

1. Problems solved with considerable amount of specific knowledge
 - A) Well-defined problem
 - B) Adversary problem
 - C) Knowledge rich problem
 - D) Knowledge lean problem

2. Match the following

| | |
|---------------------------------|-------------------------|
| a. Flashbulb memory | 1. Graceful degradation |
| b. Tip of the tongue phenomenon | 2. Brown & Kulick |
| c. Cock tail party phenomenon | 3. Top down processing |
| d. Illusory conjunctions | 4. Selective hearing |

| | |
|--------------------|--------------------|
| A) a-2,b-1,c-4,d-3 | B) a-4,b-3,c-2,d-1 |
| C) a-3,b-4,c-1,d-2 | D) a-2,b-4,c-1,d-3 |

3. Which of the following is a normative model of decision making?
 - A) Image theory
 - B) Recognition primed decision making
 - C) Expected utility theory
 - D) Resonance theory

4. In which type of reasoning people try to think of a problem with similar characteristics that has been solved before and use or adapt that solution in present instance
 - A) Inductive reasoning
 - B) Deductive reasoning
 - C) Analogical reasoning
 - D) Syllogistic reasoning

5. Assertion (A) : Retroactive interference occurs when a newly acquired knowledge impedes the recall of olden material
 Reason (R) : This interference is caused by activity occurring after we learn something but before we are asked to recall that thing.
 - A) Both (A) and (R) are true and (R) is the correct explanation of (A)
 - B) Both (A) and (R) are true, but (R) is not the correct explanation of (A)
 - C) (A) is true, but (R) is false
 - D) (A) is false, but (R) is true

6. Escape learning takes place by:
 - A) Negative reinforcement
 - B) Punishment
 - C) Positive reinforcement
 - D) None of these

7. The apparatus used in the experiment which suggested infants are capable of perceiving depth or distance:
 - A) Memory drum
 - B) Colour perimeter
 - C) Tachistoscope
 - D) Visual cliff

8. Divergent thinking was included in Intelligence theory by:
 - A) Spearman
 - B) Thurstone
 - C) Vernon
 - D) Guilford

9. Which of the following is NOT a style of life proposed by Adler?
 A) The Ruling type B) The Avoiding type
 C) The Socially useful type D) The Providing type
10. According to Erickson the feeling of fulfillment at the culmination of the life cycle as one takes stock of one's life, including job, accomplishments and children:
 A) Ego identity B) Ego integrity C) Ego strength D) Ego satisfaction
11. A disposition suggested by Allport that is so pervasive that almost everything a person does can be traced to its influence:
 A) Central trait B) Cardinal trait C) Primary trait D) Secondary trait
12. The totality of a person's experience as per Rogers is called:
 A) Self-concept field B) Phenomenal field
 C) Exposure field D) Energy field
13. An internal state that results when individuals notice inconsistency among two or more attitudes or between their attitudes and their behaviour
 A) Cognitive confusion B) Cognitive bias
 C) Cognitive dissonance D) Cognitive resistance
14. A Personality test used in organizational setting that taps four characteristics and classifies people into one of 16 personality types:
 A) 16 PF B) Big five model
 C) MBTI D) MMPI
15. Attention, Retention, Motor reproduction and motivation are components of:
 A) CBT B) Modelling
 C) Desensitization D) Flooding
16. Which of the following is NOT a phase in stress inoculation therapy?
 A) Behavioural conceptualization
 B) Teach coping skills
 C) Expose to models
 D) Self reinforcement
17. The number of new cases of an illness reported during a period of time
 A) Morbidity B) Prevalence C) Epidemic D) Incidence
18. Match the following:
- | List I | List II |
|----------------------------|-----------------------|
| a. Sensory control of pain | 1. Pain perception |
| b. Pain-prone personality | 2. Counter irritation |
| c. Beta –endorphins | 3. Chronic pain |
| d. Nociception | 4. Limbic system |
- A) a-2, b-3, c-4, d-1 B) a-3, b-4, c-1, d-2
 C) a-4, b-3, c-1, d-2 D) a-2, b-4, c-1, d-3

19. The interactions among behavioural, neuroendocrine and immunological processes of adaptation is called:
 A) Biopsychosocial model B) Immunocompetence model
 C) Psychoneuro immunology D) Social engineering
20. The test that involves the intravenous administration of a drug such as sodium pentothal, scopolamine and sodium amytal that causes the subject to enter into various stages of anaesthesia.
 A) Polygraphy B) Narco analysis
 C) Hypnosis D) Brain mapping
21. Homoscedasticity is an assumption of:
 A) Chi-square test B) Regression analysis
 C) Two way ANOVA D) Partial correlation
22. Assertion (A): The level at which we first categorize an object is the basic in the hierarchy of concepts.
 Reason (R) Concepts are related to one another.
 A) Both A and R are true and R is the correct explanation of A
 B) Both A and R are true, but R is not the correct explanation of A
 C) A is true, but R is false
 D) A is false, but R is true
23. Assertion (A): Everyday people face situations wherein they have to choose one alternative to the exclusion of others and they make use of the concurrent schedules of reinforcement effectively.
 Reason (R): The matching law suggests that we choose between response alternatives in such a way so as to maximise the reinforcement we receive from the chose alternative.
 A) Both A and R are true and R is the correct explanation of A
 B) Both A and R are true, but R is not the correct explanation of A
 C) A is true, but R is false
 D) A is false, but R is true
24. Experiential neurosis was investigated by the learning theorist :
 A) John B Watson B) Ivan Pavlov
 C) Clark Hull D) B F Skinner
25. Which of the following is/are example(s) of continuous organismic variable?
 1. Gender
 2. Heart beats per minute
 3. Trials required to learn a list of CVC trigrams
 4. Intelligence
 A) 1 Only B) 4 Only C) 2 & 4 only D) 2, 3 & 4 only

26. Assertion (A): Ego defence mechanisms help to protect the person from overwhelming anxiety.
Reason (R): Major psychodynamic functions of anxiety are to help the individual avoid conscious recognition of acceptable instinctual impulses and to allow impulse qualification only indirectly.
- A) Both A and R are true and R is the correct explanation of A
B) Both A and R are true, but R is not the correct explanation of A
C) A is true, but R is false
D) A is false, but R is true
27. Match List-I (Phenomenon) with List –II (Condition)
- | List-I | | List –II |
|-------------------------|----|--|
| a. Mental contamination | 1. | Loss of memory of events that occurred prior to a loss inducing event |
| b. Retrograde amnesia | 2. | Loss of memory of events that occurred after a loss inducing event |
| c. Anterograde amnesia | 3. | Blocking of information in memory we don't try to remember, produced by our retrieval of other related information |
| d. Retrieval inhibition | 4. | Mental processing that is not readily under our control, influence our judgements, emotions or behaviour |
- A) a - 2, b - 3, c - 1, d - 4 B) a - 3, b - 1, c - 4, d - 2
C) a - 3, b - 4, c - 2, d - 1 D) a - 2, b - 3, c - 4, d - 1
28. Assertion (A): Trait psychology of Eysenck rests on a body of psychobiological research
Reason (R): Extraverts need more stimulation to reach the same level of arousal as introverts
- A) Both (A) and (R) are true and (R) is the correct explanation of (A).
B) Both (A) and (R) are true, but (R) is not the correct explanation of (A).
C) (A) is true, but (R) is false.
D) (A) is false, but (R) is true
29. Children in the experimental study of Bobo doll by Bandura are grouped into:
- | | |
|----------------------|-----------------------------|
| I) Model rewarded | II) Model punished |
| III) No consequences | IV) Intermittent incentives |
- A) I and II are correct B) I, II and IV are correct
C) I, II and III are correct D) II, III and IV are correct

30. Antidepressants have NOT been used in -----.
- Panic disorder
 - Dissociative amnesia
 - Obsessive-compulsive disorder
 - Post-traumatic stress disorder
31. The id according to Freud, is driven by aggressive and sexual instincts, This corresponds to Jung's archetype called:
- shadow
 - persona
 - evil force
 - sun
32. Arrange the following events of the process of memory in order of their occurrence.
1. Sprouting
 2. Formation of cell assembly
 3. Consolidation
 4. Reverberation
 5. Long-term potentiation
- 2,3,1,4,5
 - 1,2,3,5,4
 - 4,1,2,3,5
 - 2,4,5,1,3
33. Assertion (A): In case of anxiety disorder, people become inclined to make negative evaluation of themselves, their world and their future.
- Reason (R) People acquire a relatively stable set of cognitive structures or schemes that contain dysfunctional beliefs.
- Both A and R are true and R is the correct explanation of A
 - Both A and R are true, but R is not the correct explanation of A
 - A is true, but R is false
 - A is false, but R is true
34. Which of the following are the components of emotional intelligence, according to Mayer and Salovey model?
1. Predicting emotions
 2. Using emotions to facilitate thoughts
 3. Understanding emotions
 4. Managing emotions
- 1 and 3 only
 - 1 and 4 only
 - 1, 3 and 4 only
 - 1, 2, 3 & 4
35. Match List-I (Disorders) with List –II (Description)
- | List-I | List –II |
|---|------------------------------|
| a. Ignoring one half of visual space and not perceiving objects in that field | 1. Prosopagnosia |
| b. Inability to recognize faces | 2. Unilateral visual neglect |
| c. Impairment in realistic self appraisal | 3. Agnosia |
| d. Failure to recognize objects | 4. Anosognosia |
- a –3, b – 2, c – 4, d – 1
 - a –3, b – 1, c –4, d–2
 - a – 1, b – 4, c – 2, d –3
 - a –2, b – 1, c –4, d – 3

36. Daya does not want to attend school trips, but her teacher has asked her not to miss it. She decides to lie that she has an important family function on that day. However, she find it uncomfortable. Daya is experiencing-----.
- A) Double avoidance conflict
 - B) Double approach conflict
 - C) Approach-avoidance conflict
 - D) Double approach double avoidance conflict
37. Assertion (A): Computational approach involves a rigorous, mathematically oriented analysis of certain aspects of visual perception derived largely from computer simulation and artificial intelligence.
- Reason (R) Neurophysiological approach argues that sensory and perceptual phenomena are best explained by known neural and physiological mechanisms serving sensory structures.
- A) Both A and R are true and R is the correct explanation of A
 - B) Both A and R are true, but R is not the correct explanation of A
 - C) A is true, but R is false
 - D) A is false, but R is true
38. Given below are three types psychological investigations:
1. Field experiments
 2. Laboratory experiments
 3. Ex post facto field studies
- If the above investigations are arranged in descending order in terms of researcher's ability to control secondary variance, the typical order:
- A) 2, 1, 3
 - B) 3, 1, 2
 - C) 2, 3, 1
 - D) 3, 2, 1
39. A person rattles the box of dog's biscuits before giving the biscuit to dog. As the person rattles the box the dog begins to salivate. Thus, rattling of box is ----- and the salivation of dog is a kind of -----.
- A) CS, CR
 - B) CS, UCR
 - C) UCS, CR
 - D) UCS, UCR
40. Assertion (A): Total variance of test score is the sum of true variance and error variance.
- Reason (R): True score and error score are independent of each other.
- A) Both A and R are true and R is the correct explanation of A
 - B) Both A and R are true, but R is not the correct explanation of A
 - C) A is true, but R is false
 - D) A is false, but R is true
41. Assertion (A): Subliminal or below threshold perception exerts an observable influence on various response parameters is not a controversial question.
- Response (R): Subliminally presented emotional stimuli activate cortical areas that mediate emotional experiences.
- A) Both A and R are true and R is the correct explanation of A
 - B) Both A and R are true, but R is not the correct explanation of A
 - C) A is true, but R is false
 - D) A is false, but R is true

42. Assertion (A): Our facial expressions influence our emotional experience.
Reason (R): We can exert complete voluntary control over our facial muscles during emotional expressions.
- A) Both A and R are true and R is the correct explanation of A
B) Both A and R are true, but R is not the correct explanation of A
C) A is true, but R is false
D) A is false, but R is true
43. Match List-I (Term) with List –II (Explanation) :
- | List-I | List –II |
|----------------------------|---|
| a. Social influence | 1. The term refers to the audience effect and coaction effects |
| b. Social cognitive theory | 2. Part of the self-concept derives from group membership |
| c. Social facilitation | 3. Any process whereby a person's attitudes, opinions, beliefs or behaviour are altered |
| d. Social identity | 4. An approach to social learning incorporating findings from learning |
- A) a – 2, b – 4, c – 1, d – 3 B) a – 3, b – 1, c – 4, d – 2
C) a – 3, b – 4, c – 1, d – 2 D) a – 2, b – 3, c – 4, d – 1
44. Arrange the following treatment methodologies in order in which they got known.
- | | |
|------------------------------------|------------------------------|
| 1. Client centred therapy | 2. Psycho analytic therapy |
| 3. Reciprocal inhibition technique | 4. Reinforcement contingency |
- A) 1, 2, 3, 4 B) 2, 1, 3, 4 C) 2, 1, 4, 3 D) 3, 4, 1, 2
45. We can cope with stress by becoming aware of our irrational, upsetting thoughts and replacing them with rational, calming thoughts. This view represents:
- A) Cognitive behavioural approach
B) Psychoanalytical approach
C) Socio-cultural approach
D) Bio-social approach
46. Assertion (A): The level of arousal for optimal performance varies for different tasks.
Reason (R): Too little arousal can be non-motivating, too high arousal can be disruptive.
- A) Both A and R are true and R is the correct explanation of A
B) Both A and R are true, but R is not the correct explanation of A
C) A is true, but R is false
D) A is false, but R is true
47. What is the correct sequence of development of the following personality tests?
- | |
|--|
| 1. Maudsley Personality Inventory |
| 2. Minnesota Multiphasic Personality Inventory |
| 3. Millon Clinical Multiaxial Inventory |
| 4. NEOPI-3 |
- A) 1, 2, 3, 4 B) 4, 3, 2, 1 C) 2, 4, 3, 1 D) 1, 3, 2, 4

48. Which of the following are the negative symptoms of schizophrenia?
 1. Hallucinations and apathy 2. Asociality and apathy
 3. Anhedonia and poverty of speech 4. Poverty of speech and delusions
- A) 1 & 3 only B) 2 & 3 only C) 3 & 4 only D) 2 & 4 only
49. A competent and well-performing female middle-level manager did not consider herself as suitable for the position of senior manager thinking that females are not suitable for such high positions. This is a typical example of:
 A) Glass-ceiling phenomenon
 B) Gender discrimination
 C) High motivation to avoid failure
 D) High motivation to approach success
50. Assertion (A): Algorithm is a logical rule that guarantees solving a particular problem.
 Reason (R): One can find the solution even to complex problems by following step by step procedure.
- A) Both A and R are true and R is the correct explanation of A
 B) Both A and R are true, but R is not the correct explanation of A
 C) A is true, but R is false
 D) A is false, but R is true
51. 'Males are more extraverted than females' is an example of:
 A) Null hypothesis B) Non-directional hypothesis
 C) Directional hypothesis D) Unverifiable hypothesis
52. Arrange the correct sequence for controlling irrational thoughts given below
 1. Evaluate the accuracy
 2. Reward yourself for effective change
 3. Prepare incompatible thoughts
 4. Develop awareness
- A) 4,2,1,3 B) 2,4,1,3 C) 4,1,3,2 D) 3,2,1, 4
53. Match List-I (Designs) with List-II (Features) :
- | List-I | List-II |
|--|---|
| a. Block design | 1. Each subject participates under all experimental conditions |
| b. Factorial design | 2. Subjects matched on some extraneous variable related to the dependent variable |
| c. Single-factor repeated -measures design | 3. Studies the same set of experimental units on several occasions |
| d. Time series design | 4. Suitable for studying the interactions among the independent variables |
- A) a – 4, b – 3, c – 1, d – 2 B) a – 3, b – 1, c – 4, d – 2
 C) a – 3, b – 4, c – 1, d – 2 D) a – 2, b – 4, c – 1, d – 3

63. 'Saving score' is taken as a measure of:
 A) Relearning B) Recall
 C) Recognition D) Reconstruction
64. Deindividuation is a potential cause of:
 A) Regression B) Compensation
 C) Jealousy D) Aggression
65. Sampling:
 I. Enables more accurate measurements for a sample study
 II. Remains the only choice when a test involves the destruction of the item under study
 III. Enables to estimate sampling and non-sampling errors
 IV. Produces results faster and less expensive than a census study
 A) I, II and III only are correct
 B) I and II only are correct
 C) II, III and IV only are correct
 D) I, II and IV only are correct
66. The Mentality of Apes is authored by
 A) B F Skinner B) Kurt Koffka
 C) Wolfgang Kohler D) Konrad Lorenz
67. Match List-I (Memory impairments) with List-II (Characteristics)

| List -I | List -II |
|-------------------------|---|
| a. Alzheimer's disease | 1. Affects alcoholism |
| b. Amnesia | 2. General term for a decline in mental ability |
| c. Korsakoff's syndrome | 3. Progressive loss of memory |
| d. Dementia | 4. Memory loss occurs without other mental problems |

 A) a-2, b-4, c-3, d-1 B) a-3, b-2, c-4, d-1
 C) a-2, b-3, c-1, d-4 D) a-3, b-4, c-1, d-2
68. In classical conditioning, the -----are important in learning, but in operant conditioning, it is the -----that determine whether learning will occur.
 A) consequences; antecedents B) antecedents; consequences
 C) rewards; punishments D) punishments; rewards
69. Which of the following has been shown to be true concerning the "teachers" in Milgram's experiment?
 I. Most of the "teachers" were sorry to have been a part of the experiment.
 II. "Teachers" became reluctant to administering the shocks
 III. Only a very small percentage showed any signs of psychological problems after one year.
 IV. They believed that they had not randomly been assigned to either the "teacher" role or the "learner" role
 A) I, II and III only are true B) II and III only are true
 C) I, II and IV only are true D) II, III and IV only are true

70. Match List-I (Psychological disorders) with List-II (Examples)
- | List-I | List-II |
|-----------------------------|------------------------|
| a. Factitious disorder | 1. Pyromania |
| b. Sleep disorder | 2. Stress disorder |
| c. Impulse-control disorder | 3. Munchausen syndrome |
| d. Anxiety disorder | 4. Narcolepsy |
| A) a-3, b-4, c-1, d- 2 | B) a-1, b-4, c-3, d- 2 |
| C) a-1, b-4, c-2, d- 3 | D) a-3, b-2, c-1, d- 4 |
71. Match List-I (Common phobias) with List-II (Scientific names)
- | List-I | List-II |
|-------------------------|------------------------|
| a. Lightning | 1. Mysophobia |
| b. Washing and bathing | 2. Xenophobia |
| c. Foreigners/strangers | 3. Ablutophobia |
| d. Dirt/germs | 4. Ceraunophobia |
| A) a-1, b- 2, c-3, d-4 | B) a-4, b- 3, c-1, d-2 |
| C) a-4, b- 3, c-2, d-1 | D) a-3, b-4, c-1, d-2 |
72. Which personality test is based on empirical keying?
- A) NEO-PI B) MMPI C) 16 PF D) MCMI
73. What is the correct order of the following conflicts occurring in an individual's life?
- | | |
|------------------------------|-------------------------------|
| 1. Autonomy vs self-doubt | 2. Identity vs Role confusion |
| 3. Competence vs Inferiority | 4. Intimacy vs Isolation |
- A) 1,2,3,4 B) 2,1,3,4 C) 1,3,2,4 D) 3,4,1,2
74. Which of the following dimension(s) do not belong to Costa and McCrae's NEO-PI-R?
1. Conscientiousness 2. Psychoticism 3. Agreeableness 4. Lie scale
- A) 2 Only B) 2 & 4 only C) 1,3 & 4 only D) 2,3 & 4 only
75. Assertion (A) : Measures of central tendency represent the most typical score of a frequency distribution
- Reason (R) : One way to sum up numerical data is to find out some central number around which all the others seem to fall
- A) Both (A) and (R) are true and (R) is the correct explanation of (A)
- B) Both (A) and (R) are true, but (R) is not the correct explanation of (A)
- C) (A) is true, but (R) is false
- D) (A) is false, but (R) is true
76. Assertion (A) : Correlation coefficient represents the strength of relation between two variables

Reason (R) : It is possible to see if three or more scores are related

- A) Both (A) and (R) are true and (R) is the correct explanation of (A)
- B) Both (A) and (R) are true, but (R) is not the correct explanation of (A)
- C) (A) is true, but (R) is false
- D) (A) is false, but (R) is true

77. "People largely disturb themselves by thinking in a self-defeating, illogical and unrealistic manner". This is said by:

- A) Hans Selye
- B) Barbara Fredrickson
- C) Shelly Taylor
- D) Albert Ellis

78. Match List-I (Defense mechanisms) with List-II (Examples):

- | List-I | List-II |
|-----------------------|---|
| a. Repression | 1. An insecure young man joins a fraternity to boost his self esteem |
| b. Reaction formation | 2. A middle aged woman has a temper tantrum when she doesn't get her way |
| c. Regression | 3. A parent who unconsciously resents a child spoils the child with outlandish gifts |
| d. Identification | 4. A traumatized soldier has no recollection of the details of a close brush with death |
- A) a-1, b- 2, c-3, d-4
 - B) a-4, b- 3, c-1, d-2
 - C) a-4, b- 1, c-2, d-3
 - D) a-4, b-3, c-2, d-1

79. Girls who mature ----- and boys who mature ----- seem to experience more subjective distress and emotional difficulties with the transition to adolescence

- A) early; early
- B) early; late
- C) late; early
- D) late; late

80. Which of the following does not decline with age?

- A) speed of information processing
- B) memory
- C) crystallized intelligence
- D) fluid intelligence

81. Research suggests that bilingualism has a negative effect on:

- A) cognitive development
- B) language development
- C) metalinguistic awareness
- D) none of the above

82. The nine-dot problems is:

- I) often solved with a burst of insight
- II) difficult because people assume constraints that are not part of the problem
- III) solved through fast mapping
- IV) solved through analogies

- A) I, II and III only are correct
- B) II and IV only are correct
- C) I and II only are correct
- D) II and III only are correct

83. Overlearning:

- I) refers to continued rehearsal of material after the point of apparent mastery

- II) promotes improved recall
 III) should not be done, since it leads to increased interference
 IV) enhances performance on an exam that occurs within a week
- A) II and III only are correct B) I, II and IV only are correct
 C) I, II and III only are correct D) III and IV only are correct
84. When advertisers pair their products with likable celebrities, pleasant music and beautiful scenery, they are attempting to make their products:
 A) conditioned stimuli B) conditioned response
 C) primary reinforcer D) secondary reinforcer
85. Whenever you have cold, you rest in bed, take medicine, control your diet and drink plenty of fluids. You can't remember which remedy is most effective because of which of the following problems?
 A) sampling bias B) distorted self-reported data
 C) confounding of variables D) experimenter bias
86. Anecdotal evidence:
 A) is often concrete, vivid and memorable
 B) tends to influence people
 C) is fundamentally flawed and unreliable
 D) all of the above
87. A child was classified as a case of mental retardation. On DSM IV/ IV (TR), this diagnosis would be recorded on:
 A) Axis I B) Axis II C) Axis III D) Axis IV
88. In a ----- study, the participants do not know if they are part of the control group or the experimental group. Only the experimenter knows who is in each group.
 A) placebo B) double-blind
 C) single-blind D) triple- blind
89. How many axes does the DSM-5 use to aid mental health professionals in making a diagnosis?
 A) three B) four C) five D) six
90. Electroconvulsive shock therapy is still used in the treatment of:
 A) dissociative identity disorder B) severe depression
 C) schizophrenia D) generalized anxiety disorder
91. Which one is not a real physical disorder?
 A) psychosomatic disorder B) psychophysiological disorder
 C) somatoform disorder D) disease of adaptation
92. Compared to traditional psychoanalysis, modern psychodynamic therapy is:
 A) more directive B) less directive
 C) more action oriented D) more focused on the id
93. For which disorders have anti depressants NOT been used?
 A) panic disorder

- B) dissociative amnesia
 C) obsessive-compulsive disorder
 D) post-traumatic stress disorder
94. Why people don't use medical screening services is initially explained with the help of
 A) Cognitive appraisal model B) Self-determination theory
 C) Stress- diathesis model D) Health belief model
95. Any behavior that is followed by pleasant consequences is likely to be repeated and vice versa is called:
 A) Law of effect B) Schedules of reinforcement
 C) Learned helplessness D) Behaviour modification
96. Which of the following statements about creative people is NOT true?
 A) They are very good at mental imagery
 B) They value their independence
 C) They are slightly eccentric
 D) They are unconventional in their work
97. In a super market store, a Television is offered at a lower price than is actually intended to be charged and you know that according to ----- technique, the price would be raised to increase profits afterwards.
 A) Door-in-the-face B) Foot-in-the-door
 C) Low-ball D) Ingratiation
98. Ravi's son gave him a smart phone for his birthday. He has never used a mobile phone in his life and is scared to use this one. Instead, he lets it sit in his wardrobe and refuses to let his son teach him how to use it. Ravi would probably score very low on:
 A) agreeableness B) neuroticism
 C) introversion D) openness
99. According to Adler, middle children tend to be:
 A) over achieving
 B) competitive
 C) resentful of the freedom of the older child
 D) filled with feelings of inferiority
100. In Asian cultures, people tend to explain the behavior of others as a result of:
 A) bad genes B) internal dispositions
 C) situational factors D) personality traits
101. Shalini was late to class, and her friend Vijay assumes that Shalini simply doesn't care about being on time. But when Vijay is late the next day, he blames it on heavy traffic. Vijay has made the
 A) egocentric error B) false consensus error
 C) assumption error D) fundamental attribution error
102. A person who is very low in self-worth is less likely to be affected by the:
 A) halo effect

- B) mere exposure effect
 C) need complementarity effect
 D) reciprocity of liking effect
103. In the Latane and Darley experiment, subjects were most likely to help when
 A) they were with a friend
 B) there was one stranger in the room
 C) they were alone in the room
 D) there were three other people in the room
104. Sets of assumptions that people have about how different types of people, personality traits and actions are all related to each other are called:
 A) schemas
 B) social categorization
 C) implicit personality theories
 D) stereotypes
105. Prejudice and discrimination are least likely to develop in which of the following situations?
 A) two different groups of immigrants competing for jobs
 B) two different religious groups, in which one believes that its religion is the right one
 C) two groups dealing with the aftermath of tsunamis
 D) two different groups, with one group being blamed for the economic difficulties of the other
106. The “Robber’s Cave” experiment showed the value of ----- in combating prejudice.
 A) jigsaw classrooms
 B) subordinate goals
 C) equal status contact
 D) stereotyping vulnerability
107. The self-fulfilling prophecy is a negative outcome of:
 A) social identity
 B) scapegoating
 C) reference grouping
 D) stereotype vulnerability
108. Assertion (A) : Males are often more territorial than females.
 Reason (R) : Personalization, marking, and status are used much more often than physical aggression to control space and ideas.
 A) Both (A) and (R) are true and (R) is the correct explanation of (A)
 B) Both (A) and (R) are true, but (R) is not the correct explanation of (A)
 C) (A) is true, but (R) is false
 D) (A) is false, but (R) is true
109. The actual content of a dream is the ----- content, according to Freud.
 A) repressed
 B) latent
 C) manifest
 D) sexual
110. Our ability to predict some outcome or estimate the existence of some current condition is called:
 A) Content validity
 B) Construct validity
 C) Concurrent validity
 D) Criterion-related validity
111. Scales which are developed on adhoc basis and are designed largely through the researcher’s own subjective selection of items are called
 A) summated scales
 B) consensus scales

- C) differential scales D) arbitrary scales
112. Cumulative scale is also known as:
 A) summated scale B) scalogram analysis
 C) multidimensional scale D) arbitrary scale
113. A T-group or training group is also referred to as:
 A) Diversity training group B) Behaviour modeling group
 C) Interpersonal training group D) Sensitivity training group
114. The concept of introspection is associated with:
 A) Gestalt psychology B) Psychoanalysis
 C) Functionalism D) Structuralism
115. Principles of Psychology, the first widely used Psychology textbook in 1890 is authored by:
 A) John B Watson B) William James
 C) Wilhelm Wundt D) G Stanley Hall
116. An illusion in which a line disappears at an angle behind a solid figure, reappearing at the other side-at what seems to be the incorrect position is called:
 A) Poggendorff illusion B) Ames room
 C) Impossible trident D) Blivet
117. Assertion (A): People rebel against the norms of their group
 Reason (R): People desire to be liked and to be right
- A) Both A and R are true and R is the correct explanation of A
 B) Both A and R are true, but R is not the correct explanation of A
 C) A is true, but R is false
 D) A is false, but R is true
118. Creative thinking is:
 A) Convergent B) Concrete C) Autistic D) Divergent
119. Push theories of motivation are:
 A) Drive B) Incentive C) Cognitive D) Self
120. Episodic memory is also known as:
 A) Photographic memory B) Trace dependent memory
 C) Autobiographical memory D) Narrative memory
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