

<b>SUBJECT CODE</b>	<b>SUBJECT</b>	<b>PAPER</b>										
<b>A-20-03</b>	<b>PSYCHOLOGY</b>	<b>III</b>										
<b>HALL TICKET NUMBER</b>												
<table border="1"> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>												
<b>QUESTION BOOKLET NUMBER</b>												
<table border="1"> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>												
<b>OMR SHEET NUMBER</b>												
<table border="1"> <tr> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </table>												
<b>DURATION</b>	<b>MAXIMUM MARKS</b>	<b>NUMBER OF PAGES</b>										
<b>2 HOUR 30 MINUTES</b>	<b>150</b>	<b>16</b>										
<b>NUMBER OF QUESTIONS</b>	<b>75</b>											

This is to certify that, the entries made in the above portion are correctly written and verified.

**Candidate's Signature**

**Name and Signature of Invigilator**

**Instructions for the Candidates**

**అభ్యర్థులకు సూచనలు**

- Write your Hall Ticket Number in the space provided on the top of this page.
- This paper consists of seventy five multiple-choice type of questions.
- At the commencement of examination, the question booklet will be given to you. In the first 5 minutes, you are requested **to open the booklet and compulsorily examine it as below** :
  - To have access to the Question Booklet, tear off the paper seal on the edge of this cover page. Do not accept a booklet without sticker-seal and do not accept an open booklet.
  - Tally the number of pages and number of questions in the booklet with the information printed on the cover page. Faulty booklets due to pages/questions missing or duplicate or not in serial order or any other discrepancy should be got replaced immediately by a correct booklet from the invigilator within the period of 5 minutes. Afterwards, neither the Question Booklet will be replaced nor any extra time will be given.**
  - After this verification is over, the Test Booklet Number should be entered in the OMR Sheet and the OMR Sheet Number should be entered on this Test Booklet.
- Each item has four alternative responses marked (A), (B), (C) and (D). You have to darken the circle as indicated below on the correct response against each item.  
**Example:** (A) (B) (C) (D)  
 where (C) is the correct response.
- Your responses to the items are to be indicated in the **OMR Answer Sheet given to you**. If you mark at any place other than in the circle in the Answer Sheet, it will not be evaluated.
- Read instructions given inside carefully.
- Rough Work is to be done in the end of this booklet.
- If you write your name or put any mark on any part of the OMR Answer Sheet, except for the space allotted for the relevant entries, which may disclose your identity, you will render yourself liable to disqualification.
- The candidate must handover the OMR Answer Sheet to the invigilators at the end of the examination compulsorily** and must not carry it with you outside the Examination Hall. The candidate is allowed to take away the carbon copy of OMR Sheet and used Question paper booklet at the end of the examination.
- Use only Blue/Black Ball point pen.**
- Use of any calculator or log table etc., is prohibited.**
- There is no negative marks for incorrect answers.**

- ఈ పుట పై భాగంలో ఇవ్వబడిన స్థలంలో మీ హాల్ టికెట్ నంబరు రాయండి.
- ఈ ప్రశ్న పత్రము డెభైబెరు బహుళైచ్ఛిక ప్రశ్నలను కలిగి ఉంది.
- పరీక్ష ప్రారంభమున ఈ ప్రశ్నపత్రము మీకు ఇవ్వబడుతుంది. మొదటి ఐదు నిమిషములలో **ఈ ప్రశ్నపత్రమును తెరిచి కింద తెలిపిన అంశాలను తప్పనిసరిగా సరిచూసుకోండి.**
  - ఈ ప్రశ్న పత్రమును చూడడానికి కుర్చీపీజి అంచును ఉన్న కాగితపు సీలును చించండి. స్టికర్ సీలు లేని మరియు ఇదివరకే తెరిచి ఉన్న ప్రశ్నపత్రమును మీరు అంగీకరించవద్దు.
  - కవరు పీజి పై ముద్రించిన సమాచారం ప్రకారం ఈ ప్రశ్నపత్రములోని పీజిల సంఖ్యను మరియు ప్రశ్నల సంఖ్యను సరిచూసుకోండి. పీజిల సంఖ్యకు సంబంధించి గానీ లేదా సూచించిన సంఖ్యలో ప్రశ్నలు లేకపోవుట లేదా నిజప్రతి కాకపోవుట లేదా ప్రశ్నల క్రమపద్ధతిలో లేకపోవుట లేదా ఏదైనా తేడాలుండుట వంటి దోషపూరితమైన ప్రశ్న పత్రాన్ని వెంటనే మొదటి ఐదు నిమిషాల్లో పరీక్షా పర్యవేక్షకునికి తిరిగి ఇచ్చివేసి దానికి బదులుగా సరిగ్గా ఉన్న ప్రశ్నపత్రాన్ని తీసుకోండి. తదనంతరం ప్రశ్నపత్రము మార్చబడదు అదనపు సమయం ఇవ్వబడదు.
  - పై విధంగా సరిచూసుకొన్న తర్వాత ప్రశ్నపత్రం సంఖ్యను OMR పత్రము పై అదేవిధంగా OMR పత్రము సంఖ్యను ఈ ప్రశ్నపత్రము పై నిర్దిష్ట స్థలంలో రాయవలెను.
- ప్రతి ప్రశ్నకు నాలుగు ప్రత్యామ్నాయ ప్రతిస్పందనలు (A), (B), (C) మరియు (D) లుగా ఇవ్వబడ్డాయి. ప్రతి ప్రశ్నకు సరైన ప్రతిస్పందనను ఎన్నుకొని కింద తెలిపిన విధంగా OMR పత్రములో ప్రతి ప్రశ్నా సంఖ్యకు ఇవ్వబడిన నాలుగు వృత్తాల్లో సరైన ప్రతిస్పందనను సూచించే వృత్తాన్ని బాల్ పాయింట్ పెన్ తో కింద తెలిపిన విధంగా పూరించాలి.  
**ఉదాహరణ :** (A) (B) (C) (D)  
 (C) సరైన ప్రతిస్పందన అయితే
- ప్రశ్నలకు ప్రతిస్పందనలను ఈ ప్రశ్నపత్రములో ఇవ్వబడిన OMR పత్రము పై ఇవ్వబడిన వృత్తాల్లోనే పూరించి గుర్తించాలి. అలాకాక సమాధాన పత్రంపై వేరొక చోట గుర్తిస్తే మీ ప్రతిస్పందన మూల్యాంకనం చేయబడదు.
- ప్రశ్న పత్రము లోపల ఇచ్చిన సూచనలను జాగ్రత్తగా చదవండి.
- చిత్తుపనిని ప్రశ్నపత్రము చివర ఇచ్చిన ఖాళీస్థలములో చేయాలి.
- OMR పత్రము పై నిర్దిష్ట స్థలంలో సూచించవలసిన వివరాల తప్పించి ఇతర స్థలంలో మీ గుర్తింపును తెలిపే విధంగా మీ పేరు రాయడం గానీ లేదా ఇతర చిహ్నాలను పెట్టడం గానీ చేసినట్లయితే మీ అనర్హతకు మీరే బాధ్యులవుతారు.
- పరీక్ష పూర్తయిన తర్వాత మీ OMR పత్రాన్ని తప్పనిసరిగా పరీక్ష పర్యవేక్షకుడికి ఇవ్వాలి. వాటిని పరీక్ష గది బయటకు తీసుకువెళ్లకూడదు. పరీక్ష పూర్తయిన తరువాత అభ్యర్థులు ప్రశ్నపత్రాన్ని OMR పత్రం యొక్క కార్బన్ కాపీని తీసుకువెళ్లవచ్చు.
- నీలి/నల్ల రంగు బాల్ పాయింట్ పెన్ మాత్రమే ఉపయోగించాలి.
- లాగరిథమ్ టేబుల్స్, క్యాలిక్యులేటర్లు, ఎలక్ట్రానిక్ పరికరాలను వెుదలగనవి పరీక్ష గదిలో ఉపయోగించడం నిషేధం.
- తప్పని సమాధానాలకు మార్కుల తగ్గింపు లేదు.



DO NOT WRITE HERE



**PSYCHOLOGY**  
**Paper – III**

1. The contingency dimensions, Fiedler identified, that determine leadership effectiveness
1. Leader – member relations
  2. Task structure
  3. Position power
  4. Personality of leader
- (A) 1 and 4 only  
(B) 2 and 3 only  
(C) 1, 2 and 3 only  
(D) 3 and 4 only
2. Organisms raised in restricted environments are likely to recognize the possible stimulus occurrence to \_\_\_\_\_ degree compared to those raised in normal situations.
- (A) Equal  
(B) Lesser  
(C) Greater  
(D) None of the above
3. Signal detection theory explains that
1. Sensitivity to a signal is not just a result of its intensity
  2. Sensitivity to a signal is the result of its sensitivity only
  3. Sensitivity to a signal depends upon the amount of noise present
  4. Sensitivity to a signal depends upon the motivation of the subject
- (A) 1 only  
(B) 2 only  
(C) 1, 3 and 4 only  
(D) 3 and 4 only
4. **Assertion (A)** : Social perceptions determine our impressions of others and of ourselves
- Reason (R)** : Feelings of stress and anxiety depend on our interpretations of situations
- (A) A and R are false  
(B) A and R are true but R is not the correct explanation of A  
(C) A is true but R is false  
(D) A and R are true and R is the correct explanation of A
5. Information processing model of perceptual operations takes place in the following sequence of stages
1. Input
  2. Storage
  3. Coding
  4. Retrieval
  5. Decoding
  6. Output
- (A) 1, 2, 3, 4, 5 and 6  
(B) 1, 3, 2, 5, 4 and 6  
(C) 1, 3, 2, 4, 5 and 6  
(D) 1, 2, 4, 3, 5 and 6



6. Match the following :

- |                         |  |
|-------------------------|--|
| 1. Person perception    | a. Choosing from among the many sources of stimulation                             |
| 2. Bottom-up processing | b. Influence of experience on the interpretations of stimuli                       |
| 3. Top down processing  | c. Processing of basic characteristics of incoming stimuli                         |
| 4. Selective attention  | d. Organize information about others to arrive at our own internal picture of them |

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

7. Anterograde amnesia is a memory disorder that affects the retention of

- (A) New information  
(B) Past information  
(C) Both of the above  
(D) None of these

8. Flash bulb memories are

1. Graphic, detailed remembrances of striking events
2. Perfectly accurate memories
3. Sometimes not perfectly accurate
4. Helpful to understand retrieval processes

- (A) 1, 2 and 4      (B) 1 and 2  
(C) 1 only          (D) 1, 3 and 4

9. **Assertion (A)** : Tip of the tongue phenomenon (TOT) is a type of effortful retrieval.

**Reason (R)** : TOT occurs when people are confident they know something but just can't quite seem to pull it out of memory.

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

10. Match the following :

- |                            |  |
|----------------------------|--|
| 1. Semantic memory         | a. Effortful                                   |
| 2. Episodic memory         | b. Personal events, relates to early childhood |
| 3. Autobiographical memory | c. Meaning                                     |
| 4. Explicit memory         | d. Relates to particular events                |

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

11. Hull proposed

- (A) Latent learning  
(B) Drive reduction  
(C) Insightful learning  
(D) Trial and error



12. Major brain structures involved in learning are

1. Hippocampus
2. Cerebellum
3. Motor cortex
4. Temporal cortex

- (A) 1 and 2 only  
(B) 3 and 4 only  
(C) 1, 2 and 3 only  
(D) 1, 2, 3 and 4

13. **Assertion (A)** : To understand how learning takes place, it is advisable to study neural mechanisms of simpler organisms in initial stage.

**Reason (R)** : The complex human brain is highly evolved with its 10 billion neurons

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

14. Identify the correct order of sequence in human learning phenomena.

1. Habit strength
2. Drive
3. Reaction potential
4. Reactive inhibition

- (A) 1, 2, 3 and 4  
(B) 4, 2, 1 and 3  
(C) 2, 3, 4 and 1  
(D) 2, 1, 3 and 4

15. Match the following :

- |                  |                         |
|------------------|-------------------------|
| 1. Acetylcholine | a. Invertebrate         |
| 2. Aplysia       | b. Neurotransmitter     |
| 3. Cerebrum      | c. Decrease in response |
| 4. Habituation   | d. Somatosensory cortex |

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

16. Which of the following cognitive strategies suggest a solution to a problem but do not ensure that it will work ?

- (A) Algorithm  
(B) Heuristics  
(C) Creativity  
(D) The ideal method

17. The ways words are combined to form acceptable phrases and sentences is called as

1. Semantics
2. Syntax
3. Phonology

**Codes :**

- (A) 1 only  
(B) 1 and 3  
(C) 2 only  
(D) 1, 2 and 3

18. Arrange the structural components of language sequentially

- (A) Phonemes – lexemes – morphemes  
(B) Phonemes – morphemes – lexemes  
(C) Lexemes – morphemes – phonemes  
(D) Morphemes – lexemes – phonemes



**19. Match :**

- |   |                        |
|---|------------------------|
| 1. A faulty strategy of problem solving   | a. Reasoning           |
| 2. The mental activity of transforming information to reach conclusions                               | b. Analogy             |
| 3. A formal reasoning made up of four parts the relation between the first two is same as to last two | c. Inductive reasoning |
| 4. Reasoning from the specific to the general   | d. Learning set        |

**Codes :**

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

**20. A child is most likely to develop the need to be a high achiever if the parents**

- (A) Maintain a neutral response when the child achieves  
(B) Punish unsuccessful attempts to achieve  
(C) Reward achieving behaviours  
(D) A and B

**21. Which of the following are included in the definition of emotion? Emotions**

1. Have motivating properties that impel and direct behavior
  2. Have, a private, personal, unique, and subjective component
  3. Are generally accompanied by physiological changes
  4. Are the result of irrational thoughts
- (A) 1, 2 only (B) 2, 3 and 4 only  
(C) 1, 3 and 4 only (D) 1, 2, 3 only

**22. Assertion (A) :** People are like intuitive scientists seeking the cause behind what happens

**Reason (R) :** Attribution theory states that individuals are motivated to discover the underlying causes of behaviour as part of the effort to make sense out of the behavior.

- (A) A and R are correct and R is an correct explanation for A  
(B) A and R are correct but R is not a correct explanation for A  
(C) Only A is correct  
(D) Only R is correct

**23. Identify the correct sequence of motivation cycle**

- (A) Motive, drive, need, drive reduction, motivated activity  
(B) Drive, need, motive, motivated activity, drive reduction  
(C) Need, drive, motive, motivated activity, drive reduction  
(D) Need, motive, drive, motivated activity, drive reduction

**24. Match the following :**

- |                           |               |
|---------------------------|---------------|
| a. Achievement motivation | 1. Anderson   |
| b. Attribution            | 2. Lewin      |
| c. Aggression             | 3. McClelland |
| d. Conflict               | 4. Heider     |
- (A) a-3, b-4, c-1, d-2  
(B) a-4, b-1, c-2, d-3  
(C) a-3, b-2, c-1, d-4  
(D) a-1, b-2, c-3, d-4



25. The componential aspect of intelligence includes which of the following high level mental process ?

- (A) Meta components
- (B) Knowledge acquisition components
- (C) Performance components
- (D) All these

26. Mental retardation is the result of which of the following genetic cause ?

- 1. Down syndrome
- 2. Fragile-X syndrome
- 3. Phenyl ketonuria (PKU)

**Codes:**

- (A) 1 only
- (B) 1 and 3
- (C) 1, 2 and 3
- (D) 2 and 4

27. **Assertion (A)** : All creative persons are not intelligent

**Reason (R)** : Psychologists demonstrated that creativity is related to intelligence

**Codes :**

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

28. Arrange the indicators of mental development in the order of their evolution

- (A) IQ – DIQ – MA
- (B) DIQ – MA – IQ
- (C) MA – IQ – DIQ
- (D) DIQ – IQ – MA

29. Match :

- |  |                                   |
|--|-----------------------------------|
| 1. Provide standardized measures of individual differences                                     | a. Test standardization           |
| 2. Development of norms, establishing reliability and validity                                 | b. Psychological tests            |
| 3. Measure what you can accomplish and what you have accomplished                              | c. Binet and Wechsler             |
| 4. See intelligence as a general cognitive capacity, an outcome that is a product of reasoning | d. Aptitude and achievement tests |

**Codes :**

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

30. Which of the following involves drawing a general impression about an individual based on a single characteristics ?

- (A) Logical error
- (B) Halo effect
- (C) Projection
- (D) Stereotyping

31. If a scale measures the correlation between the test scores and future performance is called

- 1. Concurrent validity
- 2. Predictive validity
- 3. Content validity
- 4. Face validity

**Codes :**

- (A) 1 and 2
- (B) 3 and 4
- (C) 1 only
- (D) 2 only



**32. Assertion (A)** : Intelligence of people will decrease as they grow older

**Reason (R)** : Earlier cross sectional studies have shown a decline. But longitudinal studies have yielded stable aptitude scores.

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

**33.** Arrange the theories of intelligence in the order of their presentations

- (A) Two factors theory – primary mental abilities – structure of intellect
- (B) Primary mental abilities – Two factors theory – Structure of intellect
- (C) Primary mental abilities – Structure of intellect – Two factors theory
- (D) Two factors theory – Structure of intellect – Primary mental abilities

**34.** Match the following :

- |   |                    |
|---|--------------------|
| 1. Tests that are designed to measure how fast a person can perform certain tasks | a. MMPI            |
| 2. The highest diagnostic value in the test                                       | b. Speed test      |
| 3. Test standardization   | c. Confidentiality |
| 4. Ethical consideration in testing   | d. Item analysis   |

**Codes :**

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

**35.** The belief that one can master a situation and produce positive outcomes

- (A) Self concept
- (B) Ability
- (C) Self efficacy
- (D) Self actualization

**36.** Self concept, a central theme for humanists refers

- 1. Individuals over all perceptions of their abilities, behavior and personality
- 2. A person who has a poor self-concept is likely to think, feel and act negatively
- 3. It can be distinguished as self and ideal self
- 4. Discrepancy between self and ideal self is desirable

- (A) 1 and 2 only
- (B) 1 and 4 only
- (C) 1, 2 and 4 only
- (D) 1, 2 and 3 only

**37. Assertion (A)** : The content of self report test are based on face validity

**Reason (R)** : An assumption that the content of test items is a good indicator of what an individuals personality is like

- (A) A and R are correct
- (B) A and R are wrong
- (C) A and R are correct R explain A
- (D) A and R are correct but R does not explain A





38. Arrange the needs of Maslow in descending order

- (A) Physiological, safety, belongingness self esteem and self actualization
- (B) Self actualization, self esteem, belongingness, safety and physiological
- (C) Physiological, belongingness need, safety, self esteem and self actualization
- (D) Self actualization, safety need, self esteem, physiological and belongingness needs

39. If one intends to select the best among the candidates, he should select the test with

- (A) Items having low difficulty level
- (B) Items having high difficulty level
- (C) Items with 50% difficulty level
- (D) Items having higher inter-item correlation.

40. A statistical technique for combining the results of many studies on the same subject is known as

- 1. Multiple regression
- 2. Discourse analysis
- 3. Meta analysis
- 4. Factor analysis

- (A) 1 and 2                      (B) 3 and 4
- (C) 3 only                        (D) 1 only

41. **Assertion (A)** : Some relationship like the one between height and weight are proportionally correlated.

**Reason (R)** : When two variables are perfectly correlated they are said to have a positive correlation.

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

42. Identify the correct sequence of stages in statistical analysis of research data

- (A) Mean – F-test – SD – Multiple regression
- (B) Mean – SD – Multiple regression – F-test
- (C) Mean – SD – F-test – Multiple regression
- (D) Mean – F-test – SD – Multiple regression

43. Match

- |   |                        |
|---|------------------------|
| 1. Selection of some of the members of larger population  | a. Random Sampling     |
| 2. Selection process be truly without bias  | b. Sampling            |
| 3. Tail off in one direction or the other   | c. Stratified sampling |
| 4. Sub-group characteristics are represented in proportion to their frequency in the population | d. Skewed distribution |

**Codes :**

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

44. Troubled sleeping due to jet lag exemplifies

- (A) Situational
- (B) Benign
- (C) Temporal
- (D) Arrhythmic



45. Pituitary releases
1. Somatotrophins
  2. Gonadotrophins
  3. Antidiuretic hormone
  4. Dopamine
- (A) 1 and 2 only  
(B) 1 and 3 only  
(C) 1, 2, 3 only  
(D) 1, 3, 4 only
46. **Assertion (A)** : Psychosocial dwarfism is result of interaction of psychological variables and the pituitary gland
- Reason (R)** : When environmental stress hinders normal body development is hindered
- (A) A is correct and R is wrong  
(B) A is wrong and R is correct  
(C) A and R correct and R is correct explanation for A  
(D) Both A and R are wrong
47. Match the following :
- |               |                   |
|---------------|-------------------|
| a. Pituitary  | 1. Neck           |
| b. Adrenaline | 2. Brain          |
| c. Gonads     | 3. Kidneys        |
| d. Throxin    | 4. Genital organs |
- (A) a-1, b-2, c-3, d-4  
(B) a-2, b-3, c-1, d-4  
(C) a-2, b-3, c-4, d-1  
(D) a-3, b-2, c-1, d-4
48. The social group to which an individual perceives herself or himself as belonging
- (A) Social organization  
(B) In-Group  
(C) Out group  
(D) Group
49. Identify the situational factors that enhance or inhibit helping
1. Attraction
  2. Attribution
  3. Prosocial models
  4. Stranger
- (A) 1 and 2 only  
(B) 2 and 3 only  
(C) 2, 3 and 4 only  
(D) 1, 2 and 3 only
50. **Assertion (A)** : “Obey those in authority”
- Reason (R)** : It is, in a sense, the most direct form of social influence.
- (A) A and R are correct and R explain A  
(B) A and R are wrong  
(C) A and R are correct but R is not an explanation for A  
(D) Only A is correct
51. Identify the correct sequence of essential steps to help in emergency.
1. Interpreting an emergency as an emergency
  2. Making the decision to help
  3. Knowing what to do
  4. Assuming that it is your responsibility to help
  5. Noticing the emergency
- (A) 5, 2, 3, 4, 1  
(B) 2, 3, 5, 1, 4  
(C) 5, 1, 4, 3, 2  
(D) 2, 1, 5, 4, 3



52. Match the following :

- |  |                           |
|--|---------------------------|
| a. A characteristic that draws attention and affects attribution   | 1. Self-perception theory |
| b. The ways in which we see and evaluate ourselves                 | 2. Risky-shift effect     |
| c. Group members reduced awareness of themselves as individuals    | 3. Salience               |
| d. Greater advocacy of risk-taking when people are part of a group | 4. Deindividuation        |

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

53. \_\_\_\_\_ often exhibit a personal fable.

- (A) Children  
(B) Adolescence  
(C) Adult  
(D) Older people

54. Identify the stages in the birth of a child

1. Descent into the expanded pelvic cavity
2. Contractions and dilation of the cervix
3. Delivery of the baby
4. Delivery of the placenta

- (A) 1 and 2 only  
(B) 2 and 3 only  
(C) 1, 2, 3 only  
(D) 2, 3, 4 only

55. **Assertion (A)** : Velocity curves for height in boys and girls reflect the very rapid growth of infancy .

**Reason (R)** : During childhood gross motor coordination matures rapidly.

- (A) A and R are correct  
(B) Only A is correct  
(C) A and R are correct but R is not an explanation for A  
(D) Both A and R are wrong

56. Identify Kohlberg's stages of moral development in sequence

1. Conventional level
2. Pre conventional level
3. Post conventional level

- (A) 1, 2, 3  
(B) 2, 3, 1  
(C) 2, 1, 3  
(D) 3, 2, 1

57. Match the following :

- |                                |                       |
|--------------------------------|-----------------------|
| a. Sensory-Motor period        | 1. Logical thinking   |
| b. Pre-operation period        | 2. Circular reactions |
| c. Concrete-operational period | 3. Artificialism      |
| d. Formal-operational period   | 4. Reversibility      |

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



58. Children are likely to perform well in their studies provided parents have
- (A) Positive involvement in their children's education
  - (B) Love expectations for their children's achievement
  - (C) No involvement in their children education
  - (D) None of the above
59. Inclusion refers to :
- 1. Mainstreaming
  - 2. Educating exceptional learners in regular classrooms
  - 3. Educating the exceptional learners in a special room
- (A) 1 only
  - (B) 2 only
  - (C) 3 only
  - (D) 1 and 2
60. Students learn effectively if they follow the steps in the correct order of sequence
- 1. Set goals
  - 2. Plans for long term and short term goals
  - 3. Develop plans to reach the goals
  - 4. Monitor progress toward the goals
- (A) 2, 1, 3 and 4
  - (B) 2, 1, 4 and 3
  - (C) 3, 2, 1 and 4
  - (D) 1, 2, 3 and 4
61. In Johari window blind area represent
- (A) The individual does not know the facts but others know
  - (B) Individual knows the facts but others does not know
  - (C) Individual and others do not know the facts
  - (D) Both individual and others know the facts
62. Management by objectives emphasizes participatively set goals that are
- 1. Set by management
  - 2. Tangible
  - 3. Verifiable
  - 4. Measurable
- (A) 1, 2 and 3 only
  - (B) 2, 3 and 4 only
  - (C) 3, 4 and 1 only
  - (D) 4, 2 and 1 only
63. **Assertion (A)** : Industrial / organizational psychologists specialize in studying all aspects of behaviour in work settings.
- Reason (R)** : Many findings of social psychology have been adapted and put to practical use by persons in management.
- (A) A is correct
  - (B) R is correct
  - (C) Both A and R are correct
  - (D) Both A and R are wrong



64. Identify the correct sequence of stages in conflict process.

1. Potential opposition
2. Behaviour
3. Cognition and personalization
4. Outcomes

- (A) 2, 1, 4, 3  
(B) 4, 2, 1, 3  
(C) 1, 3, 2, 4  
(D) 3, 4, 1, 2

65. Match the following:

- |  |                         |
|--|-------------------------|
| a. Time and motion study                   | 1. Elton Mayo           |
| b. Hawthorne study                         | 2. Hugo<br>Munsterberg  |
| c. Psychology and<br>Industrial efficiency | 3. Taylor<br>& Gilberth |
| d. Personal selection                      | 4. Walter Dill<br>Scott |

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

66. A person who actually has minor health issues and interprets them as evidence of a major illness belongs to

- (A) Conversion disorder  
(B) Bipolar disorder  
(C) Dissociative identity disorder  
(D) Hypochondriasis

67. Undifferentiated schizophrenia is characterized by

1. Delusional behaviour
2. Hallucinations
3. Incoherence

- (A) 1 only  
(B) 2 only  
(C) 3 only  
(D) 1, 2 and 3

68. **Assertion (A)** : Troubled by an unpleasant marriage and family circumstances one man went fishing after work and never came back.

**Reason (R)** : Dissociative fugue is characterized by walking from one's life for periods of time that may range from hours to years.

- (A) A and R are incorrect  
(B) A is correct but R is wrong  
(C) A and R are correct and R is the correct explanation of A  
(D) A and R are correct but R is not the correct explanation of A



69. Ellis proposed rational emotive therapy. Identify the correct sequence of therapy process.

1. Belief system
2. Disputation / challenging
3. Salivating experience
4. Consequence
5. Effects / outcomes

- (A) 1, 2, 3, 4 and 5  
(B) 1, 2, 4, 3 and 5  
(C) 3, 1, 4, 2 and 5  
(D) 2, 3, 4, 1 and 5

70. Match the following :

- |  |                             |
|--|-----------------------------|
| 1. Exaggerated sense of self importance                                      | a. Mania                    |
| 2. Repeatedly expressed expectations for behaviour                           | b. Catatonic Schizophrenia  |
| 3. Excessive energy, activity and elation                                    | c. Narcissism               |
| 4. Unusual motor behaviour patterns with an apparent detachment with reality | d. Self-fulfilling prophecy |

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

71. Retention is more likely

- (A) Visual imagery  
(B) Verbal information  
(C) Abstract information  
(D) None of the above

Q. 72 to 75 are based on the following passage.

The people's temple, a religious cult, was founded by Jim Jones in 1956 when the popularity of temple began to wane in 1977, Jones fled the US with his 950 followers to take up residence in Guyana. About one year later, over 900 of followers committed suicide at Jone's behest.

According to Social Psychological principle of Social proof, people often look to the actions of others to guide their own actions whenever they are in ambiguous situation. We are especially prone to look to those whom we perceive as similar to ourselves. Jone's relocation to Guyana, a place of unfamiliar customs and people ensured the necessary uncertainty for this principle to come into play. Jones frequently brake existing families, thereby diminishing family loyalty. This practice discouraged people from criticizing the temple especially since Jones



reprimanded those who criticized people's temple. The result was that those who had doubts appeared unique.

Cults have three characteristics: (1) a charismatic leader, (2) process of coercive persuasion or thought reform, (3) economic, sexual and other exploitation of group members by the leader and his close followers. Cults contradict the idea that people can experiment with the self, that people can change companions and life style. Thus cults represent flight from freedom and true individuality.

72. The followers of Jones who were relocated in Guyana along with their leader committed suicide due to
1. Harbours themselves with unfamiliar people
  2. Uncertainty of Social proof
  3. Perception of dis-similarity

**Codes :**

- (A) 1 only
- (B) 1 and 3
- (C) 3 only
- (D) 1, 2 and 3

73. People appeared to be unique because
1. They were not allowed to criticize
  2. They fear Jone's action
  3. They were more intelligent

**Codes :**

- (A) 1 only
- (B) 1 and 2
- (C) 3 only
- (D) 1, 2 and 3

74. Cults activities represent
- (A) Flight from freedom
  - (B) Need for freedom
  - (C) True individuality
  - (D) Change in life style

75. When a person is in ambiguous situation he often perceives those who are similar, for guiding his own actions is referred to as
- (A) Social loafing
  - (B) Social proof
  - (C) Social perception
  - (D) Cognition



Space for Rough Work