

1. A competent and well-performing female middle-level manager did not consider herself suitable for the senior manager position, thinking females are not ideal for such high posts. 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

2. 'People control basic anxiety by moving toward, away from and against others'. The group of personality psychologists who theorized this statement is:
 - A) Psychoanalytic
 - B) Neo-Freudian
 - C) Social learning
 - D) Cognitive

3. 'Males are more extraverted than females' is an example of----- hypothesis.
 - A) Null
 - B) Non- directional
 - C) Directional
 - D) Unverifiable

4. Which of the following explains the typical intelligence-creativity relationship?
 - A) U-shaped relationship
 - B) Inverted U- shaped relationship
 - C) Linear negative relationship
 - D) None of the above

5. Microsleep occurs mainly due to:
 - A) Sleep disorder
 - B) Drugged state
 - C) Sleep deprivation
 - D) Dreaming state

6. Self-efficacy is:
 - A) A person's mental model of their ability and attitudes
 - B) A generalized evaluative attitude toward the self that influences both moods and behavior
 - C) The process by which a person comes to know or perceive the personal attributes
 - D) A set of beliefs that one can perform adequately in a particular situation

7. According to Sullivan, the autistic state of communication reflects:
 - A) Paradoxical mode
 - B) Syntactic mode
 - C) Prototaxic mode
 - D) Symbolic representation

8. The valence of an attitude is determined by the-----factor.
 - A) Dynamic
 - B) Affective
 - C) Evaluative
 - D) Motivational

9. In which among the following are control questions given?
A) Polygraph B) Narcoanalysis
C) Hypnosis D) Brain mapping
10. 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
11. 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
12. -----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
13. The 5 parts of the PERMA are:
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
14. The branch of Psychology that investigates how people work with and respond to the world around them:
A) Environmental Psychology
B) Organizational Behaviour
C) Biopsychology
D) Community Psychology
15. If a person is pressured to say or do something contrary to his or her privately held attitudes, there will be a tendency for him or her to change those attitudes. Identify the theory.
A) Cognitive dissonance theory
B) Balance theory
C) Social comparison theory
D) Equity theory
16. Which of the following is **not** a morpheme?
A) the "s" in "dogs" B) the "dog" in "dogs"
C) the "ed" in "learned" D) the "ou" in "soup"

17. A social psychologist finds that subjects who drink coffee before viewing a videotape of a comedian find her to be funnier than subjects who did not drink coffee. These results best support
- A) the James- Lange theory
 - B) inoculation theory
 - C) the cognitive-physiological theory of emotion
 - D) social comparison theory
18. Assertion (A): A positive charge applied to the inside of the neuron's membrane produced depolarization.
Reason (R): Inside, the membrane was positively charged.
- 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
19. Assertion (A): Many eccentric characters are charming and emotionally unstable
Reason (R): Strictly following social norm guarantees mental health.
- 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
20. State whether the following statements are true or false:
Statement 1: According to Erikson, the psychosocial conflict of late adulthood is ego integrity versus despair
Statement 2: Life satisfaction in late adulthood is highest when you maintain your previous activity level.
- A) Both 1 and 2 are false
 - B) Both 1 and 2 are true
 - C) 1 is true and 2 is false
 - D) 1 is false and 2 is true
21. Identify the true statement/s:
Statement 1: Newborn infants enter the world equipped with the rooting reflex, sucking reflex, and grasping reflex.
Statement 2: The infants' sensory capabilities promote the development of a relationship with caregivers.
- A) Both 1 and 2
 - B) 1 only
 - C) 2 only
 - D) Neither 1 nor 2

22. Which of the following concept, according to which each mental event has a unique time of ascendancy, the plan for which is contained in the organism's gene?
 A) Epigenesis B) Genotype C) Maturation D) Phenotype
23. Anosmia is losing the sense of -----.
 A) Hearing B) Taste C) Touch D) Smell
24. Naglier Non-verbal Ability test:
 A) Provides deviation IQ B) Is an open-end test
 C) Is suitable for children D) Is a adult culture fair test
25. Involvement of the frontal lobe in intelligence can be understood in terms of which of the following sequence?
 A) Frontal lobe-Focusing attention internally- Working memory- General reasoning
 B) Frontal lobe-Focusing attention internally- Response selection- General reasoning
 C) Frontal lobe-Short-term storage- Working memory- General reasoning
 D) Frontal lobe- Response selection - Working memory- General reasoning
26. Assertion (A): If all the assumptions are fulfilled, the addition of ant predictor in the Multiple Regression Analysis will increase the value of the coefficient of determination.
 Reason (R): Correlation of criterion variables with the predictor variables can be positive or negative.
 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. State whether the following statement/s are true or false:
 Statement 1: Tolman's purposive behaviorism was considered to be a major advancement in the field of Psychology.
 Statement 2: Pre- Tolman behaviorism excessively emphasized the S-R relation and ignored cognitive processes.
 A) Both 1 and 2 are true B) Both 1 and 2 are false
 C) 1 is true and 2 is false. D) 1 is false and 2 is true
28. Arrange the following events of the memory process in order of occurrence.
 1. Sprouting 2. Formation of cell assembly
 3. Consolidation 4. Reverberation 5. Long-term potentiation
 A) 2,3,1,4,5 B) 1,2,3,5,4 C) 4,1,2,3,5 D) 2,4,5,1,3

29. Identify the true statement/s regarding Focus group:
 Statement 1: It involves unstructured interviews.
 Statement 2: It involves interaction among participants moderated by the researcher as a data source.
- A) Both 1 and 2 B) Neither 1 nor 2 C) 1 only D) 2 only
30. Assertion (A): Indian psychology is spiritual.
 Reason (R): It studies levels of consciousness and works to help a person attain higher levels of consciousness.
- 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
31. Irrational fear of speed is:
- A) Keramophobia B) Ochlophobia
 C) Tachophobia D) Helminthophobia
32. Arrange the following Psychological investigations in descending order in terms of the researcher's ability to control secondary variance:
1. Field experiments 2. Laboratory experiments and
 3. Ex post facto field studies
- A) 2, 1, 3 B) 3, 1, 2 C) 2, 3, 1 D) 3, 2, 1
33. State whether the following statement/s are true or false:
 Statement 1: According to the classical theory of test scores, total variance is equal to true variance plus error variance.
 Statement 2: Classical theory of test scores assumes a significant but low positive correlation between true and error scores.
- A) Both 1 and 2 are true B) Both 1 and 2 are false
 C) 1 is true and 2 is false D) 1 is false and 2 is true
34. Match List-I (Dimensions) with List-II (Behaviour) :
- | | |
|------------------|------------------------------------|
| List-I | List-II |
| a. Delegating | 1. High task and high relationship |
| b. Participating | 2. High task and low relationship |
| c. Selling | 3. Low relationship and low task |
| d. Telling | 4. High relationship and low task |
- A) a-2, b-3, c-1, d-4 B) a-2, b-3, c-4, d-1
 C) a-4, b-3, c-1, d-2 D) a-4, b-3, c-2, d-1

35. Ever since going through a very painful divorce, Ayesha has experienced several terrifying “spells” that seem to come out of nowhere. Her heart suddenly starts to pound, she begins to sweat and tremble, and she has trouble breathing. Choose the type of anxiety disorder Ayesha is experiencing among the following:
- A) Specific phobia
 - B) Generalized anxiety disorder
 - C) Post traumatic stress disorder
 - D) Panic disorder
36. Applied Behaviour Analysis involves four steps. Which of the following two pairs are included?
- 1. Define and observe
 - 2. Enumerate and reward
 - 3. Observe and reinforce
 - 4. Intervene and test
- A) 1 & 2 only B) 1 & 4 only C) 2 & 4 only D) 3 & 4 only
37. Components of empathy are:
- A) Perceiving and advancing
 - B) Advancing and interpreting
 - C) Judging and communicating
 - D) Perceiving and communicating
38. Learning of fears is best explained by:
- A) Operant conditioning
 - B) Classical conditioning
 - C) Observational learning
 - D) Latent learning
39. An item to be remembered is given a “tag” at the time it is encoded for storage at an appropriate place, or “address”, in long-term memory is known as:
- A) Tip-of-the-tongue phenomenon
 - B) Information-processing model
 - C) Two-factor theory
 - D) Generation-recognition theory
40. A character in an old movie was a street person who wore aluminium foil on his head to protect his brain from the thought-controlling rays of the government. This is an example of:
- A) Persecution
 - B) Reference
 - C) Influence
 - D) Grandeur
41. Diana memorized her shopping list. However, when she got into the store, she found she had forgotten many of the items from the middle of the list. This is an example of:
- A) Inappropriate encoding
 - B) Retrograde amnesia
 - C) Proactive interference
 - D) The serial-position effect

42. The technique which can be used to study activities in a living human brain:
 1. Computerised Tomography 2. Ablation and Lesioning
 3. Stereotaxic procedures 4. Functional Magnetic Resonance Imaging
- A) 1 & 2 only B) 3 & 4 only C) 2, 3 & 4 only D) 1, 3 & 4 only
43. Author of *Spiritual intelligence: The ultimate intelligence* (2000)?
 A) Goleman B) Bhatia
 C) Jalota D) Danah Zohar and Ian Marshall
44. Jincy does not want to attend school trips, but her teacher has asked her not to miss them. She lies that she has an important family function on that day. However, she finds it uncomfortable. Jincy is experiencing----- conflict.
 A) Double avoidance B) Double approach
 C) Approach-avoidance D) Double approach, double avoidance
45. Riyas seems to have no self-confidence whatsoever. He seldom undertakes challenging tasks and usually does not participate in a group because he thinks others would tease him. The concept which best describes Ray's problem is:
 A) Self-efficacy B) Sublimation
 C) Type A personality D) Homethetic
46. Identify the correct statement/s:
 1. Self-perception theory suggests that subjects act as problem solvers
 2. The correlation between creativity and general mental ability is zero
- A) 1 only B) 2 only
 C) Both 1 and 2 D) Neither 1 nor 2
47. Which of the following factors reduces the accuracy of eyewitness testimony?
 1. Suggestibility 2. Source monitoring errors
 3. Interference 4. Illusion of out-group homogeneity
- A) 1, 2 & 3 only B) 1 & 3 only C) 1, 2 & 4 only D) 2, 3 & 4 only
48. 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

49. Assertion (A): The level of arousal for optimal performance varies for different tasks.
Reason (R): Too little arousal can be non-motivating, and 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
50. Assertion (A): Personality traits measured by 16 PF are source traits.
Reason (R): Cattell used oblique rotation to identify personality traits.
- 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. Assertion (A): When the moon is near the horizon, it looks larger than when it is high in the sky.
Reason (R): Size-distance principle explains it.
- 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
52. Identify the true statement/s:
Statement 1: Elements which has the same shape are grouped together while perceiving
Statement 2: Law of proximity states that when an individual perceives an assortment of objects, they perceive objects close to each other as forming a group.
- A) 1 only B) Both 1 and 2 C) 2 only D) Neither 1 nor 2
53. A researcher wants to determine how stimulus complexity and contrast (light/dark variation) affect infant's attention to stimuli. The IV and DV in this research are:
- A) IV- Stimulus complexity & DV- Length of time spent staring at the stimuli and stimulus contrast
B) IV- Stimulus contrast & DV- Length of time spent staring at the stimuli and Stimulus complexity
C) IV- Length of time spent staring at the stimuli & DV- Stimulus complexity and stimulus contrast
D) IV- Stimulus complexity and stimulus contrast & DV- Length of time spent staring at the stimuli

54. The Concept developed by Carol Ryff:
- A) Psychological well-being B) Signature strength
 C) Post-traumatic growth D) Online inhibition effect
55. Identify the Characteristics which are **not** applicable for episodic memory:
1. Emotional content very important 2. Uses comprehension as data
 3. Time-related organization 4. Low likelihood of forgetting
- A) 2 & 3 only B) 1 & 4 only C) 1, 2 & 4 only D) 2 & 4 only
56. Identify the correct statement/s.
1. Most schools of Indian thought attribute ignorance as a reason for human suffering
 2. Indian tradition and its applications are not widespread in the field of therapy and transpersonal psychology
- A) 1 only B) 2 only
 C) Both 1 and 2 D) Neither 1 nor 2
57. Ocho phobia is irrational fear of:
- A) Thunder B) Worms C) Speed D) Crowds
58. According to Freud, the resolution of the Oedipal complex:
- A) Is a sign of emergent genital sexuality
 B) It is marked by sublimation of libidinal energy
 C) It takes place only after the death of the mother
 D) It depends on the antipathy of the child towards the father
59. The sociological school of psychoanalysis, as represented by such theorists as Adler and Horney, is different from Freud in its:
- A) Increased emphasis on environmental influences on personality
 B) Decreased emphasis on the individuality of behavior
 C) Designation of the unconscious as a secondary force in personality development
 D) Institution of the ego with the exact instinctual origin as the id
60. Author of *The Myth of Mental Illness*:
- A) David Rosenhan B) Thomas Szasz
 C) Dorothea Dix D) Albert Ellis
61. Which of the following is **not** a mnemonic technique?
- A) Peg word system B) Imaginal code
 C) Categorical clustering D) Acrostic
62. The learned helplessness model put forth by Seligman is a model of:
- A) Schizophrenia B) Depression
 C) Mania D) Obsessive-compulsive disorder

63. Which of the following describes the correct sequence of electrical activity as it passes through a single nerve cell?
- A) Axon, dendrite, soma, vesicle
 - B) Soma, cell body, dendrite, vesicle
 - C) Dendrite, soma, axon, vesicle
 - D) Dendrite, cell body, vesicle, axon
64. Which of the following best characterizes the difference between the sympathetic and parasympathetic nervous systems?
- A) Voluntary movements versus involuntary movements
 - B) Energy expenditure versus energy conservation
 - C) Sensory neurons versus afferent nerve fibers
 - D) All-or-nothing versus graded potentials
65. REM sleep is characterized by:
- A) Sleepwalking
 - B) Delta waves
 - C) Night terrors
 - D) Dreams
66. The experiments of Hubel and Wiesel suggest a physiological basis for:
- A) Stereopsis
 - B) Visual feature detection
 - C) Depth perception
 - D) Sound localization
67. Which of the following pairs is/ are correctly matched?
1. Systematic variance: effect of the independent variable
 2. Extraneous variance: methodology artifacts
 3. Control of variables: randomization
- A) 1 only
 - B) 1 & 3 only
 - C) 1 & 2 only
 - D) 2 & 3 only
68. The six Uzgiris-Hunt scales are designed to capture six different processes of cognitive development, all occurring within what Piaget labeled the ----- stage.
- A) Preoperational
 - B) Sensorimotor
 - C) Formal operational
 - D) Concrete operational
69. Self-actualised people focus on problems outside themselves. They often dedicate themselves to a larger life purpose based on ethics or a sense of personal responsibility. This is one of the characteristics of self-actualized people suggested by Abraham Maslow.
- A) Realism and acceptance
 - B) Spontaneity
 - C) Problem centering
 - D) Continued freshness of appreciation

70. Who said, “(It) can seem like a miracle, so improbable an event as to be awe-inspiring,” and what is he or she describing?
- A) Abraham Maslow, describing self – actualization
 - B) Edward Deci, describing the intrinsic motivation
 - C) Deci and Ryan, describing self-determination theory
 - D) Henry Murray, describing the development of the Thematic Apperception Test
71. People who rate high on achievement motivation:
- A) Avoid competing with others
 - B) Are no more likely to achieve challenging goals than are people who rate low on achievement motivation
 - C) Have the capacity to delay gratification in working hard to achieve goals
 - D) Explain their failures as being due to a lack of effort or abilities
72. The social facilitation theory which explained that when others are present but are not evaluating performance, social facilitation effects are reduced:
- A) Distraction theory
 - B) Evaluation apprehension theory
 - C) Conflict theory
 - D) Theory of group polarization
73. Jeevan is told that Hannah is taller than Jimmy and Jimmy is taller than Reghu. When asked who is the shortest child, Jeevan thinks carefully, then answers, “Reghu.” Indicate which stage of cognitive development Jeevan is in.
- A) Sensorimotor
 - B) Concrete operational
 - C) Formal operational
 - D) Preoperational
74. After being rejected by a prestigious university, a student explains that he is glad because he would be happier at a smaller, less competitive college. This is:
- A) Undoing
 - B) Sublimation
 - C) Rationalization
 - D) Reaction formation
75. 7-year-old Reshmi prefers to play with girls and does not like playing with boys very much. Reshmi is probably in the ----- stage of sexual development.
- A) Anal
 - B) Phallic
 - C) Latency
 - D) Genital
76. Every time 4-year-old Parthiv touches his genitals, his parents call him a “dirty little boy” and slap his hands. According to Freud, Parthiv’s frustration may result in an unresolved developmental conflict called:
- A) Identification
 - B) Fixation
 - C) Sublimation
 - D) Denial
77. Surface traits are to source traits as:
- A) Aggression is to violent behavior
 - B) Friendly is to extraversion
 - C) Conscientiousness is to personality
 - D) Relaxed is to tense

78. Selin took the same personality test twice within three months. She obtained very different results each time. Which test did she most likely take?
 A) MMPI B) 16 PF C) TAT D) CPI
79. Your next-door neighbor is a shy, boring, and well-mannered French teacher. When you sign up for the sky-diving class, you are astonished to discover that he is one of the instructors. This indicates
 A) Fundamental attribution error
 B) Social categorization
 C) Self-serving bias
 D) Implicit personality theory
80. Sunny thinks football is a great all-around sport and desperately wants to make the football team. For the first few weeks, he trains hard every day. Gradually, however, he starts missing practice sessions, and on the day of the try outs he oversleeps, performs poorly, and gets cut in the first round. Sunny says, "Football is s-o-o boring. I'd much rather be on the basketball team". Which of the following concepts is being illustrated here?
 A) Cognitive dissonance B) Stereotyping
 C) In-group bias D) Out-group homogeneity
81. In an introductory anthropology class, students groan and laugh as they watch a film showing members of a remote tribe eating head lice, grubs, and iguanas. "How repulsive", remarked one-gum chewing student. "Those poor savages are ignorant and uncivilized," another student agreed as he put a pinch of chewing tobacco in his mouth. Which of the following social psychological concepts is being applied here?
 A) In-group bias B) Ethnocentrism
 C) Out-group homogeneity D) Stereotyping
82. According to Stanley Milgram, which of the following statements helps explain the teachers' willingness to deliver progressively stronger shocks to the learner in the original obedience experiment?
 A) The average person is willing to blame an authority figure for his or her own behavior
 B) The experimenter warned the teachers that they would be severely punished if they disobeyed his orders
 C) The teachers were physically and psychologically separated from the learner
 D) The teachers were selected based on their willingness to inflict pain in the name of scientific research.
83. Reflexes are:
 A) Learned B) Not learned
 C) Voluntary actions D) Complex activities

84. Match List-I (Types of validity) with List-II (Brief explanation):
- | List-I | List -II |
|------------------------|---|
| a. Concurrent validity | 1. Gives theoretically expected results |
| b. Construct validity | 2. Correlates high with a test measuring the same trait |
| c. Face validity | 3. Forecasts the trait-related performance |
| d. Predictive | 4. Gives overall impression that the test measures the intended trait |
- A) a-1, b-2, c-4, d-3 B) a-2, b-3, c-1, d-4
 C) a-2, b-1, c-4, d-3 D) a-3, b-1, c-4, d-2
85. An individual taking caffeine pills to stay awake during an all-night study session finds that he cannot write his term paper effectively. Unable to sleep, he immaculately cleans his apartment. Such performance is best predicted by the:
- A) Opponent-process theory B) Cocktail party phenomenon
 C) Filter Theory D) Yerkes- Dodson law
86. Who among the following was instrumental in the founding of ethology?
- A) E L Thorndike B) Konrad Lorenz
 C) John B Watson D) B F Skinner
87. If it works as planned, which of the following is the best example of escape?
- A) A client misses a session, so the therapist charges an extra fee
 B) A teacher gives detention to all late students
 C) A parent rescinds a curfew because a child gets good grades
 D) A doctor provides a lollipop to all children who do not cry when they get a shot
88. If a teacher wanted to get a timid student to participate in class events using shaping, she might -----.
- A) Utilize a time-out procedure
 B) Write a note to the child's parents
 C) Initially reinforce the student each time he looked up from his desk
 D) Only reinforce the child for speaking up
89. Three groups of subjects were presented with a list of 30 words, presented one at a time by the experimenter. Subjects in Group 1 were told to indicate whether the word had less than or more than five letters. Subjects in Group 2 were told to indicate whether the word referred to an agent or an action. Finally, subjects in Group 3 were told to indicate whether the word had one syllable or two syllables. After the list is presented, the subjects are asked to write down as many words as they can remember. According to the levels-of-processing theory, which of the following answer choices describes the order of a number of word subjects in each group recalled, from most to least?
- A) 1, 3, 2 B) 1, 2, 3 C) 2, 3, 1 D) 3, 1, 2

90. A 4-year-old, Mary, has an IQ score of 200. An 8-year-old, Jimmy, has an IQ score of 100. A 10-year-old, Johnny, has an IQ of 90. Assuming these are not deviation IQs, which child has the highest mental age?
- A) Mary
 B) Jimmy
 C) Johnny
 D) Mental age cannot be determined from the information given
91. The American Psychology Association (APA) was founded by:
- A) William James B) Stanley Hall
 C) John Dewey D) Wilhelm Wundt
92. A graphical representation of correlational data is called a:
- A) Bell curve B) Chi-square
 C) Scatterplot D) Skewed distribution
93. If a neuron will not fire regardless of the amount of stimulation, it is most likely:
- A) At its resting potential B) In its absolute refractory period
 C) In its refractory period D) An afferent neuron
94. It has been demonstrated that a tone of a single frequency causes a wide area of the basilar membrane to vibrate. Whose theory of pitch perception was disconfirmed by this finding?
- A) Helmholtz B) Hertz
 C) Wever D) Rutherford
95. Arrange the following stages of moral development in the sequence of their emergence as an individual grows up:
1. Morality of interpersonal cooperation
 2. Universal ethical principle orientation
 3. Social order maintaining
 4. Instrumental purpose orientation
- A) 4, 1, 2, 3 B) 4, 1, 3, 2 C) 1, 2, 4, 3 D) 2, 3, 4, 1
96. Match List-I (Social representations) with List-II (Explanations)
- | | |
|--------------------|---|
| List-I | List -II |
| a. Figuration | 1. Linking the idea with a specific well-known individual |
| b. Objectification | 2. Using images or metaphors to represent the idea |
| c. Anchoring | 3. Making the idea more accessible |
| d. Personification | 4. Setting the idea in a familiar context; making comparisons, using familiar classifications |
- A) a-2, b-3, c-1, d-4 B) a-2, b-4, c-3, d-1
 C) a-1, b-2, c-3, d-4 D) a-2, b-3, c-4, d-1

97. Match List-I (Method) with List-II (Procedure)
- | List-I | List -II |
|----------------------------|-----------------------|
| a. Experimental method | 1. Time sampling |
| b. Survey method | 2. Correlations |
| c. Observation method | 3. Personal interview |
| d. Non-experimental method | 4. Causal relations |
- A) a-4, b-3, c-2, d-1 B) a-2, b-3, c-4, d-1
 C) a-2, b-4, c-1, d-3 D) a-4, b-3, c-1, d-2
98. Identify the response rate and resistance to extinction in a variable interval reinforcement schedule:
- A) Rate of response is regular and steady; Resistance to extinction is very high
 B) Rate of response is very fast; Resistance to extinction is moderate
 C) Rate of response is very fast; Resistance to extinction is low
 D) Rate of response is very slow; Resistance to extinction is high
99. According to Heider's balance theory, which of the following will NOT be balanced?
- A) Sarath dislikes Meena, Meena likes Italian food, and Sarath likes Italian food
 B) Sarath dislikes Meena, Meena dislikes Italian food, and Sarath dislikes Italian food
 C) Sarath likes Meena, Meena dislikes Italian food, and Sarath dislikes Italian food
 D) Sarath likes Meena, Meena likes Italian food, and Sarath likes Italian food
100. Convergent and divergent thinking was first defined by:
- A) Herbert Simon B) J P Guilford
 C) Joseph Wolpe D) Raymond Cattell
101. Which of the following terms is **not** associated with Mary Ainsworth's studies of Ugandan infants?
- A) Insecure/ avoidant attachment
 B) Insecure/ aversive attachment
 C) Insecure/ resistant attachment
 D) Secure attachment
102. According to Zimbardo's study, wearing uniforms has been found to promote:
- A) Authoritarianism B) Social loafing
 C) Deindividuation D) Reactance

103. According to Albert Ellis, problematic emotional reactions are caused by:
- A) The fight-or-flight response
 - B) Catharsis
 - C) Catastrophic thinking
 - D) Excessive reliance on defense mechanisms
104. The Robber's cave experiment was used to study:
- A) The prisoner's dilemma
 - B) Groupthink
 - C) Social facilitation
 - D) Group and intergroup interactions
105. In a normal distribution, approximately what percentage of cases will fall within two standard deviations of the mean?
- A) 34 percent
 - B) 48 percent
 - C) 100 percent
 - D) 96 percent
106. Which of the following statements regarding quasi-experiments are true?
1. There is no random assignment of subjects in quasi-experiments
 2. There are no independent and dependent variables in quasi-experiments
 3. Quasi-experiments are ex-post facto studies
 4. Causal inferences cannot be made from quasi-experiments.
- A) 1 & 3 only
 - B) 2 & 4 only
 - C) 1, 3 & 4 only
 - D) 1, 2 & 3 only
107. The cephalocaudal trend in the motor development of children can be described simply as:
- A) Foot-to-head direction
 - B) Center-outward direction
 - C) Head-to-foot direction
 - D) Body-appendages direction
108. Addictive drugs that mimic endorphins and relieve pain and produce euphoria:
- A) Depressants
 - B) Stimulants
 - C) Opiates
 - D) Psychedelic drugs
109. Having watched her favorite cartoon characters fly into the air on many episodes, 4-year-old Sara confidently climbs a stepladder, then launches herself into the air, only to tumble into the yard. Because Sara experienced -----, she tried this stunt only once.
- A) Negative reinforcement
 - B) Punishment by application
 - C) Positive reinforcement
 - D) Punishment by removal
110. Group designs involve which of the following?
1. Randomised group design
 2. Complete design
 3. Factorial design
 4. Matched group design
- A) 1, 2 and 3 only
 - B) 1, 3 and 4 only
 - C) 2 and 4 only
 - D) 1, 2, 3 and 4

111. Samson had a vivid memory of a bad traffic accident near his home when he was a child. His mother, however, claims that Samson couldn't have witnessed the incident because he was in bed, asleep, when it occurred and that he had learned about the accident from television news reports. Samson's false memory is probably the result of:
- A) Retrieval cue failure B) Source confusion
C) Flashbulb interference D) Repression
112. Fathima discovered an old box of childhood toys in her attic. As she sorted through the box, she was flooded with memories of long-forgotten friends and experiences, including her first day of school and the games she played with neighbourhood children. The toys were acting as:
- A) Chunking cues
B) Retrieval cues
C) Cues that activated repressed memories
D) Serial presentation cues
113. The psychologist who defined signature strength as "Strength of character that a person owns, celebrates and frequently exercises":
- A) Suler B) Seligman
C) Victor Frankl D) Carol Ryff
114. Assertion (A): Complaints of poor intellectual ability by people with depression reflect motivational problems rather than cognitive ones.
Reason (R): Cognitive therapists help people with depression to identify how illogical thinking processes lead to negative automatic thoughts
- 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
115. Assertion (A): While carrying out surveys, if possible random samples are preferred to non-random samples.
Reason (R): Random samples usually permit less accurate generalization from samples to population.
- 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

116. State whether the following statements are true or false:
Statement 1: Psychodynamic theory explains that persons with schizophrenia regress to the pre-ego state of primary narcissism.
Statement 2: According to Freud, the symptoms of schizophrenia are efforts to re-establish ego control and contact with reality.
- A) Both 1 and 2 are true B) Both 1 and 2 are false
C) 1 is true and 2 is false D) 1 is false and 2 is true
117. The theories of intelligence appeared in which one of the following orders?
A) Binet-Simon, Thurstone, R B Cattell, Spearman
B) Binet-Simon, Spearman, Thurstone, R B Cattell
C) Spearman, Binet-Simon, Thurstone, R B Cattell
D) R B Cattell, Binet-Simon, Thurstone, Spearman
118. Which of the following are true for bootstrapping?
1. It involves a large number of sub-samples.
2. It does not rely on an assumption about population.
3. It is applicable in the case of non-metric data only
4. It is based on sample data only
- A) 1 and 2 only B) 1, 3 and 4 only
C) 1, 2 and 4 only D) 2, 3 and 4 only
119. As you walk out of the shoe store at the shopping mall and turn toward another store, you spot a person you dislike. You immediately duck back into the shoe store to avoid an unpleasant interaction with him. Because ----- has occurred, you are more likely to take evasive action when you encounter people you dislike in the future.
A) Negative reinforcement B) Punishment by application
C) Positive reinforcement D) Punishment by removal
120. One of Sajin's first jobs as an animal trainer was to train a pig to pick up a coin and deposit it into a piggy bank. Through shaping and reinforcement with food, Sajin had some initial success, but soon the pig was more interested in pushing the coin along the ground with its snout than in putting it in the bank.
A) Insight learning B) Classical conditioning
C) Instinctive drift D) Operant conditioning
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