

1. When workers in a factory believe that their performance will be rewarded by something they value, they will work harder. Which motivational theory explains this?
A) Expectancy theory B) Equity theory
C) Reinforcement theory D) Goal setting theory
2. The illegal drug which is the natural version of manmade prescription opioid narcotics:
A) Marijuana B) Cocaine C) LSD D) Heroin
3. Almond shaped structure in the brain's temporal lobe that attaches emotional significance to memories.
A) Hippocampus B) Cerebellum
C) Hypothalamus D) Amygdala
4. Earthquakes belong to which type of disaster?
A) Geophysical B) Hydrological
C) Climatological D) Meteorological
5. The act or process of helping and guiding another person to support their personal development:
A) Leadership B) Coaching C) Training D) Mentoring
6. "Marked incongruence between experienced or expressed gender and the one assigned at birth". What is this condition according to DSM 5?
A) Gender dysphoria B) Body dysmorphia
C) Transphobia D) Gender identity disorder
7. The method used is differential reinforcement of successive approximations:
A) Chaining B) Shaping
C) Blocking D) Preconditioning
8. Information about how someone is doing in their effort to reach a particular set of goals is termed as:
A) Achievement motivation B) Level of aspiration
C) Performance D) Feedback
9. A childhood disorder characterized by markedly disturbed and developmentally inappropriate ways of relating socially in most contexts.
A) Separation anxiety disorder
B) Selective mutism
C) Reactive attachment disorder
D) Stereotypic movement disorder

10. -----training can help you educate your employees about the appropriate and inappropriate ways to interact with people from different cultures.
 A) Psychoeducation B) Sensitivity training
 C) Multicultural training D) Cultural diversity training
11. Brain mapping is done using-----.
 A) EEG B) ECG C) EOG D) EMG
12. The defense mechanism which is the process of pushing away threatening impulses by over emphasizing the opposite in one's thoughts and actions:
 A) Reaction formation B) Denial
 C) Projection D) Regression
13. A quasi experimental design in which the experimenter starts with an inadequate design and then, adds some features so that recurrent factors producing invalidity may be maximally controlled:
 A) Cohort design B) Counterbalanced design
 C) Time - series design D) Patched - up design
14. You see a venomous snake and the snake elicits a physiological arousal that would be cognitively labeled as fear based on the context. Which theory of emotion takes this viewpoint?
 A) James Lange theory B) Cannon Bard theory
 C) Schachter - Singer theory D) Cognitive mediational theory
15. ----- is the experience of a set of unpleasant symptoms following the abrupt cessation or reduction in dose of a psychoactive substance.
 A) Overdose B) Intoxication
 C) Dependence D) Withdrawal
16. -----is concerned with the ways in which humans derive meaning from language or other symbolic expression.
 A) Hermeneutics B) Semiotics
 C) Content analysis D) Discourse analysis
17. Match List I with List II
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|-------------|--------------------------|
| List I | List II |
| a. Nominal | 1. Happy-Neutral-Unhappy |
| b. Ordinal | 2. Weight |
| c. Interval | 3. Name |
| d. Ratio | 4. Time |
- A) a-3, b-2, c-4, d-1 B) a-3, b-1, c-4, d-2
 C) a-3, b-4, c-1, d-2 D) a-1, b-3, c-4, d-2
18. Which among the following is true with regard to PASS model?
 A) Planning, Attention, Simultaneous and Successive
 B) Planning, Arousal, Simultaneous and Successive
 C) Planning, Attention, Shallow and Successive
 D) Planning, Attention, Simultaneous and Successful

29. There are at least few employees who may not perform better even though they are being awarded suitably for better performance. This is ----- hypothesis.
 A) Universal B) Existential C) Descriptive D) Causal
30. SPM stands for?
 A) Simple Progressive Matrix B) Standardized Progressive Matrix
 C) Simple Progressive matrices D) Standard Progressive Matrices
31. Which of the following concepts can be considered as the contribution of Guthrie?
 A) One trial learning B) Habit strength
 C) Evolutionary levels D) Sign learning
32. MBTI was built on the theory by:
 A) RB Cattell B) Carl Jung
 C) Sigmund Freud D) Eric Erikson
33. In ----- you feel like you are, detached from your body, is outside of your body and watching it.
 A) Dissociative amnesia B) Dissociative fugue
 C) Depersonalization disorder D) Dissociative identity disorder.
34. ----- is the tendency to draw inferences about a person's unique and enduring dispositions from behaviors that can be entirely explained by the situations in which they occur.
 A) Fundamental attribution error
 B) Self-serving bias
 C) Actor-observer bias
 D) Correspondence bias
35. Which theorist says that employee satisfaction has two dimensions, hygiene and motivation?
 A) Douglas McGregor B) Victor Vroom
 C) McClelland D) Herzberg
36. The theory that the language we use determine the content of our thought was put forth by:
 A) Benjamin Whorf B) Steven Pinker
 C) Noam Chomsky D) Edward Spir
37. Which among the following are **not** correct with regard to face validity?
 1. face validity refers to what the test actually claims to measure
 2. face validity refers to what the test appears to measure superficially
 3. face validity is the mere appearance that the test has validity
 4. face validity should be regarded as a substitute for objectively determined validity
 A) 1 & 2 only B) 2 & 4 only C) 1 & 3 only D) 1 & 4 only
38. ----- refers to difficulty speaking caused by brain damage, which results in an inability to control the muscles used in speech.
 A) Dysphagia B) Dysarthria C) Stuttering D) Apraxia

39. "Humans perceive their environments directly, without mediation by cognitive processes or by mental entities". Whose view is this?
 A) Eleanor Rosch B) J J Gibson
 C) Oliver Selfridge D) Irving Biederman
40. Looking at words and just reading to get through the material involves ---- processing.
 A) Shallow B) Semantic C) Deep D) Automatic
41. Whose theorizing has been called purposive behaviorism?
 A) Thorndike B) Watson C) Bandura D) Tolman
42. Which among the following techniques is mainly used in TAT?
 A) Association B) Construction C) Expression D) Choice
43. Match List I with List II
- | List I | List II |
|---------------------------------|-------------------------|
| a. Flash bulb memory | 1. Graceful degradation |
| b. Tip of the tongue phenomenon | 2. Brown & Kulick |
| c. Cock tail party phenomenon | 3. Connectionism |
| d. PDP | 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-1, c-3, d-4
44. Index in WMS that measures the capacity to maintain and manipulate visual and verbal information in one's mind.
 A) Digit span index B) Working memory index
 C) Immediate memory index D) Processing speed Index
45. Assertion (A): Factor analysis is a statistical technique
 Reason (R): It analyses the difference between a large numbers of variables.
- 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
46. The 5 categories of the mental status exam are:
 A) General Appearance, General behaviour, Social behaviour, Cognition, Insight.
 B) General behaviour, Social behaviour, Cognition, Judgement, Insight.
 C) General Appearance, Emotions, Thoughts, Cognition, Judgment and Insight.
 D) Appearance, Anxiety, Delusions, Hallucinations, Insight
47. We might come from different places and viewpoints, but we all long for a mother, feel fear when we think of death, and seek out heroes. Which concept does this sentence support?
 A) Unconscious motives B) Need for self-actualization
 C) Striving for superiority D) Collective Unconscious

48. Mary finds difficulty in remembering her friend's new phone number as she had previously learned the old number. This is an example of-----
 A) Primacy effect B) Retrograde amnesia
 C) Proactive interference D) The serial-position effect
49. Which personality test is built around the idea of five basic dimensions of personality?
 A) MMPI B) NEO-PI C) MBTI D) ACT
50. Which among the following is true with regard to SOI model?
 A) 5 X 3 X 6 B) 5 X 4 X 6 C) 5 X 3 X 5 D) 6 X 4 X 5
51. Which among the following was the approach adopted by Cattell?
 A) Bivariate B) Clinical C) Multivariate D) Case study
52. -----are defined as repetitive and persistent thoughts, urges, or images.
 A) Obsessions B) Compulsions
 C) Delusions D) Hallucinations
53. What does a confidence interval of 95% mean?
 A) There are 5 chances in 100 that the sample results present the true characteristics of the population
 B) There are 95 chances in 100 that the sample results present the true characteristics of the population
 C) There are 95 chances in 100 that the sample results does not present the true characteristics of the population
 D) There is a significance level of 95%
54. Assigning attributes to a person solely on the basis of the class or category to which one belongs is termed as:
 A) Attitude B) Prejudice C) Stereotype D) Discrimination
55. What is the theory of development proposed by Erikson?
 A) Psychosexual theory B) Psychosocial theory
 C) Ecological theory D) Social learning theory
56. Match List – I (Term) with List II (Explanation)
 List – I List – II
 a. Social facilitation 1. exerting less effort in a group than when working alone
 b. Social loafing 2. altering behavior when around others for fear of being judged
 c. Social inhibition 3. behavior change to meet demands of a social environment
 d. Social influence 4. difference in individual performance when working with other people
- A) a-4, b-2, c-1, d-3 B) a-4, b-1, c-2, d-3
 C) a-3, b-2, c-1, d-4 D) a-4, b-1, c-3, d-2

57. The Adaptive Control of Thought (ACT) theory was proposed by:
 A) Collins B) Quillian C) Anderson D) Tolman
58. Assertion (A): Normality and abnormality exist on a continuum
 Reason (R): It is an either-or approach.
 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
59. A type of delusional disorder in which people believe that someone or something is mistreating, spying on or attempting to harm them:
 A) Erotomanic B) Grandiose C) Persecutory D) Somatic
60. Which among the following is known as a happy hormone?
 A) Dopamine B) Adrenaline C) Oxytocin D) Melatonin
61. -----is the branch of psychology that studies unusual patterns of behavior, emotion, and thought, which could possibly be understood as a mental disorder.
 A) Clinical Psychology B) Para Psychology
 C) Forensic Psychology D) Abnormal Psychology
62. Match the List I with List II
 List I List II
 a. Creativity 1. Ebbinghaus
 b. Memory 2. Guthrie
 c. Intelligence 3. Terman
 d. Learning 4. Torrance
 A) a-1, b-2, c-3, d -4 B) a-2, b-1, c-4, d-3
 C) a-4, b-1, c-2, d-3 D) a-4, b-1, c-3, d-2
63. Mann-Whitney U test is a non-parametric substitute for which parametric test?
 A) Correlation B) t test C) ANOVA D) Regression
64. A problem solving strategy that draws on memories of relevant past experiences that partially overlap with the present task at hand.
 A) Analogical transfer B) Hill climbing
 C) Means end analysis D) Heuristics
65. In a -----interview, you ask applicants to describe how they reacted to actual situations in the past.
 A) Behavioral B) Situational
 C) Structured D) Unstructured
66. The numerical value based upon population is a -----.
 A) Statistic B) Parameter C) Data D) Universe

67. A chronic sleep disorder characterized by overwhelming day time drowsiness and sudden attacks of sleep:
 A) Central Sleep Apnea B) Sleep nervousness
 C) Somnambulism D) Narcolepsy
68. Who among the following argued that culture has a major impact on a child's cognitive development?
 A) Jean Piaget B) Eric Erickson
 C) Lev Vygotsky D) Jerome Bruner
69. -----approach in organizational behaviour is based on the premise that methods or behaviors which work effectively in one situation fail in another.
 A) Human resources B) Contingency
 C) Productivity D) Systems
70. Arun quit smoking because of the negative feeling that it produced. This is ----- heuristic.
 A) Adjustment B) Availability
 C) Affect D) Representativeness
71. How did Diana Baumrind react towards Milgram's experiment on obedience?
 A) Gave suggestions B) Appreciated
 C) Worked together D) Severely criticized
72. The non-parametric statistic which is called by Guilford as the general purpose statistic:
 A) Chi-square B) Mann-Whitney U test
 C) Kruskal-Wallis D) Friedman test
73. Assertion (A): A syllogism is a form of logical reasoning
 Reason (R): A syllogism is a kind of logical argument in which one proposition or conclusion is inferred from two other premises of a certain form.
 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
74. The Job Descriptive Index is a scale used to measure five major factors associated with:
 A) Employee motivation B) Organizational culture
 C) Organizational development D) Job satisfaction
75. -----is a positive discipline technique where you do not respond to attention-seeking behaviours.
 A) Time in B) Time out
 C) Redirection D) Selective ignoring

87. Within subjects study design are also known as:
 A) Between subjects B) Between groups
 C) Repeated measures D) Independent measures
88. Arrange the following psychosocial stages in order
 1. Initiative Vs Guilt 2. Trust Vs Mistrust
 3. Industry Vs Inferiority 4. Autonomy Vs Shame
 A) 1, 2, 3, 4 B) 2, 3, 4, 1 C) 2, 1, 4, 3 D) 2, 4, 1, 3
89. -----refers to deliberate efforts to act in ways that create a particular impression of the self.
 A) Self-discrepancies B) Self-regulation
 C) Self-promotion D) Self-presentation
90. One of the major approaches to qualitative research, ethnography is drawn from-----.
 A) Anthropology B) Sociology C) Philosophy D) Psychology
91. Which are the 5 parts of the PERMA?
 A) Positive emotion, Engagement, Relationships, Meaning, Accomplishment
 B) Proactivity, Extraversion, Rigorous, Motivated, Assertive
 C) Pessimistic, Envious, Risk taking, Maladaptive, Arrogant
 D) Prosocial, Energetic, Ruminating, Motivated, Altruistic
92. Which is the new diagnosis given in DSM 5 TR?
 A) Internet Gaming Disorder B) Nonsuicidal self-injury
 C) Bereavement Exclusion D) Prolonged grief disorder
93. Which among the following leaders encourage greater involvement and participation of group members?
 A) Authoritarian B) Autocratic
 C) Authoritative D) Laissez-faire
94. Which among the following is the best predictor of liking?
 A) Physical attractiveness B) Similarity
 C) Familiarity D) Proximity
95. The first step in a clinical interview is:
 A) Opening B) Greeting C) Intake D) Introduction
96. A non-probability sampling where researcher will form a sample of individuals who are representative of a larger population:
 A) Quota sampling B) Purposive sampling
 C) Accidental sampling D) Dense sampling
97. All the forces that keep a person in a relationship is called -----.
 A) Interest B) Conflict C) Satisfaction D) Commitment

98. -----is a strategic management model that aims to improve the performance of an organization by clearly defining the objectives, agreed to by both management and employees.
 A) MBTI B) MBE C) MBO D) OD
99. The 6 ideal vocational personality types according to John Holland are:
 A) Realistic, Investigative, Artistic, Social, Enterprising, Conventional
 B) Ruminating, Investigative, Artistic, Social, Enterprising, Conventional
 C) Realistic, Intuitive, Artistic, Social, Enterprising, Conventional
 D) Realistic, Investigative, Assertive, Social, Energetic, Conventional
100. ----- personality disorder does **not** belong to Cluster A of personality disorders.
 A) Paranoid B) Schizoid C) Schizotypal D) Dependent
101. The idea that by expressing aggression, the person reduces the aggressive drive is called-----.
 A) Displaced aggression B) Aggression anxiety
 C) Catharsis D) Frustration
102. The statistical variability of scores caused by the influence of variables other than the independent variable is termed as:
 A) Error variance B) Average error
 C) Deviation error D) Standard error
103. Which among the following conditions affects more of the executive functioning skills?
 A) Dyslexia B) Dysgraphia C) Dyscalculia D) ADHD
104. Whose fundamental postulate is that “a person’s processes are psychologically channeled by the ways in which he anticipates events”:
 A) Kurt Lewin B) George Kelley
 C) Albert Bandura D) Edward Tolman
105. Which somatoform disorder was first termed as Briquet’s syndrome?
 A) Body dysmorphic disorder B) Conversion disorder
 C) Hypochondriasis D) Somatization disorder
106. The belief that the in-group is the center of the social world and superior to out-groups.
 A) Egocentrism B) Ethnocentrism
 C) Social dominance D) Group serving bias
107. Which among the following is the contribution of Julian B Rotter?
 A) Homeostasis B) Locus of control
 C) Appetitive conditioning D) Frustration Aggression hypothesis\
108. The Item Characteristic Curve (ICC) summarizes much of the information conveyed by item analysis. ICC serves as a foundation of one of the most important theories, which is ----- theory.
 A) Item analysis B) Item response
 C) Classical test D) Item discrimination

- 118 The conditioning procedure in which the conditioned stimulus is presented, and remains present, for a fixed period before the unconditioned stimulus is introduced.
- A) Delay conditioning
 - B) Trace conditioning
 - C) Sensory pre-conditioning
 - D) Backward conditioning
119. What is EAP?
- A) Employee Ascendance Programme
 - B) Employer Aided Programme
 - C) Employee Assistance Programme
 - D) Employer Allied Programme
120. Analyzing information to be remembered in terms of different associations it arouses is known as:
- A) Associationism
 - B) Connectionism
 - C) Maintenance rehearsal
 - D) Elaborate rehearsal
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