

1. _____ has been referred to as the "Master Gland" of the endocrine system.

- (A) Pituitary gland
- (B) Pineal gland
- (C) Adrenal gland
- (D) Thyroid gland

2. Patients (recently recovered) who are emotionally depressed take longer than non-depressed patients to recognize pictures related to hospital, doctors and ambulance. This is an example of _____.

- (A) Aversive stimulation
- (B) Perceptual defense
- (C) Absolute threshold
- (D) Unconscious guard

3. The moon illusion is best explained by _____.

- (A) The effects of depth cues on apparent distance
- (B) The perceptual closure effect

- (C) The denser atmosphere along the horizon
- (D) Convergence

4. Match List – 1 with List – 2 and give your answer with the codes given below :

List – 1

List – 2

- | | |
|---|----------------------------|
| p. Memory for factual information that we acquire at a specific time | 1. Procedural |
| q. Memory for general, abstract knowledge that we don't remember acquiring at a specific time | 2. Episodic |
| r. Memory for information necessary to perform skilled motor activity | 3. Autobiographical memory |
| s. Memory for events in our life | 4. Semantic memory |

Codes :

- | | | | | |
|-----|---|---|---|---|
| | p | q | r | s |
| (A) | 2 | 4 | 1 | 3 |
| (B) | 4 | 1 | 3 | 2 |
| (C) | 3 | 2 | 4 | 1 |
| (D) | 1 | 3 | 2 | 4 |

5. Memory can be distorted by being influenced by the individual's expectations rather than actually what has happened. This is known as _____.
- (A) Mood dependent memory
 - (B) Mood congruence effect
 - (C) Flashbulb memory
 - (D) Confirmation bias
6. Prosopagnosia results in an inability to _____.
- (A) Detect individual differences among the faces
 - (B) Distinguish tastes
 - (C) Express feelings through facial expressions
 - (D) Detect movement
7. Encoding of new memories is most likely to be disrupted by _____.
- (A) Left frontal lobe
 - (B) Hippocampus
 - (C) Hypothalamus
 - (D) Amygdala
8. _____ refers to the degree to which incoming information is processed so that it can be tied to, or integrated with, existing memories.
- (A) Maintenance rehearsal
 - (B) Elaboration
 - (C) Organization
 - (D) Chunking
9. The place where an axon of one neuron can send signals to the membrane (dendrite or cell body) of another neuron is called _____.
- (A) Synapse
 - (B) Terminal Button
 - (C) Cell body
 - (D) Neuromodulator
10. _____ contains part of the reticular formation including nuclei that control vital function such as regulation of the cardiovascular system, respiration and skeletal muscle tonus.
- (A) Pons
 - (B) Thalamus
 - (C) Medulla
 - (D) Amygdala

11. What is the major role of basal ganglia ?
- (A) Emotions regulation
 - (B) Decision making
 - (C) Maintaining voluntary motor functions
 - (D) Relaying sensory information to different parts of the brain
12. Which of the following is an inaccurate description of thalamus ?
- (A) Relay station for sensory impulses
 - (B) Controls hormonal secretion in posterior pituitary gland
 - (C) Maintains the arousal state
 - (D) Produces complex reflex movements
13. Which of the following neurotransmitters do not affect sleep and arousal ?
- (A) Acetylcholine
 - (B) Norepinephrine
 - (C) Serotonin
 - (D) Glycine
14. The fact that a nearer object may obscure a distant object from the view is because of _____.
- (A) Interposition
 - (B) Proximity
 - (C) Figure-ground
 - (D) Closure
15. Skinner arranged a box so that food was presented to food-deprived pigeons automatically every fifteen seconds "with no reference whatsoever to the bird's behaviour". It resulted in what Skinner called _____.
- (A) Generalization
 - (B) Discrimination
 - (C) Superstitious behaviour
 - (D) Operant behaviour

16. Out of the four types of partial reinforcement schedules, resistance to extinction occurs in _____.
- (A) Variable-ratio schedule and Fixed-ratio schedule
- (B) Fixed-ratio schedule and Fixed-interval schedule
- (C) Fixed-interval schedule and Variable-interval schedule
- (D) Variable interval schedule and Variable-ratio schedule
17. Which of the following is not a procedure developed from classical conditioning principles ?
- (A) Flooding
- (B) Systematic desensitization
- (C) Token economy
- (D) Aversion Therapy
18. Which of the following psychologists did not believe that human behaviour was on a continuum with animal behaviour and that humans naturally shared the aggressive impulses of animals ?
- (A) Freud
- (B) James
- (C) Skinner
- (D) Rogers
19. Which of the following contingencies in instrumental/operant conditioning decreases the likelihood of response ?
- (A) Positive reinforcement and omission of reinforcement
- (B) Punishment and omission of reinforcement
- (C) Negative reinforcement and punishment
- (D) Omission of reinforcement and negative reinforcement
20. Which of the following is **not** an example of cognitive learning ?
- (A) Cognitive Maps
- (B) Insightful Learning
- (C) Latent Learning
- (D) Trial and Error Learning

21. Heuristics are problem solving strategies which _____.

- (A) Use random search strategies
- (B) Guarantee success in solving problem
- (C) Use a trial and error approach
- (D) Reduce the number of alternatives

22. Which of the following tests are considered to be culture-fair tests of intelligence ? Choose the correct code given below :

1. Catell's culture fair test of intelligence
2. Raven's Progressive Matrices
3. Weschler's intelligence scale for children
4. Goodenough-Harris draw a person test

Codes :

- (A) 1 only

(B) 1 and 2 only

(C) 1, 2 and 3 only

(D) 1, 2 and 4 only

23. Given below are two statements one labeled as Assertion(A) and the other labeled as Reasoning(R) :

Assertion(A) : Gestalt psychologists provide evidence for problem solving by insight.

Reasoning (R) : Through problem solving or reasoning people restructure their knowledge.

In the context of the two statements which one of the following is correct ?

Codes :

(A) Both (A) and (R) are true and (R) is the correct explanation for (A)

(B) Both (A) and (R) are true but (R) is not the correct explanation for (A)

(C) (A) is true but (R) is false

(D) (R) is true but (A) is false

24. All except _____ are the characteristics of a creative person.

- (A) Prefers complexity
- (B) Independent in judgement
- (C) Self assertive
- (D) Follow specific rule

25. Which of the following is least likely to serve as a barrier to problem solving ?

- (A) Irrelevant information
- (B) Mental set
- (C) Analogies
- (D) Functional fixedness

26. Sternberg's Triarchic theory of Intelligence suggests that there are three basic forms of intelligence, namely _____, experiential and contextual.

- (A) Crystallized
- (B) Conceptual
- (C) Componential
- (D) Practical

27. Match List – 1 and List – 2 and indicate your answer with codes given below :

List – 1

List – 2

- | | |
|--------------------------|--------------------------|
| p. Analytical psychology | 1. Peak experience |
| q. Individual psychology | 2. Transference neurosis |
| r. Humanistic psychology | 3. Will to power |
| s. Psychoanalysis | 4. Archetypes |

Codes :

- | | | | | |
|-----|---|---|---|---|
| | p | q | r | s |
| (A) | 2 | 4 | 1 | 3 |
| (B) | 4 | 3 | 1 | 2 |
| (C) | 1 | 3 | 4 | 2 |
| (D) | 4 | 2 | 3 | 1 |

28. Freud believed that _____ could redirect psychic energy into more prosocial activities.

- (A) Sublimation
- (B) Rationalization
- (C) Projection
- (D) Denial

29. Which of the below given stages in Erickson's theory of personality is associated with the development of wisdom ?
- (A) Identity versus Role confusion
 - (B) Industry versus Inferiority
 - (C) Ego integrity versus Despair
 - (D) Generativity versus Stagnation
30. According to Carl Jung's theory of personality 'Great mother' is an example of _____.
- (A) Archetype
 - (B) Prototype
 - (C) Anima
 - (D) Fundamental psychic energy
31. Which of the following is not a part of the "big five" traits of personality as proposed by Costa and McCrae ?
- (A) Agreeableness
 - (B) Conscientiousness
 - (C) Machiavellianism
 - (D) Extraversion
32. Jung, Alder and Horney all disagreed with Freud over his emphasis on the importance of _____.
- (A) Sex and aggression
 - (B) Psychosexual stages
 - (C) Cultural influences
 - (D) Unconscious motivation
33. A person with limited intelligence who shows exceptional abilities in art, music, mental arithmetic or calendar reading is called _____.
- (A) Genius
 - (B) Gifted
 - (C) Savant
 - (D) Dyslexic
34. The "polygraph" or "lie detector" primarily measures which component of emotion ?
- (A) Attribution
 - (B) Emotional expression
 - (C) Physiological arousal
 - (D) Vocal modulation

35. An abstract representation of an idealized member of a class of objects or events is known as :
- (A) Schema
 - (B) Prototype
 - (C) Mental representation
 - (D) Template
36. The inverted U function describes the relationship between :
- (A) Deprivation and sex drive
 - (B) Stimulation and curiosity
 - (C) Arousal and performance
 - (D) Achievement and curiosity
37. Which of the following is not true of high n-achievement people ?
- (A) They prefer to work on moderately challenging tasks which promise success
 - (B) They dislike feedback on how they are functioning
 - (C) They like to work in situations in which they have some control over the outcome
 - (D) When they are successful, they raise their level of aspiration in a realistic way
38. A general arousal leads to the assessment which in turn leads to the subjective feelings. This is the argument of _____ theory of emotion.
- (A) James-Lange
 - (B) Cannon-Bard
 - (C) Schachter-Singer
 - (D) Solomon
39. _____ produces distressing physiological effects such as nausea, vomiting, body weakness, drowsiness and pallor.
- (A) Transcranial magnetic
 - (B) Vestibular stimulation
 - (C) Cosyntropin stimulation
 - (D) Vagal stimulation

40. According to Jung, the archetype representing the feminine side of males is _____.
- (A) Animus
 - (B) Shadow
 - (C) Persona
 - (D) Anima
41. In Piaget's theory of cognitive development, incorporation of new information into existing mental framework is called _____.
- (A) Assimilation
 - (B) Accommodation
 - (C) Schematization
 - (D) Equilibration
42. According to Kohlberg, a stage of moral development during which individuals judge morality largely in terms of existing social norms or rule is called _____.
- (A) Preconventional level
 - (B) Conventional level
 - (C) Postconventional level
 - (D) Protoconventional level
43. The Palmar grasp reflex is so strong during the _____ after birth that many infants can use it to support their entire weight.
- (A) First week
 - (B) Second week
 - (C) Third week
 - (D) Fourth week
44. A disorder involving pre-occupation with fears of diseases or illness is _____.
- (A) Hypochondriasis
 - (B) Conversion disorder
 - (C) Schizophrenia
 - (D) Paranoia
45. The major symptom of panic disorder is _____.
- (A) Episodes of intense fear and discomfort
 - (B) Crying and shouting
 - (C) Extreme anxiety over hygiene
 - (D) Severe hallucinations and delusions

46. Progressive Relaxation Technique is a part of _____.
- (A) Behavioural coping technique
 - (B) Cognitive coping technique
 - (C) Indigenous coping technique
 - (D) Physiological coping technique
47. Self chosen ethical principles, personal standards and reason constitute the basis of moral choices in _____ stage of moral development.
- (A) Pre-conventional
 - (B) Post-conventional
 - (C) Conventional
 - (D) Instrumental orientation
48. Longitudinal and cross sectional designs can be used to study how behaviour changes as a function of age. A disadvantage of cross sectional studies is that the result can be influenced by :
- (A) Random assignment
 - (B) Socio-economic factors
 - (C) Cohort difference
 - (D) Participant attrition
49. Which statement is not **true** about Chomsky's theory of language development ?
- (A) There is a universal grammar
 - (B) Language acquisition is genetically wired
 - (C) There is an innate modular language
 - (D) Language acquisition is based on reinforced learning
50. _____ behaviour is that aspect of bulimia in which an individual eliminates food from the body by such measures as vomiting, taking laxatives, diuretics or enemas.
- (A) Purging
 - (B) Regurgitation
 - (C) Belching
 - (D) Bruxism

51. The ability to imitate a person or pretend a behaviour in the absence of that person or the displayed behaviour is called _____ which indicates that children form _____.

- (A) Imitation, Mental Representation
- (B) Deferred Imitation, Mental Representation
- (C) Secondary Imitation, Representation
- (D) Tertiary Imitation, Symbolic Thought

52. Backward masking in behaviour therapy refers to _____.

- (A) Removal of the reinforcement after effective backward chaining of a behaviour
- (B) The ability of a stimulus to interfere with perception of a stimulus presented just before it

- (C) Prompting of a response before the actual training
- (D) Removal of a reinforcement following maladaptive responding

53. Delirium is a _____.

- (A) State of perceptual anomaly
- (B) State of **de ja vu**
- (C) Dream-like ecstatic state
- (D) Short state of confusion

54. Children have an impressive _____, as a result of which long before they start to talk, they acquire a stock of speech structures from which they later learn meanings.

- (A) Discriminatory learning practice
- (B) Statistical learning capacity
- (C) Pre-syntactic learning capacity
- (D) Perceptual discrimination capacity

55. Conversion disorder that is characterized by the presence of neurological symptoms not consistent with any particular organic cause was formerly referred to as :
- (A) Hysteria
 - (B) Hypochondriasis
 - (C) Hypomania
 - (D) Histrionic Personality disorder
56. _____ is a persistent discomfort about one's biological sex or the sense that the gender role of that sex is inappropriate.
- (A) Cross-gender identification
 - (B) Gender dysphoria
 - (C) Trans-sexualism
 - (D) Autogynephilia
57. Individuals with _____ are usually unable to form social relationships and lack interest in doing so.
- (A) Schizotypal personality disorder
 - (B) Schizoid personality disorder
 - (C) Antisocial personality disorder
 - (D) Avoidant personality disorder
58. According to Ainsworth, as evident in the strange situation task, children do not seek proximity to the mother after she has left and typically they do not seem to be distressed at all in _____ attachment pattern.
- (A) Disorganized-Disoriented
 - (B) Ambivalent
 - (C) Secure
 - (D) Avoidant
59. If I am simply looking for ways to lead a more meaningful life, I should seek _____ to benefit the most.
- (A) Humanistic therapy
 - (B) Behaviour therapy
 - (C) Psychoanalytic therapy
 - (D) Cognitive Behavioural therapy

60. If a person who claims to be the King of a developed nation, when he or she is not, is an example of a _____ delusion.

- (A) Grandiose
- (B) Persecutory
- (C) Erotomaniac
- (D) Somatic

61. Large scale research conducted to identify risk factors that lead to the development of certain diseases is called _____.

- (A) Experimental studies
- (B) Epidemiological studies
- (C) Ethnographic studies
- (D) Field studies

62. _____ is the dependence on a drug that is not accompanied by the feelings of ecstasy.

- (A) Drug abuse

- (B) Drug dependence
- (C) Substance dependence
- (D) Physical dependence

63. The term _____ refers to research or test done on living organisms.

- (A) In vivo
- (B) In vitro
- (C) In silico
- (D) In situ

64. A build-up of fatty deposits partly blocking the arteries, gradually developing into a patchy, chronic inflammation process, ending with a local blockage of the blood vessel is _____.

- (A) Arteriosclerosis
- (B) Atheromatous plaques
- (C) Atherosclerosis
- (D) Myocardial infarction

65. _____ is a chronic respiratory disease of unknown origin, marked by episodes of wheezing and chest tightness due to narrowing of the bronchi and bronchioles.
- (A) Tuberculosis
(B) Asthma
(C) COPD
(D) Rhinitis
66. Increased sensitivity to painful stimuli is _____.
- (A) Allodynia
(B) Ischaemia
(C) Hyperalgesia
(D) Hypoalgesia
67. A negative effect of inactive substances as a result of the patient's belief that these substances have the power to cause harm is _____.
- (A) Placebo effect
(B) Nocebo effect
(C) False belief effect
(D) Response treatment effect
68. 'Who am I' is most likely to be an issue of _____.
- (A) Childhood
(B) Adulthood
(C) Adolescence
(D) Late adulthood
69. Which model suggests that genetic or other factors may predispose an individual to develop a mental disorder but the disorder will only develop if the person is exposed to certain environmental stressors?
- (A) Nature-nurture model
(B) Diathesis-stress model
(C) Threshold model
(D) Psychopathology model

70. _____ predicts that whether or not a person practices a particular health behaviour may depend on the degree to which the person perceives a personal health threat and think that practicing the behaviour will reduce that threat.
- (A) Health Belief Model
 (B) Biopsychosocial Model
 (C) Protective Motivation Theory
 (D) Theory of Reasoned Action
71. The technique of positive "self talk" is used to deal with achievement deficit, social anxiety and poor self control in _____.
- (A) CBT (Beck) and REBT(Ellis)
 (B) REBT(Ellis) and Self Instructional Training (Meichenbaum)
 (C) Self Instructional Training (Meichenbaum)
 (D) REBT (Ellis)
72. An alcoholic is trained to imagine drinking and its consequences such as vomiting or being fired from job. It is the most appropriate example for _____.
- (A) Systematic desensitization
 (B) Flooding
 (C) Aversion therapy
 (D) Covert sensitization
73. The experience of positive emotion can be enhanced through the practice of positive thinking that leads to an upward spiral. It is best explained in _____.
- (A) Broaden-and-build theory (Fredrickson)
 (B) Authentic happiness theory (Seligman)
 (C) PERMA theory (Seligman)
 (D) Self determination theory (Ryan and Deci)

74. The mechanism of biofeedback is based on which of the following ?
- (A) Classical conditioning
 - (B) Observational learning
 - (C) Operant conditioning
 - (D) Cognitive learning
75. Which of the following is NOT addressed by the biomedical model ?
- (A) Biochemical imbalances
 - (B) Genetic disorders
 - (C) Abnormal physical development
 - (D) Biased information processing
76. _____ is a neurological disorder that affects the person's ability to perform everyday movements.
- (A) Apraxia
 - (B) Aphasia
 - (C) Agnosia
 - (D) Kinesthesia
77. Personality theory of H. J. Eysenck does not include _____.
- (A) Extraversion
 - (B) Neuroticism
 - (C) Psychoticism
 - (D) Openness
78. The three stages of the General Adaptation Syndrome(GAS) in order are :
- (A) Alarm, fight, relaxation
 - (B) Alarm, control, exhaustion
 - (C) Resistance, alarm, homeostasis
 - (D) Alarm, resistance, exhaustion
79. In psychoanalysis _____ occurs when the therapist transfers emotions to the client while _____ occurs when the client redirects feelings for others to the therapist.
- (A) Counter transference, Transference
 - (B) Transference, Insight
 - (C) Counter transference, Resistance
 - (D) Transference, Counter transference

80. Errors in speech that in fact betray unconscious thoughts or impulses is _____.
- (A) Defense mechanism
 - (B) Freudian slips
 - (C) Cognitive distortion
 - (D) Speech disorder
81. _____ refers to conformity, compliance or obedience of people due to a desire to gain rewards or avoid punishment.
- (A) External influence
 - (B) Normative influence
 - (C) Informational influence
 - (D) Internal influence
82. According to the social identity theory, what determines conformity ?
- (A) Internalization of group membership
 - (B) Identification with the out-group
 - (C) Informational influence
 - (D) Normative influence
83. Which of the following non-parametric test is an alternative to one-way analysis of variance (with independent samples) ?
- (A) Mann-Whitney U-test
 - (B) Wilcoxin Signed Rank test
 - (C) Chi-square test
 - (D) Kruskal-Wallis test
84. Which of the following statement is incorrect about the Daryl Benis Self-perception theory of attitudes ?
- (A) This theory was influenced by Skinner's Behaviourist perspective
 - (B) It downplays the importance of self-awareness and introspection
 - (C) According to this theory, attitudes cause behaviour
 - (D) We infer attitudes from the behaviour and the circumstances in which such behaviour occurs

85. Which of the following does **not** reflect a psychological function of attitudes ?

- (A) Ego-defense function
- (B) Utilitarian function
- (C) Knowledge function
- (D) Value-inhibition function

86. Choose the **correct** option for Mann-Whitney U-test :

- (A) It is a test based on certain assumptions
- (B) It is used to test difference in the means of two dependent samples
- (C) It is sometimes referred to as Wilcoxon Rank-sum test
- (D) It is used when measurements are made on interval and ratio scales

87. Which of the following statement is **true** about group cohesiveness ?

- (A) Group composed of members

who are also members of several other groups are likely to be more cohesive than those whose members have no competing interest

(B) Strong need for association is negatively related to group cohesiveness

(C) Cohesiveness is based upon perceived similarity among persons

(D) Members of highly cohesive groups are less involved in group activities

88. The compliance tactics involving starting with a small request and building upto a larger one is known as :

- (A) Door in the face technique
- (B) Foot in the door technique
- (C) The low-ball technique
- (D) Ingratiation

89. What will be the between group degree of freedom and within group degree of freedom for a 3×2 factorial design where number of observations in each treatment group being 5 ?

- (A) 5, 24
- (B) 24, 5
- (C) 6, 29
- (D) 5, 29

90. Job enrichment is a technique for _____ loading of the job.

- (A) Vertical
- (B) Horizontal
- (C) Lateral
- (D) Diagonal

91. In a _____ structure organization, the employees have two bosses: their functional department managers and their product managers, and hence

unity of command concept is violated.

- (A) Matrix
- (B) Bureaucratic
- (C) Flat
- (D) Multi-layered

92. The Standard Deviation of the distribution of sample means is called _____.

- (A) Standard error of measurement
- (B) Standard error of mean
- (C) Standard variability
- (D) Standard deviance

93. T score is a variant of standard score, where the mean is set at _____.

- (A) 50
- (B) 70
- (C) 100
- (D) 0

94. Performance that is altered as a function of the subject's awareness of being observed is called _____.

- (A) Observer's drift
- (B) Conformity
- (C) Reactivity
- (D) Placebo

95. During an interview, the interviewer's first question attempts to elicit the respondent's general view on the topic. Having established that, the interviewer then probes for more specific issues related to the topic. This is called _____.

- (A) Selective coding
- (B) Funneling
- (C) Closure
- (D) Classification

96. Which of the following is **not** true with regard to "Matching" — a procedure

to control extraneous variance in an experiment ?

- (A) It is a non-experimental design procedure
- (B) It limits the availability of subjects for experiment
- (C) Matching biases the principle of randomization
- (D) It involves matching subjects on that variable which is substantially related to the independent variable

97. According to Kelley's Attribution Theory, information of low consensus, high consistency and low distinctiveness will lead to _____.

- (A) Circumstantial attribution
- (B) Situational attribution
- (C) External attribution
- (D) Internal attribution

98. Which of the following is an example of data reduction method ?

- (A) Factor analysis
- (B) Analysis of Variance
- (C) Correlation
- (D) Regression

99. The tendency of people to attribute their own behaviour to external causes and other's behaviour to internal causes is referred to as _____.

- (A) Self-serving bias

- (B) Simplification
- (C) Actor-observer bias
- (D) Stereotyping

100. Group produced enhancement or exaggeration of member's initial attitudes through discussion is known as _____.

- (A) Group think
- (B) Group consensus
- (C) Group persuasion
- (D) Group polarization



SPACE FOR ROUGH WORK

SEAL