(A) Encourages families who are financially unable to meet their child's needs to seek out-of

14. One area of exceptionalities where prevalence seems to be increasing rapidly is

(A) Developmental disabilities.

15. The current approach to family participation:

(C) Autism.

		nome piacement.		
	(B)	Encourages parents of children information and support.	with	disabilities to network with other families for
	(C)		onale :	to provide parents with clinical information about
	(0)	their child's disability.	onais	to provide parents with chinical information about
	(D)	Encourages mothers to seek respi	ite car	re to alleviate the stress and burden of caring for
		their child.		10
16.	Most p	rofessionals now view disabilities a	s:	
	(A)	An environmental problem.		
	(B)	A problem within the child.		61
	(C)	The result of interactions between	n the	child and the environment.
	(D)	The fault of the parents.		
17.	One of	the reasons students living in pov	erty a	re less likely to be identified as gifted is because
	these s	tudents :	1/2	
	(A)	Cannot afford to be tested for gift	ednes	s.
	(B)	Often do not have the verbal skill	s mea	sured by intelligence tests.
	(C)	Do not have the grades or standa	rdized	test scores needed to be identified as gifted.
	(D)	Are stigmatized by teachers due t	o their	r low socioeconomic status.
18	Which	one of the following is NOT typical	ly con	sidered a category of exceptionalities?
	(A)	Clinical depression.		
	(B)	Attention deficit hyperactivity dis	order.	
	(C)	Giftedness.		
	(D)	Speech and communication disord	lers.	
19.	Accordi	ing to drive theory, needs that are	essent	tial for human survival are referred to as :
	(A)	Physiological needs.	(B)	Primary needs.
$\mathcal{N}$	(C)	Safety needs.	(D)	Secondary needs.
20.	Readin	g Disorder is a developmental diso	rder a	and is characterised by reading achievement (e.g.
	accurac	y, speed and comprehension) being	signi	ficantly below standards expected for which of the
	followin	ng:		
	(A)	Chronological age.	(B)	IQ.
	(C)	Schooling experience.	(D)	All of the above.

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# FIFTH SEMESTER U.G. DEGREE EXAMINATION, NOVEMBER 2021

(CUCBCSS-UG)

Counselling Psychology

CPY 5B 04—EDUCATIONAL PSYCHOLOGY

Time: Three Hours Maximum: 80 Marks

#### Part A

Answer all ten questions. Each question carries 1 mark.

	Buch question curries 1 mark.					
Choose	e the correct answer:					
1.	$\overline{}$ is an instructional method in which teachers demonstrate the process of problem solving for their students and explain the steps as they go along.					
2.	The ———— is the range of abilities that an individual can perform with assistance but cannot yet perform independently.					
3.	is the process of learning to cope and react in an emotionally appropriate way. It does not necessarily happen along with aging or physical growth, but is a part of growth and development.					
4.	is concerned with the learner, learning process and learning situation.					
5.	———— refers to how a person perceives, thinks, and gains understanding of his or her world through the interaction of genetic and learned factors.					
6.	In Maslow's hierarchy of needs, is the highest level of psychological development, where personal potential is fully realized after basic bodily and ego needs have been fulfilled.					
7.	———— is the ability to think, to learn from experience, to solve problems, and to adapt to new situations.					
8.	by the pairing of certain antecedent stimuli in the environment, or a consequence of that individual's history including especially reinforcement.					
9.	are categories of knowledge that help us to interpret and understand the world.					
10.	Mathematical learning disability is technically known as ———.					
1.	$(10 \times 1 = 10 \text{ marks})$					
W	Part B					
	Answer any <b>ten</b> questions. Each question carries 2 marks.					
11.	Accommodation. 12. Trisomy 21.					
	Equilibration. 14. ADHD.					

15. Extinction.

- 16. Scaffolding.
- 17. Formal operational stage.
- 18. Conservations.

19. Achievement motivation.

20. Reinforcement.

 $(10 \times 2 = 20 \text{ marks})$ 

#### Part C

Answer any **five** questions. Each question carries 6 marks.

- 21. Cognitive development.
- 22. Learning Disability.
- 24. Physically disabled.
- 25. Attribution theories.
- 26. Techniques for enhancing student motivation.
- 27. Piaget's theory of cognitive development.
- 28. Scope of Education Psychology.

 $(5 \times 6 = 30 \text{ marks})$ 

#### Part. D

Answer any **two** questions.

Each question carries 10 marks.

- 29. Explain the different behaviour modification techniques.
- 30. Explain Vygotsky's theory and its educational implications.
- 31. How to educate exceptional children?
- 32. Elucidate various perspectives in student motivation.

 $(2 \times 10 = 20 \text{ marks})$ 

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## FIFTH SEMESTER U.G. DEGREE EXAMINATION, NOVEMBER 2021

(CUCBCSS-UG)

Counselling Psychology

CPY 5B 02—COUNSELLING PSYCHOLOGY—I

(Multiple Choice Questions for SDE Candidates)

Time: 15 Minutes

Total No. of Questions: 20

Maximum: 20 Marks

### INSTRUCTIONS TO THE CANDIDATE

- 1. This Question Paper carries Multiple Choice Questions from 1 to 20.
- 2. The candidate should check that the question paper supplied to him/her contains all the 20 questions in serial order.
- 3. Each question is provided with choices (A), (B), (C) and (D) having one correct answer. Choose the correct answer and enter it in the main answer-book.
- 4. The MCQ question paper will be supplied after the completion of the descriptive examination.

# CPY 5B 02—COUNSELLING PSYCHOLOGY—I

(Multiple Choi-	e Questions	for	SDE	Candidates)
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Punishment and reinforcement as an explanation of behaviour.

2. An explanation of behaviour that is not based on scientific methods is called a/an:

(D) Bodily changes and genetics as an explanation of behaviour.

1. The behaviourist approach refers to:

Thoughts as an explanation of behaviour.

Chemicals as an explanation of behaviour.

	(A)	Experiment.	(B)	Pseudoscience.
	(C)	Hypothesis.	(D)	Theory.
3.	hand fo		_	Lucky, his workplace has some psychologist on isit them. The most likely type of Psychologist the
	(A)	Clinical psychologist.	(B)	Behavioural psychologist.
	(C)	Organisational psychologist.	(D)	Forensic psychologist.
4.	your st	_	would	repared for class. For the first time all year, all of dyou use positive reinforcement to try to increase
	(A) (B) (C)	Give the entire class a free ice creatant away a homework assignme  Drop each student's lowest quiz gr	nt for rade f	that night. or that marking period.
_	(D)	Do nothing. Students should be p		
5.				guests when they walk into your home. You buy
	Every ti		ou pus	hat will shock the dog when you push a button. sh the button, and the dog gets an electric shock. ely replicating?
	(A)	Pavlov.	(B)	Gagne.
,	(C)	Skinner.	(D)	Walters.

Turn over

6.	Shyam Freud,	is very orderly in the way he live these traits are associated with fixe	s, and	d also very miserly with his money. According to at the ————— stage of development.
	(A)	Oral.	(B)	Anal.
	(C)	Phallic.	(D)	Genital.
7.		ng to the Association to the Association in the Ass		for Advancement of Behaviour Therapy, each of use of psychotherapy except:
	(A)	The goals of treatment.	(B)	The fees (splitting the fees when necessary).
	(C)	The choice of treatment methods.	(D)	Client confidentiality.
8.	Accordi	ing to Freud, which part of the min	d is co	omposed mainly of life and death instincts:
	(A)	id.	<b>(B)</b>	Ego.
	(C)	Superego.	(D)	None of these.
9.	The ex	ecutive of the personality, which op	perate	es according to the reality principle, is the :
	(A)	Id.	(B)	Ego.
	(C)	Superego.	(D)	None of these.
10.	To pre	vent itself from being overwhelmed	l by e	xcessive demands from the Id and Superego, the
	Ego rel	ies on :	7	
	(A)	The Oedipus Complex.	(B)	Defense Mechanisms.
	(C)	The Reality principle.	(D)	The Pleasure Principle.
11.	Rogers	believes that differences between t	he se	If and the ideal self :
	(A)	Are uncomfortable.	(B)	Lead to incongruence.
	(C)	Lead to unsymbolized feelings.	(D)	All of the above.
12.	Shapin	g complex behaviour through Oper	ant c	onditioning usually includes which procedure?
	(A)	Classical conditioning.	(B)	Punishment.
	(C)	Cognitive mediation.	(D)	Successive approximation.
13.		layer is paid a given amount of m mates which schedule of reinforcer		for every brick laid. This procedure most closely
	(A)	Fixed-ratio.	(B)	Variable-ratio.
	(C)	Fixed-interval.	(D)	Variable-interval.

14.	What a	nalogy did Freud use to illustrate t	he rel	ationship between the ego and the Id?
	(A)	Rider and horse.	(B)	Groom and bride.
	(C)	Chicken and egg.	(D)	Hammer and anvil.
15.	Accord	ing to Freud, anxiety is felt by the :		
	(A)	Id.	(B)	Ego.
	(C)	Super ego.	(D)	Conscience.
16.				le after a younger sister is born. This return to a
	more ir	nfantile pattern of behaviour expres	ses a	
	(A)	Reaction formation.	<b>(B)</b>	Fixation.
	(C)	Regression.	(D)	Projection.
17.	For boy	ys, the Castration complex:		
	(A)	Takes the form of penis envy.		25,
	(B)	Shatters the Oedipus Complex.	.<	
	(C)	Comes before the Oedipus comple	х.	
	(D)	Both (A) and (C).		
18.	Psycho	panalytic therapy is most likely to in	nclude	e this technique:
	(À)	Homework assignments.	(B)	Free association.
	(C)	Interpretation of early collections.	(D)	An active, aggressive therapist.
19.	Physiol	logical, safety, love and belongingno	ess an	d esteem are all examples of our:
	(A)	Sexual needs.	(B)	Deficiency needs.
	(C)	Growth needs.	(D)	All of the above.
20.	When v	ve find ourself excluded from group	s we	want to join, we:
1	(A)	Value ourselves more.	(B)	Value ourselves the same.
	(C)	Value ourselves less.	(D)	Neglect.

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### FIFTH SEMESTER U.G. DEGREE EXAMINATION, NOVEMBER 2021

(CUCBCSS-UG)

Counselling Psychology

CPY 5B 02—COUNSELLING PSYCHOLOGY—I

Time: Three Hours Maximum 80 Marks

#### Part A

Answer all ten questions. Each question carries 1 mark.

- I. Choose the correct answer:
  - 1 According to Freud, Displacement, Sublimation and Projection are all types of what?
    - i) Defence mechanism.
    - ii) Psychosexual stage of development.
    - iii) Neurotic need.
    - iv) Psychosocial stage of development
  - 2 Which of the following is a technique Freud used in therapy?
    - i) Free association.

- ii) Dream analysis.
- iii) Projective techniques.
- iv) All of these.
- 3 Critics of psychoanalytic inference argue that it is:
  - i) Too dependent on subjective interpretation.
  - ii) Too rigorous.
  - iii) Too focused on psychological validity.
  - iv) Too cautious.
- 4 Which of the following treatments deal with phobias by gradual exposure?
  - i) Super ego control.
- ii) Systematic desensitization.

iii) Reinforcement.

- iv) Dreams.
- 5 Client-centred therapy is most consistent with the:
  - j) Behavioral approach.
- ii) Cognitive approach.
- iii) Psychodynamic approach.
- iv) Humanistic approach.

Turn over

## II. Fill in the blanks:

6 \_\_\_\_\_\_ is a type of defense mechanism, in which socially unacceptable impulses or idealizations are transformed into socially acceptable actions or behavior, possibly resulting in a long-term conversion of the initial impulse.

2

- 7 Beck developed with the belief that a person's experiences result in cognitions or thoughts.
- 8 \_\_\_\_\_\_ is the complete realization of one's potential, and the full development of one's abilities and appreciation for life.
- 9 refers to a learning procedure in which a biologically potent stimulus is paired with a previously neutral stimulus.
- 10 \_\_\_\_\_\_ is often defined as understanding another person's experience by imagining oneself in that other person's situation.

 $(10 \times 1 = 10 \text{ marks})$ 

#### Part B

Answer all questions.

Each question carries 2 marks.

#### Write short answers:

- 11 Psychic determinism. 12 Unconditional Positive Regard.
- 3 Free Association. 14 Transference.
- 15 Punishment. 16 Ego.
- 7 Reaction Formation. 18 ABC model.
- 9 Conditioning. 20 Projection.

 $(10 \times 2 = 20 \text{ marks})$ 

#### Part C

Write paragraph answers on any **six** of the following.

Each question carries 5 marks.

- 21 Explain the history of behaviour therapy.
- What are the levels of psychoanalytic intervention?
- 23 Describe the role of defense mechanisms.
- 24 REBT.
- 25 Person centred therapy.

- 26 Analyse the centrality of unconscious.
- 27 Explain the nature of cognitive evolution.
- 28 Role of behavioural counselling.

 $(6 \times 5 = 30 \text{ marks})$ 

#### Part D

Write essays on any two of the following.

Each question carries 10 marks.

- 29 Explain Psychoanalytic approaches in counselling.
- 30 Elucidate person centred approach in counselling.
- 31 Explain the humanistic approach to counselling.
- 32 Explain the two cognitive approaches in counselling.

 $(2 \times 10 = 20 \text{ marks})$ 

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## FIFTH SEMESTER U.G. DEGREE EXAMINATION, NOVEMBER 2021

(CUCBCSS—UG)

Counselling Psychology
CPY 5B 01—SOCIAL PSYCHOLOGY—II

(Multiple Choice Questions for SDE Candidates)

Time: 15 Minutes Total No. of Questions: 20 Maximum: 20 Marks

### INSTRUCTIONS TO THE CANDIDATE

- 1. This Question Paper carries Multiple Choice Questions from 1 to 20.
- 2. The candidate should check that the question paper supplied to him/her contains all the 20 questions in serial order.
- 3 Each question is provided with choices (A), (B), (C) and (D) having one correct answer. Choose the correct answer and enter it in the main answer-book.
- 4. The MCQ question paper will be supplied after the completion of the descriptive examination.

#### CPY 5B 01—SOCIAL PSYCHOLOGY—II

#### (Multiple Choice Questions for SDE Candidates)

- 1. During the Stanford Prison study:
  - (A) Guards did not take their roles seriously.
  - (B) Guards readily assumed their roles as agents of force.
  - (C) The prisoners and the guards quickly became friendly towards one another.
  - (D) Three prisoners were so severely beaten they had to be hospitalized.
- 2. During research in a simulated prison situation:
  - (A) Three prisoners were so severely beaten they had to be hospitalized.
  - (B) Guards did not take their roles seriously.
  - (C) Prisoners quickly became passive and dehumanized.
  - (D) The prisoners and the guards quickly became friendly towards one another.
- 3. According to evolutionary psychologists:
  - (A) Women tend to be concerned with whether mates will devote time and resources to a relationship.
  - (B) Men place less emphasis on physical attractiveness.
  - (C) Women place more emphasis on sexual fidelity.
  - (D) Men are biologically driven to have multiple partners.
- 4. Moderate self-disclosure typically leads to:
  - (A) Competence matching.
- (B) Rejection.
- (C) Romantic attraction.
- (D) Reciprocity.
- 5. ——— attachment style is marked by conflicting feelings of affection, anger, and emotional turmoil.
  - (A) Mutual.

(B) Secure.

C) Avoidant.

- (D) Ambivalent.
- 6. Subjects in Milgram's experiment who gave large shocks rationalized that they were NOT personally responsible for their actions. This raises questions about our willingness to commit inhumane acts as a result of:
  - (A) Coercive power.

(B) Obedience to a legitimate authority.

(C) Expert power.

(D) Conformity to group pressure

7	. If eve	If everyone leaves five minutes before the game is over to avoid a traffic jam, the / resulting				
	jam would be an example of:					
		Social impregnation.	(B)	17.00		
		Groupthink.	(D)			
8	Physical proximity increases attraction because it:					
	(A)	Increases frequency of contact.	(B)	Enhances social comparisons		
	(C)	Establishes common norms.	(D)	Reduces development of incompatible roles.		
9	Interp	rpersonal attraction is encouraged by which one of the following?				
	(A)	Personal space.	(B)	Proxemics.		
	(C)	Competition.	(D)	Similarity.		
10.	In an	experiment in which a "student" si	mulat	ed a seizure, helping was inhibited by :		
	(A)	Conditions employing smaller gro	oups.			
	(B)	Diffusion of responsibility.				
	(C)	Group discussion.		GI'		
	(D)	Reference cognitive dissonance.		.03		
11.	Which	of the following was a significant fac	ctor in	determining the degree of obedience in Milgram's		
	series o	of experiments?	$\langle 1 \rangle$			
	(A)	The tone of voice used by the exp	erime	ater.		
	(B)	Whether the experimenter was m	ale or	female.		
	(C)	Amount of complaining, shouting	, and	crying by the learner.		
	(D)	The setting in which the experime	ent wa	as conducted.		
12.	In his c	lassic studies of conformity, Asch d	emon	strated that:		
	(A)	Size of the majority does not influ	ience l	now many people will conform.		
	(B)	A majority of one produces about	as mu	ch conformity as a majority of eight.		
	(C)	Lack of unanimity greatly reduces		• • •		
	(D)	Obedience to authority was determ	mined	by the authority's perceived referent power.		
13.	How inc	dividuals are affected by the presen	nce of	others is the focus of study in the field of :		
	W -	Sociology.	(B)	Social psychology.		
. \\		Experimental psychology.	(D)	Sociobiology.		
14.	Stanley	Milgram's experiment in which a "	teach	er" gave shocks to a "learner" was designed to test		
)"	the limit	s of :				
		Expert power.	(B)	Coercive power.		
	,	Obedience.	(D)	Conformity to a majority.		
	(0)			-5011cy.		

15.	The em	ect of group size on conformity has	been	explained by ———— theory.	
	(A)	Cognitive dissonance.	(B)	Social norm.	
	(C)	Psychological reactance.	(D)	Social impact.	
16.	Milgra	m reported that a participant's tend	lency	to obey the experimenter decreased dramatically:	
	( <b>A</b> )	When two other participants defic	ed the	experimenter.	
	(B)	When the participant could not he	ear th	e responses of the learner.	
	(C)	When the experimenter was a fen	nale.	$C_{\lambda}$	
	(D)	When the experimenter was your	iger tl	nan the participant.	
17.	Decibe	l (dB) is the unit of:		, 0'	
	( <b>A</b> )	Temperature.	(B)	Noise.	
	(C)	Pressure.	(D)	Density.	
18.	Person	al distance is :		25	
	(A)	6 - 18 inches.	(B)	1.5 - 4 feet.	
	(C)	4 - 12 feet.	(D)	12 - 25 feet.	
19.	Correct	t Sequence of prosocial behaviour			
	(A)	(A) Notice what is happening > Interpret the event as an emergency > Experience feelings or responsibility > Believe that they have the skills to help > Make a conscious choice to offer assistance.			
(B) Interpret the event as an emergency >Notice what is happening >Experience fee responsibility > Believe that they have the skills to help > Make a conscious choice assistance.					
(C) Believe that they have the skills to help > Experience feelings of responsibility what is happening > Interpret the event as an emergency > Make a conscious offer assistance.				> Experience feelings of responsibility > Notice at as an emergency > Make a conscious choice to	
(D) Experience feelings of responsibility > Believe that they have the skills to help > Not what is happening > Interpret the event as an emergency > Make a conscious choice offer assistance.					
20.	The Ne	gative Affect Escape Model explair	ned by	·:	
	(A)	Baron.	(B)	Baron & Bell.	
	(C)	Bell.	(D)	None of the above.	

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## FIFTH SEMESTER U.G. DEGREE EXAMINATION, NOVEMBER 2021

(CUCBCSS-UG)

Counselling Psychology

CPY 5B 01—SOCIAL PSYCHOLOGY—II

Time: Three Hours

Maximum: 80 Marks

#### Part A

Answer all ten questions. Each question carries 1 mark.

#### Fill in the blanks .

People would be less likely to help a man who fainted in a busy shopping mall, but more likely to help a man who fainted small convenience store. This behavior explains — effect.
 A motive to increase another's welfare without conscious regard for one's self-interests is — .
 Triangular theory of love was proposed by — .
 — is the tendency for a close-knit group to emphasize consensus at the expense of critical thinking and rational decision-making.
 — contribute to decline in productivity in a group.
 — did a famous research study called the obedience study.
 — approach involves gaining approval from the target in order to gain their compliance.
 — theories assume that the capacity for leadership is inherent.
 — explain pro-social behaviors in terms of the principles of natural selection.
 — is considered an altruistic activity where an individual or group provides services for no financial gain.

 $(10 \times 1 = 10 \text{ marks})$ 

#### Part B

Answer all questions in two or three sentences each.

Each question carries 2 marks.

11. Appearance anxiety.

12. Diffusion of responsibility.

13. Informational social influence.

14. Crowding.

- 15. Door in the face tactic.

Risky shift.

- 19. Seasonal affective disorder.
- 16. Contingency theory of leadership.
- 18. Environmental Psychology.
- 20. Territory.

 $(10 \times 2 = 20 \text{ marks})$ 

#### Part C

Answer any six questions in a paragraph to one page. Each question carries 5 marks.

- Examine the different forms of love.
- Do cultures show any similarity/dissimilarity in interpersonal attraction? Explain.
- What is a social psychological group? What are its features?
- What is social loafing? Why does it takes place?
- Explain Asch's experiment on Conformity.
- What are the primary motivations of volunteering behaviour?
- 27. What are the effects of noise pollution on human behaviour?
- Examine the functions of personal space.

 $(6 \times 5 = 30 \text{ marks})$ 

#### Part D

Answer any two questions. Each question carries 10 marks.

- Explain the tactics of compliance.
- What is the effect of noise and temperature on human behavior? Explain.
- Examine the selfish and unselfish motivations underlying pro-social behaviour.
- What is a leadership style? Which are the different styles of leadership by Kurt Lewin?

 $(2 \times 10 = 20 \text{ marks})$