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TEST BOOKLET

Sl. No. 00383

Subject Code : 22

Subject : Psychology

LECTURERS FOR NON-GOVT. AIDED COLLEGES OF ODISHA

Time Allowed : 3 Hours

Maximum Marks : 165

: INSTRUCTIONS TO CANDIDATES :

1. IMMEDIATELY AFTER THE COMMENCEMENT OF THE EXAMINATION, YOU SHOULD CHECK THAT THIS TEST BOOKLET CONTAINS 24 PAGES AND DOES NOT HAVE ANY UNPRINTED OR TORN OR MISSING PAGES OR ITEMS ETC. IF SO, GET IT REPLACED BY A COMPLETE TEST BOOKLET.
2. You have to enter your **Roll No.** on the Test Booklet 

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3. The Test Booklet contains **165** questions. Each question comprises four answers. You have to select the correct answer which you want to mark (darken) on the Answer Sheet. In case, you feel that there is more than one correct answer, you should mark (darken) the answer which you consider the best. In any case choose **ONLY ONE** answer for each question. If more than one answer is darkened it will be considered as wrong.
4. You have to mark (darken) all your answers **ONLY** on the **separate OMR Answer Sheet** provided, by using **BLACK BALL POINT PEN**. You have to do rough work on the space provided in the Test Booklet only. See instruction in the Answer Sheet.
5. All questions carry equal marks, i.e. of one mark for each correct answer and each wrong answer will result in negative marking of **0.25** mark.
6. Before you proceed to mark (darken) in the Answer Sheet the answers to various questions in the Test Booklet, you have to fill in some particulars in the Answer Sheet as per the instructions in your Admit Card.
7. After you have completed filling in all your answers on the Answer Sheet and after completion of the examination, you should hand over to the Invigilator the **Original Answer Sheet (OMR Answer Sheet)** issued to you. You are allowed to take with you the candidate's copy/second page of the Answer Sheet along with the Test Booklet after completion of the examination for your reference.

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RS - 25/22

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2018

1. Psychology is the science of human and animal \_\_\_\_\_.  
 (A) Mind  
 (B) Body  
 (C) Behaviour  
 (D) Soul
2. Which of the following is an important feature of Psychology as an empirical science?  
 (A) Argument  
 (B) Intuition  
 (C) Opinion  
 (D) Replication
3. Which of the following School of Psychology aimed to find the elements of immediate conscious experience?  
 (A) Behaviourism  
 (B) Structuralism  
 (C) Functionalism  
 (D) Gestalt School
4. Who among the following is considered as the founder of Behavioural School of Psychology?  
 (A) Edward B. Titchner  
 (B) William James  
 (C) John B. Watson  
 (D) Max Wertheimer
5. Psychoanalysts without an M. D. degree are known as \_\_\_\_\_.  
 (A) Lay  
 (B) Behavioural  
 (C) Dream  
 (D) Neo
6. Which of the following are called "house-keeping" cells of the nervous system?  
 (A) Axon  
 (B) Dendrite  
 (C) Neuroglia  
 (D) Myelin sheath
7. Which of the following is an important principle about nerve impulse?  
 (A) All-or-none-Law  
 (B) Law of Primacy  
 (C) Law of Symmetry  
 (D) Maximum-Likelihood Law
8. Axons carrying sensory information into the central nervous system are termed \_\_\_\_\_.  
 (A) Afferent Fibers  
 (B) Efferent Fibers  
 (C) Neuro-Transmitters  
 (D) Vesicles

9. Which of the following part of nervous system plays important role in reflex action ?
- (A) Cerebellum  
(B) Cerebral Cortex  
(C) Spinal Cord  
(D) Reticulum
10. Collection of axons in central nervous system is called \_\_\_\_\_.
- (A) Ganglion  
(B) Nucleus  
(C) Tract  
(D) Sheath
11. Which out of the following is concerned with **motivated behaviour** ?
- (A) Thalamus  
(B) Hypothalamus  
(C) Medulla  
(D) Cerebrum
12. The cerebral cortex has \_\_\_\_\_ major lobes.
- (A) Two  
(B) Three  
(C) Four  
(D) Five
13. Which of the following is 'true' when we are calm and relaxed ?
- (A) Parasympathetic system is active  
(B) Sympathetic system is active  
(C) Parasympathetic system is passive  
(D) Parasympathetic system is passive and sympathetic system is active
14. The Gestalt law of perceptual organization involving '**movement**' is :
- (A) Law of proximity  
(B) Law of similarity  
(C) Law of symmetry  
(D) Law of common fate
15. Which of the following statement is **not true** about figure and ground in perception ?
- (A) Figure has some sort of form  
(B) Figure has an object quality  
(C) Ground tend to be formless  
(D) Ground appears closer
16. Which of the following is wrongly paired ?
- (A) Interposition – Monocular cue  
(B) Linear perspective – Binocular cue  
(C) Stroboscopic motion – Apparent motion  
(D) Perceptual constancy – Environmental adaptation

17. Muller-Lyer illusion is \_\_\_\_\_.
- (A) Fully universal
  - (B) Culture specific
  - (C) Person specific
  - (D) Temporary
18. For nearer and nearer objects the eyes turn more and more towards each other. This phenomenon is known as \_\_\_\_\_.
- (A) Interposition
  - (B) Accommodation
  - (C) Convergence
  - (D) Retinal disparity
19. Seeing a ghost in a dark room is an example of \_\_\_\_\_.
- (A) Illusion
  - (B) Hallucination
  - (C) Delusion
  - (D) Perceptual defense
20. Biofeedback is based upon which principle of learning ?
- (A) Classical conditioning
  - (B) Operant conditioning
  - (C) Social learning
  - (D) Insightful learning
21. Which of the following is also known as 'Respondent Conditioning' ?
- (A) Operant Conditioning
  - (B) Insightful Learning
  - (C) Social Learning
  - (D) Classical Conditioning
22. Which of the following is correctly paired ?
- (A) Operant Conditioning – Kofka
  - (B) Insightful Learning – Skinner
  - (C) Social Learning – Bandura
  - (D) Classical Conditioning – Tolman
23. What is the correct sequence in the Observational Learning Process ?
- (A) Retention → Attention → Production → Motivation
  - (B) Attention → Retention → Production → Motivation
  - (C) Attention → Retention → Motivation → Production
  - (D) Retention → Attention → Motivation → Production
24. A schedule of reinforcement in which a variable amount of time must elapse before a response will yield reinforcement is \_\_\_\_\_ schedule of reinforcement.
- (A) Fixed Interval
  - (B) Variable Interval
  - (C) Fixed Ratio
  - (D) Variable Ratio

25. The principle that a more preferred activity can be used to reinforce a less preferred activity is known as :
- (A) Zeigarnik effect  
 (B) Flooding  
 (C) Premack principle  
 (D) Chaining principle
26. Which of the following is correctly paired ?
- (A) Short term memory – Cowan  
 (B) Episodic memory – Quillian  
 (C) Semantic memory – Tulving  
 (D) Sensory memory – Sperling
27. \_\_\_\_\_ is also known as method of successive approximation.
- (A) Shaping  
 (B) Chaining  
 (C) Chunking  
 (D) Rehearsal
28. Which of the following memory is difficult to put in words ?
- (A) Semantic memory  
 (B) Episodic memory  
 (C) Procedural memory  
 (D) Autobiographical memory
29. Who among the following is well known for the curve of forgetting ?
- (A) Pavlov  
 (B) Ebbinghaus  
 (C) Atkinson  
 (D) Tulving
30. Memories of where we were and what we were doing at the time of an emotion-provoking event are known as \_\_\_\_\_ memory.
- (A) Autobiographical memory  
 (B) Prospective memory  
 (C) Flashbulb memory  
 (D) Echoic memory
31. Which of the following arrangement is true in terms of level of forgetting in a descending order ?
- (A) Recall > Recognition > Relearning  
 (B) Relearning > Recall > Recognition  
 (C) Recognition > Recall > Relearning  
 (D) Recall > Relearning > Recognition

32. Application of undesirable stimulus (e. g. scolding by the boss ; extra homework for a student) is an example of :
- (A) Positive reinforcement
  - (B) Negative reinforcement
  - (C) Punishment
  - (D) Omission training
33. Form of conditioning in which the presentation of the conditioned stimulus precedes and does not overlap with the presentation of the unconditioned stimulus is called :
- (A) Delayed conditioning
  - (B) Trace conditioning
  - (C) Simultaneous conditioning
  - (D) Backward conditioning
34. When any one of the several properties puts an object in the class of the concept, it is a \_\_\_\_\_ concept.
- (A) Conjunctive concept
  - (B) Disjunctive concept
  - (C) Relational concept
  - (D) Simple concept
35. In which of the following source of error for reasoning, we search for positive evidence about our existing views ?
- (A) Hindsight
  - (B) Oversight bias
  - (C) Confirmation bias
  - (D) Emotion laden belief
36. What is **Not True** about 'heuristics' ?
- (A) Guarantees a solution
  - (B) Are mental rules of thumb
  - (C) Are rapid and efficient
  - (D) Extracted from past experiences
37. Identify the correct sequence of stages in creative thinking :
- (A) Illumination → Preparation → Incubation → Evaluation → Revision
  - (B) Illumination → Preparation → Incubation → Revision → Evaluation
  - (C) Preparation → Incubation → Illumination → Evaluation → Revision
  - (D) Preparation → Incubation → Illumination → Revision → Evaluation
38. With which of the heuristics, the error of Gambler's fallacy is attached ?
- (A) Representativeness heuristics
  - (B) Adjustment heuristics
  - (C) Availability heuristics
  - (D) Sub-goal heuristics

39. Who among the following has **not** developed a test for intelligence ?
- (A) David Wechsler
  - (B) Arthur Otis
  - (C) William Schutz
  - (D) Alan S. Kaufman
40. How many items are there in Standard Progressive Matrices ?
- (A) 30
  - (B) 40
  - (C) 50
  - (D) 60
41. The confluence theory explain that :
- (A) IQ tends to decrease with the birth order
  - (B) IQ tends to increase with the birth order
  - (C) IQ tends to initially decrease and then increase with the birth order
  - (D) IQ tends to intially increase and then decrease with the birth order
42. According to Gardener's multiple intelligence theory, an architect is strong in \_\_\_\_\_ intelligence.
- (A) Logical mathematical
  - (B) Bodily kinesthetic
  - (C) Visual-spatial
  - (D) Naturalistic
43. As per Sternberg's theorization, which of the following components of intelligence helps in problem solving ?
- (A) Meta Components
  - (B) Performance Components
  - (C) Knowledge-Acquisition Components
  - (D) Automated Components
44. Which of the following classic study provides evidence supporting the role of genetic factor in intelligence ?
- (A) Environmental deprivation study
  - (B) Project head start
  - (C) Research on birth order and intelligene
  - (D) Minnesota Study by Bouchard
45. If an individual's mental age and chronological age are equal, then IQ will be \_\_\_\_\_.
- (A) 0
  - (B) 1
  - (C) 10
  - (D) 100
46. Which of the following statement is not true about type of personality ?
- (A) They are hard driving
  - (B) They are easy going
  - (C) They live under constant pressure
  - (D) They show a kind of helplessness

47. As suggested by Freud, if the child's needs are under-satisfied during a specific stage of development, it would lead to \_\_\_\_\_ ?
- (A) Repression  
(B) Substitution  
(C) Fixation  
(D) Sublimation
48. In which stage of psychosexual development the feelings of 'Oedipus Complex' does appear ?
- (A) Oral Stage  
(B) Anal Stage  
(C) Phallic Stage  
(D) Latency Stage
49. Who among the following coined the concept 'collective unconscious' ?
- (A) Freud  
(B) Jung  
(C) Adler  
(D) Bandura
50. The psychologist who popularized '**Q-technology**' in personality research is \_\_\_\_\_ ?
- (A) Bandura  
(B) Maslow  
(C) Likert  
(D) Rogers
51. We feel happy when we smile. This view corroborates which of the following theory of emotion ?
- (A) James – Lange Theory  
(B) Cannon – Bard Theory  
(C) Schachter – Singer Theory  
(D) Opponent – Process Theory
52. Which of the following combination is correct ?
- (A) Fully Functioning Person – Horney  
(B) Peak Experience – Maslow  
(C) Womb Envy – Adler  
(D) Family Constellation – Rogers
53. Which of the following theory advocate that emotional reaction occur in action-reaction cycles ?
- (A) James – Lange Theory  
(B) Cannon-Bard Theory  
(C) Schachter-Singer Theory  
(D) Opponent-Process Theory
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(C) Womb Envy – Adler  
(D) Family Constellation – Rogers



55. An individual who is well-organised implies having higher score on \_\_\_\_\_ factor of personality ?

- (A) Agreeableness
- (B) Emotional Stability
- (C) Extraversion
- (D) Conscientiousness

56. Which of the following is not a projective measure of personality ?

- (A) Rorschach Test
- (B) Thematic Apperception Test
- (C) Sentence Completion
- (D) Adjective Check List

57. How many items are there in Minnesota Multiphasic Personality Inventory ?

- (A) 546
- (B) 556
- (C) 566
- (D) 576

58. "The emotion provoking stimulus simultaneously produce subjective reaction and physiological arousal" is suggested by :

- (A) James – Lange Theory

- (B) Cannon – Bard Theory
- (C) Schachter – Singer Theory
- (D) Opponent – Process Theory

59. The lust for power by Machiavelli is an example of \_\_\_\_\_ trait ?

- (A) Cardinal Trait
- (B) Central Trait
- (C) Source Trait
- (D) Surface Trait

60. Which therapy emphasizes 'unconditional positive regard' for personality development ?

- (A) Aversion therapy
- (B) Cognitive behaviour therapy
- (C) Client centered therapy
- (D) Behaviour therapy

61. Which of the following is a 'growth need' ?

- (A) Physiological need
- (B) Safety need
- (C) Belongingness need
- (D) Esteem need

62. What is the correct sequence in the Driver Theory of Motivation ?
- (A) Drive State -> Biological Need -> Activation of Behaviour -> Strengthening / Weakening of Behaviour
- (B) Biological Need -> Drive State -> Activation of Behaviour -> Strengthening / Weakening of Behaviour
- (C) Biological Need -> Activation of Behaviour -> Drive State -> Strengthening / Weakening of Behaviour
- (D) Drive State -> Activation of Behaviour -> Biological Need -> Strengthening / Weakening of Behaviour
63. Which of the following combination is correct ?
- (i) Need Hierarchy Theory      (a) Vroom
- (ii) Drive Theory                      (b) Maslow
- (iii) Expectancy Theory              (c) Geen et al
- (iv) Arousal Theory                    (d) Hull
- (A) i-b ; ii-c; iii-a; iv-d
- (B) i-b; ii-c; iii-d; iv-a
- (C) i-c; ii-b; iii-d; iv-a
- (D) i-b; ii-d; iii-a; iv-c
64. Yerkes-Dodson Law is associated with \_\_\_\_\_ theory of motivation.
- (A) Need Hierarchy Theory
- (B) Drive Theory
- (C) Arousal Theory
- (D) Instinct Theory
65. Who among the following belongs to social cognitive approach to personality ?
- (A) Karen Horney
- (B) Julian Rotter
- (C) Gordon Allport
- (D) Raymond Cattell
66. Which approach to personality emphasized upon personal growth and responsibility ?
- (A) Psychoanalytic approach
- (B) Socio-cognitive approach
- (C) Humanistic approach
- (D) Trait approach
67. The thought during preoperational period that the things in the physical world are alive and move by wills of their own is called \_\_\_\_\_.
- (A) Egocentrisim
- (B) Animism
- (C) Realism
- (D) Magic omnipotence

68. Mental representation of the world is called :
- (A) Signifiers  
(B) Signs  
(C) Intuition  
(D) Schema
69. What is the correct sequence of stages according to Piaget's theory ?
- (A) Sensorimotor → Preoperation → Formal Operation → Concrete Operation  
(B) Sensorimotor → Preoperation → Concrete Operation → Formal Operation  
(C) Preoperation → Sensorimotor → Concrete Operation → Formal Operation  
(D) Preoperation → Sensorimotor → Formal Operation → Concrete Operation
70. In which of the developmental stage the grade school children learn to win approval by making things :
- (A) Initiative versus Guilt  
(B) Industry versus Inferiority  
(C) Generativity versus Stagnation  
(D) Ego integrity versus Despair
71. The correct chronological progression of play in child is :
- (A) Cooperative Play → Parallel Play → Solitary Play  
(B) Cooperative Play → Solitary Play → Parallel Play  
(C) Solitary Play → Cooperative Play → Parallel Play  
(D) Solitary Play → Parallel Play → Cooperative Play
72. Around which age a child includes both a 'Subject' and 'Predicate' in the sentence types :
- (A) 1 – 2 years  
(B) 2 – 3 years  
(C) 3 – 4 years  
(D) 4 – 5 years
73. According to Kohlberg there are \_\_\_\_\_ stages of moral development.
- (A) Six  
(B) Seven  
(C) Eight  
(D) Nine
74. As per Piaget's theory, the tendency to understand new information in terms existing mental frame works is called as :
- (A) Adaptation  
(B) Assimilation  
(C) Accommodation  
(D) Integration

75. In which of the following stage of moral development, morality is judged in terms of human rights :
- (A) Punishment – and-Obedience Orientation
  - (B) Social – order – Maintaining Orientation
  - (C) Legalistic Orientation
  - (D) Universal Ethical Orientation
76. Gender schema theory focuses upon the \_\_\_\_\_ mechanisms underlying gender identity.
- (A) Physical
  - (B) Social
  - (C) Cognitive
  - (D) Emotional
77. When we try to make others like us by conveying that we like them, it is called \_\_\_\_\_.
- (A) Self promotion
  - (B) Self verification
  - (C) Self-depreciation
  - (D) Ingratiation
78. Who among the following propounded social identity theory ?
- (A) Tajfel and Turner
  - (B) Glen and Kramer
  - (C) Dalal and Mishra
  - (D) Sinha and Sinha
79. What is the full form of DSM ?
- (A) Disease and Supervision Manual
  - (B) Diagnostic and Supervision Manual
  - (C) Diagnostic and Statistic Manual
  - (D) Disease and Statistic Manual
80. After DSM – V, the new name for 'mental retardation' is \_\_\_\_\_ ?
- (A) Mental Disability
  - (B) Mental Deformity
  - (C) Intellectual Retardation
  - (D) Intellectual Disability
81. 'An individual suspects that everyone around him is trying to deceive him'. This is the symptom of \_\_\_\_\_ personality disorder.
- (A) Schizoid
  - (B) Paranoid
  - (C) Dissociative
  - (D) Antisocial
82. 'Grandiosity' is part of \_\_\_\_\_ personality disorder.
- (A) Narcissistic
  - (B) Avoidant
  - (C) Dependent
  - (D) Borderline

83. Which of the following is **not** a description of Histrionic personality disorder ?
- (A) Excessive Emotionality
  - (B) Attention Seeking
  - (C) Inappropriate provocative behaviour
  - (D) Social inhibition
84. Which of the following shows a correct match ?
- (A) Delusion – Type II Schizophrenia
  - (B) Withdrawal – Type I Schizophrenia
  - (C) Hallucination – Type II Schizophrenia
  - (D) Apathy – Type II Schizophrenia
85. Which of the following schizophrenics remain immobile in one position for a long period ?
- (A) Paranoid type
  - (B) Disorganized type
  - (C) Catatonic type
  - (D) Both Paranoid and Catatonic type
86. Delusions and hallucinations are most significant symptoms of which disorder ?
- (A) Anxiety
  - (B) Phobic
  - (C) Mood
  - (D) Schizophrenic
87. Which of the following patients exhibit self-schema ?
- (A) Depressive
  - (B) Phobic
  - (C) Manic
  - (D) Obsessive
88. Which of the following is **not** a symptom of Panick Attack Disorder ?
- (A) Pounding Heart
  - (B) Feeling of sadness
  - (C) Trembling / Shaking
  - (D) Hot flashes
89. Fear of isolation is known as \_\_\_\_\_.
- (A) Zelophobia
  - (B) Claustrophobia
  - (C) Emetophobia
  - (D) Autophobia
90. When amnesia involves 'all events within a particular period of time', it is known as \_\_\_\_\_.
- (A) Localized amnesia
  - (B) Selective amnesia
  - (C) Generalized amnesia
  - (D) Dissociative fuge

91. The individuals who show an almost total disregard for the rights and wellbeing of others are categorized under \_\_\_\_\_ disorder.
- (A) Bipolar  
 (B) Antisocial personality  
 (C) Schizoid personality  
 (D) Paranoid personality
92. Intense emotional feeling towards the therapist on the part of the patient is known as :
- (A) Resistance  
 (B) Transference  
 (C) Empathy  
 (D) Abreaction
93. Which of the following **does not** come under anxiety disorder ?
- (A) Generalized anxiety disorder  
 (B) Phobic disorder  
 (C) Bipolar disorder  
 (D) Obsessive-compulsive disorder
94. Which approach to psychotherapy has Free Association as an important procedure ?
- (A) Psychodynamic  
 (B) Behavioural  
 (C) Gestalt  
 (D) Humanistic
95. Which of the following therapy is based upon the principle of classical conditioning ?
- (A) Token Economy  
 (B) Systematic desensitization  
 (C) Aversion therapy  
 (D) Encounter groups
96. Who developed Rational-Emotive-Therapy ?
- (A) Fritz Perls  
 (B) Albert Bandura  
 (C) Mahoney  
 (D) Albert Ellis
97. Beck's cognitive behaviour therapy is most suitable for ?
- (A) Depression  
 (B) Conversion disorder  
 (C) Obsession  
 (D) Anxiety
98. What is common to diverse psychotherapeutic approaches ?
- (A) Free association  
 (B) Therapeutic alliance  
 (C) Unconditional acceptance  
 (D) Changing irrational thoughts
99. "If I don't get that promotion, my career will be completely over" — this type of beliefs are described by Ellis as \_\_\_\_\_.
- (A) Flooding  
 (B) Mirroring  
 (C) Substituting  
 (D) Catastrophizing

100. Cognitive Triad involves self, world around and \_\_\_\_\_.
- (A) Significant others
  - (B) Thinking pattern
  - (C) Future
  - (D) Emotions
101. The view that "A counsellor is an authentic Chameleon" was given by:
- (A) Rogers
  - (B) Maslow
  - (C) Lazarus
  - (D) Seligman
102. During counselling asking for minute and obscure details about the client is known as:
- (A) Clarifying
  - (B) Deepening
  - (C) Understanding
  - (D) Probing
103. Among the following, which is a directive approach to counselling?
- (A) Behaviouristic approach
  - (B) Gestalt approach
  - (C) Existential approach
  - (D) Humanistic approach
104. Super ego is:
- (A) Morality principle
  - (B) Pleasure principle
  - (C) Reality principle
  - (D) Principle of Veracity
105. The match between the counsellor and counselee is known as:
- (A) Interdependence
  - (B) Counsellor-client fit
  - (C) Working alliance
  - (D) Normative alliance
106. The pathological way of distorting reality, as per psychoanalysis, is \_\_\_\_\_.
- (A) Stress
  - (B) Anxiety
  - (C) Psychosis
  - (D) Defense
107. Shame Attacking exercise is used in \_\_\_\_\_ therapy.
- (A) REBT
  - (B) CBT
  - (C) Systematic Desensitisation
  - (D) Aversion Therapy
108. A criticism of the cognitive approach to understanding mental health problem is that:
- (A) It has not been shown to be successful at helping individuals with depression.
  - (B) There is a too much of focus on sexuality
  - (C) It is not relevant in the 21<sup>st</sup> Century
  - (D) It can be direct and confrontational and might be seen intimidatory to client.

109. Which of the following ego state is **not** discussed in Transactional Analysis ?

- (A) Infant
- (B) Child
- (C) Adult
- (D) Parent

110. Which of the following is an important feature of Adult ego state as per transactional analysis ?

- (A) Judgmental
- (B) Rule maker
- (C) Information seeking
- (D) Moralising

111. **'Jayant has a history of troubled relationships and impulsive behaviour. However, he is adamant that he is experiencing high levels of well-being.'**

According to the Complete State Model, Jayant can be described as :

- (A) Languishing
- (B) Flourishing
- (C) Floundering
- (D) Struggling

112. Health Belief Model was developed by \_\_\_\_\_.

- (A) Rogers
- (B) Rosenstock

- (C) Ajzen
- (D) Fisher and Fisher

113. How is the approach of the Leventhal's Self-Regulatory Model best described ?

- (A) This approach assumes perceived behavioural control influences intentions and behaviour directly
- (B) This approach assumes a person is likely to do what he or she intends to do.
- (C) In this approach, the patient is viewed as a problem solver, attempting to make sense of an illness.
- (D) In this approach, the learning of health-related information is a pre-requisite to action

114. The term health involves :

- (A) A balance among physical, mental, and social well-being
- (B) The absence of disease or infirmity
- (C) A reduction in physical pain and social pain
- (D) Surgically treating physical ailments to eliminate chronic pain



115. A health psychologist who designs a media campaign to get people to improve their diets is focusing on :
- (A) Health promotion and maintenance
  - (B) Prevention and treatment of illness
  - (C) The etiology and correlates of health, illness, and dysfunction
  - (D) The health care system and the formulation of health policy
116. Within attention deficit / hyperactivity disorder, which of the following is not classified as a problem relating to poor attention ?
- (A) Easily distracted
  - (B) Dislikes tasks involving mental effort, e. g. homework
  - (C) Appears routinely forgetful
  - (D) Experiences difficulties in waiting in turn
117. Echolalia is defined as :
- (A) Singing consistently instead of using word to speak
  - (B) Repeating words or phrases that have been said by others
  - (C) Speaking in a monotone
  - (D) Using no words or sounds
118. Which of the following is **not** a characteristic of a person with Autism Spectrum Disorder ?
- (A) A typical growth and physical development
  - (B) Extreme fascination and pre-occupation with specific objects
  - (C) Delayed speech and language development
  - (D) Self-stimulation behaviours
119. Tendency to restrict our attention to the event in question and ignore the consequences and context of the event is known as :
- (A) Affective Forecasting
  - (B) Impact Bias
  - (C) Focalism
  - (D) Immune Neglect
120. Self-esteem is the \_\_\_\_\_ component of Self-concept.
- (A) Action
  - (B) Emotional
  - (C) Evaluative
  - (D) Contemplative
121. The self formed upon social obligations and responsibilities is \_\_\_\_\_.
- (A) Actual Self
  - (B) Ought Self
  - (C) Ideal Self
  - (D) Virtual Self

122. Broaden-and-Build Model was advocated by \_\_\_\_\_.
- (A) Ryff and Singer  
 (B) Fredrickson  
 (C) Seligman and Peterson  
 (D) Lyubomirsky
123. What combination of Skill Level and Challenge Level can foster "Flow" state ?
- (A) Low Skill Level – Low Challenge Level  
 (B) High Skill Level – Low Challenge Level  
 (C) Low Skill Level – High Challenge Level  
 (D) High Skill Level – High Challenge Level
124. What are the two main types of optimism ?
- (A) Learned and dispositional optimism  
 (B) Learned and conditional optimism  
 (C) Hopeful and regrettable optimism  
 (D) Evolutionary and dispositional optimism
125. Seligman et al (1998) found that people who explained their negative situation as \_\_\_\_\_, \_\_\_\_\_ and \_\_\_\_\_ were optimistic.
- (A) Circumstantial ; personal ; specific  
 (B) Circumstantial ; temporal ; specific  
 (C) Permanent ; factual ; notional  
 (D) Circumstantial ; temporal ; pervasive
126. If you had some spare money, spending money in shopping might induce a sense of \_\_\_\_\_ while helping the needy would induce a sense of \_\_\_\_\_ ?
- (A) Happiness ; contentment  
 (B) Materialism ; spirituality  
 (C) Pleasure ; gratification  
 (D) Temporary optimism ; more long-lasting optimism
127. Which of the following is an example of eudaimonia ?
- (A) A person who is excited about an upcoming tour  
 (B) A person who is deeply involved in solving a difficult problem and satisfied when a creative solution is found  
 (C) Cricket audience singing and shouting at the World Cup  
 (D) Winning Rs. 4000 in a contest and inviting friends for a treat.
128. Repression refers to :
- (A) Thoughts mistakenly held out of awareness  
 (B) Thoughts actively held out of awareness  
 (C) Forgetfulness  
 (D) The fact that all thoughts emotions and actions are determined

129. Emotion intelligence is :
- (A) Knowledge of emotional states
  - (B) The ability to feign emotions when necessary
  - (C) The ability to recognise and control one's own and others' emotions
  - (D) The emotional reaction that occurs when completing an intelligence test
130. A psychologist who is studying extrasensory perception, will be termed as \_\_\_\_\_.
- (A) Clinical Psychologist
  - (B) Parapsychologist
  - (C) Industrial Psychologist
  - (D) Experimental Psychologist
131. The famous book 'Authentic Happiness' was authored by :
- (A) Martin Seligman
  - (B) Rollo May
  - (C) Viktor Frankl
  - (D) Robin Sharma
132. The stage in the process of counselling in which the client and the counsellor come close to each other is :
- (A) Assessment
  - (B) Rapport establishment
  - (C) Intervention
  - (D) Termination
133. ADHD in children is most often treated with the drug :
- (A) Haldol
  - (B) Thorazine
  - (C) Ritalin
  - (D) Valium
134. Attitude which is conscious and easy to report is called \_\_\_\_\_.
- (A) Explicit Attitude
  - (B) Implicit Attitude
  - (C) Formal Attitude
  - (D) Informal Attitude
135. Attitudes can also be classically conditioned even without our awareness. This phenomenon is known as \_\_\_\_\_ conditioning.
- (A) Instrumental conditioning
  - (B) Forward conditioning
  - (C) Indirect conditioning
  - (D) Subliminal conditioning
136. Groups of people with whom we identify and whose opinions we value are called \_\_\_\_\_.
- (A) Reference Groups
  - (B) Charismatic Groups
  - (C) Matched Groups
  - (D) Anchoring Groups

137. A theory which advocates that prejudice stems, at least in part, from economic competition between social groups is \_\_\_\_\_.
- (A) Contact Hypothesis  
 (B) Suicidal Identity Theory  
 (C) Realistic Conflict Theory  
 (D) Repulsion Hypothesis
138. The technique for gaining compliance in which an offer is changed to make it less attractive to the target person after this person has accepted it is called \_\_\_\_\_.
- (A) Foot-in-door-technique  
 (B) Door-in-the-face-technique  
 (C) Lowball procedure  
 (D) That's-not-all-technique
139. If members in a group are performing additive tasks, then \_\_\_\_\_.
- (A) Social loafing will be less  
 (B) Social loafing will be more  
 (C) Social loafing will not exist  
 (D) Level of social loafing cannot be decided
140. The tendency of the members to assume that their decision cannot be wrong and all members should support it strongly is called \_\_\_\_\_.
- (A) Group Shift  
 (B) Group Schism  
 (C) Group Polarization  
 (D) Group Think
141. Population : Sample :: \_\_\_\_\_ : Statistic :
- (A) Dimension  
 (B) Variable  
 (C) Parameter  
 (D) Criterion
142. Which of the following scale uses ranks for measurement ?
- (A) Nominal  
 (B) Ordinal  
 (C) Interval  
 (D) Ratio
143. The relationship between standard deviation (SD) and variance (V) is \_\_\_\_\_.
- (A)  $V = SD$   
 (B)  $V = 2SD$   
 (C)  $V = SD^2$   
 (D)  $V = \sqrt{SD}$
144. In which of the following case product moment correlation method **should not** be used to see the relationship :
- (A) Age and Emotional Intelligence  
 (B) Gender and Emotional Intelligence  
 (C) Job Tenure and Emotional Intelligence  
 (D) Work Autonomy and Emotional Intelligence

145. 't' test : Comparison : : Regression :  
 \_\_\_\_\_  
 (A) Relationship  
 (B) Difference  
 (C) Prediction  
 (D) Association
146. In the regression equation  $Y = a + bX$ , the symbol 'a' represents \_\_\_\_\_  
 (A) Intercept  
 (B) Regression coefficient  
 (C) Criterion  
 (D) Predictor
147. If a researcher changes the level significance from .01 to .001, the probability of Type II error will :  
 (A) Decrease  
 (B) Increase  
 (C) Remain same  
 (D) First increases and then decreases
148. If a test consists of very easy items, the distribution of the scores will be \_\_\_\_\_  
 (A) Positively skewed  
 (B) Negatively skewed  
 (C) Not skewed at all  
 (D) Symmetrical
149. ANOVA is best suitable for \_\_\_\_\_ research design.  
 (A) Survey  
 (B) Cross-sectional  
 (C) Experimental  
 (D) Field Study
150. In case of 't' test, the distribution of the scores has a \_\_\_\_\_ shape.  
 (A) Platykurtic  
 (B) Leptokurtic  
 (C) Mesokurtic  
 (D) Positively skewed shape
151. The value of correlation coefficient varies in between \_\_\_\_\_ to \_\_\_\_\_  
 (A) 0 to 1  
 (B) 0 to  $\infty$   
 (C) - 1 to + 1  
 (D)  $-\infty$  to  $+\infty$
152. Which of the following is the non-parametric counterpart of one way ANOVA ?  
 (A) Mann Whitney U test  
 (B) Sign test  
 (C) Chi-square test  
 (D) Kruskal-Wallis test
153. Which of the following is a motivator according to Herzberg's two factor theory ?  
 (A) Company policy  
 (B) Interpersonal relation  
 (C) Technical supervision  
 (D) Responsibility

154. The idea that a subordinate should have only one superior to whom he or she is directly responsible is known as \_\_\_\_\_.
- (A) Span of control  
 (B) Unity of command  
 (C) Chain of command  
 (D) Departmentalization
155. The design with a small core organization that outsources major business functions is called :
- (A) Matrix structure  
 (B) Simple structure  
 (C) Virtual organisation  
 (D) Boundary-less organization
156. The Job characteristics model was developed by :
- (A) McGregor  
 (B) Hackman and Oldham  
 (C) Porter and Lawler  
 (D) Uday Pareek
157. Which of the following is general motive as per McClelland's description ?
- (A) Curiosity motive  
 (B) Motive for recognition  
 (C) Hunger motive  
 (D) Motive for sex
158. Which of the following is a process theory of work motivation ?
- (A) Need hierarchy theory  
 (B) ERG Theory  
 (C) Two-factor Theory  
 (D) Expectancy Theory
159. Goal setting theory suggests goals should be :
- I. Financially rewarding  
 II. Difficult  
 III. Specific  
 IV. Easy to measure
- (A) II and III  
 (B) I, III and IV  
 (C) III and IV  
 (D) II and IV
160. The sequence of needs in Maslow's Need Hierarchy theory is :
- (A) Physiological → Love → Safety → Esteem → Self-Actualization  
 (B) Physiological → Safety → Esteem → Love → Self-Actualization  
 (C) Physiological → Safety → Love → Esteem → Self-Actualization  
 (D) Physiological → Safety → Love → Self-Actualization → Esteem

161. In Expectancy theory, \_\_\_\_\_ is a perception about the extent of which performance will result in the attainment of outcomes.
- (A) Expectancy
  - (B) Valence
  - (C) Instrumentality
  - (D) Effort
162. While reporting a Pearson's product moment correlation coefficient in APA format, what letter do you use ?
- (A) This would be 'P'
  - (B) This would be 'r'
  - (C) This would be 'k'
  - (D) This would be 'β'
163. A regression analysis is inappropriate when :
- (A) You have two variables that are measured on an interval or ratio scale.
  - (B) You want to make predictions for one variable based on information about another variable.
  - (C) The pattern of data points form a reasonably straight line
  - (D) There is heteroscedasticity in the scatter plot
164. The "ABC's of attitudes" refers to :
- (A) Aptitude, believe and cognition
  - (B) Affect, behaviour and cognition
  - (C) Affect, behaviour and compliance
  - (D) Attraction, believe and compliance
165. As per self-perception theory in attitude formation, behaviour shapes attitudes :
- (A) Only of self-monitoring people
  - (B) When behaviour is inconsistent with attitudes
  - (C) When attitudes are weak and ambiguous
  - (D) Only in the area of sensitive social issues



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