

Sl. No. :

40

4

PSY/17

Register
Number

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2017
PSYCHOLOGY
(P.G. Degree Standard)

Time Allowed : 3 Hours]

[Maximum Marks : 300

Read the following instructions carefully before you begin to answer the questions.

IMPORTANT INSTRUCTIONS

1. The applicant will be supplied with Question Booklet 10 minutes before commencement of the examination.
2. This Question Booklet contains 200 questions. Prior to attempting to answer the candidates are requested to check whether all the questions are there and ensure there are no blank pages in the question booklet. In case any defect in the Question Paper is noticed it shall be reported to the Invigilator within first 10 minutes and get it replaced with a complete Question Booklet. If any defect is noticed in the Question Booklet after the commencement of examination it will not be replaced.
3. Answer all questions. All questions carry equal marks.
4. You must write your Register Number in the space provided on the top right side of this page. Do not write anything else on the Question Booklet.
5. An answer sheet will be supplied to you, separately by the Invigilator to mark the answers.
6. You will also encode your Register Number, Subject Code, Question Booklet Sl. No. etc. with Blue or Black ink Ball point pen in the space provided on the side 2 of the Answer Sheet. If you do not encode properly or fail to encode the above information, action will be taken as per commission's notification.
7. Each question comprises four responses (A), (B), (C) and (D). You are to select ONLY ONE correct response and mark in your Answer Sheet. In case you feel that there are more than one correct response, mark the response which you consider the best. In any case, choose ONLY ONE response for each question. Your total marks will depend on the number of correct responses marked by you in the Answer Sheet.
8. In the Answer Sheet there are four circles (A), (B), (C) and (D) against each question. To answer the questions you are to mark with Ball point pen ONLY ONE circle of your choice for each question. Select one response for each question in the Question Booklet and mark in the Answer Sheet. If you mark more than one answer for one question, the answer will be treated as wrong. e.g. If for any item, (B) is the correct answer, you have to mark as follows :
(A) ● (C) (D)
9. You should not remove or tear off any sheet from this Question Booklet. You are not allowed to take this Question Booklet and the Answer Sheet out of the Examination Hall during the examination. After the examination is concluded, you must hand over your Answer Sheet to the Invigilator. You are allowed to take the Question Booklet with you only after the Examination is over.
10. The sheet before the last page of the Question Booklet can be used for Rough Work.
11. Do not tick-mark or mark the answers in the Question Booklet.
12. Failure to comply with any of the above instructions will render you liable to such action or penalty as the Commission may decide at their discretion.

SEAL

SPACE FOR ROUGH WORK

8/5/1994

1. Relationship between two variables is measured using
(A) Regression ~~(B) Correlation~~
(C) ANOVA (D) MANOVA
2. In _____ Design the subjects serve as their own controls.
(A) Pre-test Subjects (B) Post-test Subjects
~~(C) Within-Subjects~~ (D) Without-Subjects
3. Anything a person or animal does that can be observed is called
(A) Inference ~~(B) Behavior~~
(C) Communication (D) Thoughts
4. Psychotherapists must perform three tasks
~~(A) Listening, Understanding and Responding~~
(B) Listening, Understanding and Reacting
(C) Listening, Understanding and Reciprocating
(D) Listening, Understanding and Requesting
5. Counter-transference means
~~(A) Therapist's emotional reactions to a patient~~
(B) Therapist's reward to a patient
(C) Therapist's punishment to a patient
(D) Therapist's suggestions to a patient
6. Negative transference means
(A) Friendly (B) Affectionate
~~(C) Hostility Predominates~~ (D) Positive Attitude

7. Match the following :

- | A | | B | |
|----------------------|--|-----------------------------|--|
| (a) Cattell | | 1. Big 5 personality | |
| (b) Mccrae and Costa | | 2. Reciprocal determinism | |
| (c) Bandura | | 3. 16 personality factor | |
| (d) Roger | | 4. Fully functioning person | |

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

8. Aversive stimulus which when occurring after an operant response, decreases the future likelihood of that response

- | | |
|----------------|-----------------------------------|
| (A) Extinction | (B) Punishing stimulus |
| (C) Reward | (D) Spontaneous recovery |

9. Match the following :

- | A | | B | |
|-----------------------------------|--|---|--|
| (a) Positive regard | | 1. Positive reward given when the person does what providers wish | |
| (b) Unconditional positive regard | | 2. Warmth, and respect that come from others | |
| (c) Conditional positive regard | | 3. Person who has maximized his potential | |
| (d) Fully functioning person | | 4. Positive regard given without strings attached | |

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

10. Personal structural analysis was devised by

- | | |
|-----------------|-------------------------|
| (A) Kurt Lewin | (B) All port |
| (C) Carl Rogers | (D) Bandura |

11. Memory which makes use of Language is called
- (A) Episodic Memory (B) Short Term Memory
(C) Long Term Memory ~~(D) Semantic Memory~~
12. Memory that holds information received from the sensory register for upto 30 seconds
- (A) Sensory Register ~~(B) Short Term Memory~~
(C) Long Term Memory (D) Memory Decay
13. Test that assess aptitude for operating computers
- (A) Computer Operator Ability Battery
(B) Computer Operator Achievement Battery
~~(C) Computer Operator Aptitude Battery~~
(D) Computer Operator Artistic Battery
14. Torrance Test of creative Thinking consists of
- ~~(A) Three - picture based and six word based exercises~~
(B) Four - picture based and eight word based exercises
(C) Three - picture based and five word based exercises
(D) Four - picture based and six word based exercises
15. Name as many uses as you can think of a paper clip
- (A) Consequences Test ~~(B) Unusual uses Test~~
(C) Remote Association Test (D) Word Association Test
16. Career Assessment Inventory was modeled after
- ~~(A) Strong Inventories~~ (B) Roe's theory
(C) Holland's Inventory (D) Jackson's Inventory

17. The assessment that is usually less obvious in intent and therefore presumably less subject to faking and response sets
- (A) Questionnaires (B) Rating Scales
~~(C)~~ Projective Techniques (D) Check - list
18. Sampling frame is the list of the members of the
- (A) Sample ~~(B)~~ Population
(C) Survey (D) Design
19. Holtzman Inkblot Test was developed in response to the
- ~~(A)~~ Criticisms developed against Rorschach
(B) Comments developed in favour of Rorschach
(C) Reinforcement by experts against Rorschach
(D) Reinforcement by experts in favour of Rorschach
20. The Internal versus external locus of control was measured by
- ~~(A)~~ Rotter (B) Cattell
(C) Freud (D) Maslow
21. Jackson personality Inventory - R is scored on
- ~~(A)~~ 15 content scales (B) 16 content scales
(C) 10 content scales (D) 17 content scales
22. Rotters Incomplete Sentence Blank is a
- ~~(A)~~ Semi-projective Technique (B) Projective Technique
(C) Questionnaire (D) Inventory
23. Guilford - Zimmerman temperament survey was designed based on
- ~~(A)~~ Ten traits (B) Two traits
(C) Four traits (D) Three traits

24. ACL stands for
- ~~(A)~~ Adjective Check List (B) Adult Check List
(C) Aptitude Check List (D) Achievement Check List
25. When Respondents mark the words and phrases in a list that apply to themselves or to someone else _____ is being employed.
- (A) sampling (B) observation
~~(C)~~ checklist (D) sociometry
26. Eysenck (1947) felt that general Neuroticism could be divided into two groups, one is Neurotically maladjusted and the other
- (A) Psychomotor disorder ~~(B)~~ Hysterical disorder
(C) Anxiety disorder (D) Psychosomatic disorder
27. The different conditions under which experimental and control groups are put are usually referred to as
- ~~(A)~~ treatments (B) experiment
(C) experimental unit (D) confounded relationship
28. Age is an example for
- (A) Qualitative variable (B) Discontinuous variable
(C) Dependent variable ~~(D)~~ Continuous variable
29. A concept which can take on different quantitative values is called a
- (A) theory (B) hypothesis
(C) problem ~~(D)~~ variable

30. The technical term _____ is used when we design the study minimising the effects of extraneous independent variables.
- (A) treatment (B) experiment
~~(C)~~ control (D) regulation
31. _____ is the basic technique of probability sampling.
- (A) survey sampling (B) strata
~~(C)~~ simple random sampling (D) mail survey
32. The other name of lottery method is known as
- (A) Big bowl draw (B) Small bowl draw
~~(C)~~ Fish bowl draw (D) Pick up draw
33. The greater the sample size, the more accurate will be the estimate of the _____ mean.
- (A) variation (B) sample
(C) group ~~(D)~~ population
34. The ability to generalize from a sample to the population depends critically on the _____ of the sample.
- (A) bias (B) characteristics
~~(C)~~ representativeness (D) probability
35. Histing of all the elements in the population from which the sample is drawn
- (A) cluster sampling (B) probability sampling
(C) proportionate sampling ~~(D)~~ population frame

36. The formula for calculating the Harper's Facility Index (FI) is

(A) $FI = \frac{U + L}{2} \times 100$

(B) $FI = \frac{R(U) + R(L)}{100} - 2E$

~~(C)~~ $FI = \frac{R(U) + R(L)}{2E} \times 100$

(D) $FI = \frac{R(U) + R(L)}{100 \times 2E}$

37. _____ is the proportion of the 'true' variance to the total obtained variance of the data yielded by the measuring instrument.

~~(A)~~ reliability

(B) validity

(C) covariance

(D) standardized norm

38. Whenever a criterion measure is available at the time of testing, the _____ validity of the test can be determined.

(A) Predictive

~~(B)~~ Concurrent

(C) Construct

(D) Content

39. The purpose of item _____ is to increase the measurement efficiency of a test by eliminating unsatisfactory items.

(A) sampling

(B) scoring

~~(C)~~ analysis

(D) flexibility

40. _____ validity is evaluated by showing how well the test scores correspond to already accepted measure of performance made at the same time.

~~(A)~~ concurrent validity

(B) face validity

(C) content validity

(D) construct validity

41. _____ is concerned with the stability of the test score and does not go beyond the test.

(A) validity

~~(B)~~ reliability

(C) face validity

(D) concurrent validity

42. _____ method is used to compute the coefficient of correlation between 2 sets of scores achieved by individuals with positions of merit in possession of certain characteristics.
- (A) product moment method ~~(B)~~ rank difference method
 (C) biserial method (D) tetrachromic method
43. _____ is an underlying dimension that account for several observed variables.
- (A) method (B) communality
~~(C)~~ factor (D) rotation
44. Regression lines study the _____ relationship between two variables.
- ~~(A)~~ average (B) normal
 (C) positive (D) negative
45. When the requirements of parametric test are not met and the data are atleast _____, the _____ test is used as an alternative to 't' test.
- (A) ordinal, sign test (B) ordinal, Kruskal wallis test
 (C) ordinal, Mc Nemar test ~~(D)~~ ordinal, Mann Whitney 'U' test
46. _____ correlation can be used as a special statistical technique for eliminating the effects of one or more variables on the dependent variable.
- (A) Biserial (B) Multiple
~~(C)~~ Partial (D) Point Biserial
47. The variation (or) difference between the predicted value (or) scores and the observed values (or) scores is termed as the error in
- (A) Regression (B) Distribution
~~(C)~~ Prediction (D) Deviation
48. Phi coefficient is computed between two variables where neither of them is available in a continuous measure and both of them are expressed in the form of
- ~~(A)~~ Natural dichotomy (B) Artificial dichotomy
 (C) Dependent dichotomy (D) Independent dichotomy

49. Rational Emotive Behaviour Therapy (REBT) was founded by
(A) Albert Bandura ~~(B) Albert Ellis~~
(C) Wolpe (D) Aaron Beck
50. Field theory is one of the basic principles propogated in
(A) Existentialist therapy (B) Logotherapy
(C) Adlerian therapy ~~(D) Gestalt therapy~~
51. _____ focuses only on the current problems.
(A) Gestalt therapy (B) Existential therapy
~~(C) Behaviour therapy~~ (D) Person - centred therapy
52. Existential therapy emphasizes
~~(A) Freedom of the individual~~ (B) Anxiety
(C) Irrational aspect of the person (D) Isolation of the person
53. Roger's theory is popularly known as
(A) Behaviouristic approach (B) Holistic approach
~~(C) Client - centred approach~~ (D) Psychodynamic approach
54. Erikson's theory of psychosocial development is based on
(A) Cross - cultural development (B) Epistenological principle
(C) Genetic principle ~~(D) Epigenetic principle~~

55. If a reinforcer is presented at a particular time, irrespective of the preceding behaviour we say that the reinforcer is
- (A) Contingent (B) Situational
~~(C)~~ Non contingent (D) Reinforced
56. Unprogrammed reinforcers that occur in the normal course of everyday living are called
- (A) Artificial reinforcers ~~(B)~~ Natural reinforcers
 (C) Unprogrammed reinforcers (D) Regular reinforcers
57. A conditioned reinforcer that is paired with a single back up reinforcer is called a
- ~~(A)~~ Simple conditioned reinforcer
 (B) Generalized conditioned reinforcer
 (C) Unconditioned reinforcer
 (D) Conditioned reinforcer
58. In escape conditioning procedure the likelihood of behaviour is
- (A) Decreased (B) Always the same
~~(C)~~ Increased (D) Uncertain
59. Cognitive therapy focuses on the _____ that lead to Maladaptive behaviour.
- (A) distorted feeling ~~(B)~~ distorted thinking
 (C) distorted behaviour (D) distorted communication
60. In thought restructuring the client is asked, what would be the worst thing that may happen. This is known as
- (A) Reattribution (B) Reality testing
~~(C)~~ Decatastrophizing (D) Looking for alternatives

61. People's tendency to perpetuate their psychological disturbance is explained in REBT as
 (A) Self fulfilling prophecy (B) Self-pity
(C) Irrational tendency (D) Ambiguity situation
62. OD effects to change attitudes, stereotypes and perceptions that groups have of each other is called
(A) Organizational development
 (B) Intergroup development
(C) Organizational change
(D) Intergroup change
63. Giving special consideration when rating others to those qualities that the evaluator perceives in himself or herself
(A) Sampling error (B) Probable error
 (C) Similarity error (D) Leniency error
64. _____ refers to one's willingness to exert high level of effort toward organizational goals, conditioned by the effort's ability to satisfy some individual need.
(A) Tension - reduction (B) Attention
 (C) Motivation (D) Perception
65. Effective organizations de-emphasize hierarchial authority and control. This is referred to as
(A) Respect for people (B) Power equalization
(C) Trust and support (D) Confrontation
66. An organization's _____ practices determines who gets hired.
(A) Legal (B) Selection
(C) Training (D) Evaluation

67. Removal of a reinforcer to reduce the frequency of a particular responses is known as
- (A) Punishment
 - (B) Negative reinforcement
 - (C) Extinction
 - (D) Positive reinforcement
68. The term topology was borrowed by _____ from the field of mathematics.
- (A) Lewin
 - (B) Rogers
 - (C) Maslow
 - (D) Pavlov
69. Rewards received from the environment surrounding the context of the work
- (A) Intrinsic rewards
 - (B) Extrinsic rewards
 - (C) Expected rewards
 - (D) Unexpected rewards
70. This stage of personality development period starts from six years in the case of girls and seven to eight years in the case of boys
- (A) The genital stage
 - (B) The anal stage
 - (C) The latency stage
 - (D) The oral stage
71. Truancy as a behaviour problem is related to the _____ life of a student.
- (A) Social
 - (B) School
 - (C) Emotional
 - (D) Moral

72. Study of Drugs and Behavior is called
~~(A)~~ Psychopharmacology (B) Psychopathology
(C) Psychiatry (D) Psychoanalysis
73. Frustration provokes
~~(A)~~ Aggression (B) Attention
(C) Achievement (D) Ability
74. Cognitive appraisal of Transactions with reference to stress is defined by
(A) I.V. Pavlov (B) Seligman
~~(C)~~ Richard Lazarus (D) Tollman
75. The field that studies the relationships between psychosocial factors, nervous and Immunological systems is known as
(A) Endocrinology
(B) Immunology
(C) Immunobiology
~~(D)~~ Psychoneuroimmunology
76. Interactions between Internal and External components of stress are known as
(A) Adaptation (B) Appraisal
(C) Distress ~~(D)~~ Transactions
77. Physiological reaction to chronic stressors is explained by Hans Selye as
(A) Heterostasis (B) Biorythm
(C) Hardiness ~~(D)~~ GAS

78. Avoidant and dependent patients require

- (A) Assertiveness training
- (B) Punishment
- (C) Electric shocks
- (D) Imitation

79. Nervousness, Jitteriness, Tension, Dizziness are symptoms seen in

- (A) Anxiety Disorder
- (B) Mood Disorder
- (C) Personality Disorder
- (D) Substance Abuse

80. Trembling, shaking or sweating are often seen in

- (A) Panic Attacks
- (B) Phobia
- (C) Personality Disorder
- (D) Post – traumatic stress Disorder

81. Fear of strangers is also known as

- (A) Acrophobia
- (B) Agoraphobia
- (C) Aquaphobia
- (D) Xenophobia

82. Therapist – controlled exposure to the imagined re-creation of a complex, high intensity, fear arousing situation

- (A) Invivo exposure
- (B) In vitro exposure
- (C) Systematic Deseusitization
- (D) Implosive Therapy

83. People who are able in a given situation exert personal influence are known as
- (A) Autocratic leaders
 - (B) Democratic leaders
 - ~~(C)~~ Opinion leaders
 - (D) Contingency leaders
84. One who knows inside and outside the group
- (A) Personification of values
 - (B) Product involvement
 - ~~(C)~~ Strategic social location
 - (D) Competence
85. Consumer tests or tries the product to determine its utility
- (A) Awareness
 - ~~(B)~~ Trial
 - (C) Comprehension
 - (D) Legitimation
86. How difficult the innovation is to understand and use?
- (A) Relative advantage
 - (B) Compatibility
 - ~~(C)~~ Complexity
 - (D) Inferiority
87. Unconscious feelings held toward others are consciously expressed as opposites in
- (A) Repression
 - (B) Projection
 - ~~(C)~~ Reaction formation
 - (D) Identification
88. Motives that have several important functions for guiding behavior is known as
- (A) Active role
 - (B) Passive role
 - (C) Role
 - ~~(D)~~ Directive role

89. Ingratiation focuses on making a person seem more likable, _____ is designed to make a person seem more competent.
- (A) Self awareness
 - (B) Self promotion
 - (C) Self respect
 - (D) Self confidence
90. The degree of shared social experience that exist between two people is
- (A) Solidarity Semantic
 - (B) Power Semantic
 - (C) Social Semantic
 - (D) Shared Semantic
91. Self verification is the desire to be perceived by others in a way that is consistent with our
- (A) Self awareness
 - (B) Self desire
 - (C) Self concept
 - (D) Self confidence
92. Stimulating selective demand within a product category is known as
- (A) Institutional Advertising
 - (B) Competitive Advertising
 - (C) Public Service Advertising
 - (D) Advocacy Advertising
93. Constant and consistent advertising makes the brand more popular among consumers
- (A) Unproductive
 - (B) Monopolistic tendencies
 - (C) Waste
 - (D) Higher cost of goods

94. Children learn by copying the behavior of their parents and other important people who serve as models
- (A) Reinforcement
 - ~~(B)~~ Observational learning
 - (C) Imagination
 - (D) Shaping
95. The term that comes closest to 'Motivational State' is
- (A) Emotion
 - (B) Attention
 - (C) Sensation
 - ~~(D)~~ Drive
96. Strengthening of a response by following it with a pleasurable consequence
- (A) Flooding
 - ~~(B)~~ Reinforcement
 - (C) Extinction
 - (D) Negative reinforcement
97. The definition by _____ indicates that educational psychology is a study of "teaching and learning".
- (A) Kolesnik
 - (B) Ross
 - ~~(C)~~ Skinner
 - (D) Munn

98. Study of Nervous System and its functions is called
(A) Biology (B) Pathology
~~(C) Neurobiology~~ (D) Psychology
99. The author of 'The Principles of Psychology' is
(A) Watson ~~(B) William James~~
(C) Wilhelm Wundt (D) Wertheimer
100. Values of the Dependent variable is represented in
(A) Abcissa ~~(B) Ordinate~~
(C) Controls (D) Scores
101. Learning, Memory, Thinking are emphasized in the
~~(A) Cognitive perspective~~ (B) Social perspective
(C) Biological perspective (D) Humanistic perspective
102. _____ approach emphasizes the importance of observing activities of people and animals.
(A) Structuralism ~~(B) Behaviorism~~
(C) Functionism (D) Psychoanalysis
103. _____ established the first psychological laboratory at university of Leipzig.
(A) Skinner (B) Watson
(C) William Jamest ~~(D) Wilhelm Wundt~~
104. _____ increase the efficiency of learning in schools by applying psychological knowledge.
~~(A) Educational Psychologists~~ (B) Physiological Psychologists
(C) Personnel Psychologists (D) Social Psychologists

105. Surya Bhedana – principle of
(A) Puraka ~~(B) Kumbhakas~~
(C) Pechaka (D) Padmasana
106. Puraka means
~~(A) Inhalation~~ (B) Exhalation
(C) Retention of Breath (D) Unconscious
107. Shavasaha means asanas with
(A) Abdominal ~~(B) Supine~~
(C) Knee (D) Leg
108. Climax of Yoga means
(A) Self-respect (B) Self-esteem
~~(C) Self-actualization~~ (D) Self-introspection
109. Concentration lays a strong foundation for
(A) Time and space ~~(B) Self actualization~~
(C) Sound health (D) Physical function
110. Dharana means
(A) Self realisation (B) Meditation
~~(C) Concentration~~ (D) Breath control
111. Yama means
~~(A) Social Discipline~~ (B) Individual Discipline
(C) Posture (D) Breath control

112. The term 'idiographic' means
~~(A)~~ Individual (B) Organizational
(C) Social (D) Universal
113. An event is always the result of an interaction between two or more facts
~~(A)~~ Principle of relatedness (B) Principle of contemporaneity
(C) Restructuring of the life space (D) Inner personal region
114. Kurt Lewin's term for the total psychological field is called
(A) Differentiation (B) Part-whole relationship
~~(C)~~ Life space (D) Psychological environment
115. Ego is said to obey the
(A) Sexual instincts (B) Morality
(C) Pleasure principle ~~(D)~~ Reality principle
116. Consciousness is made up of
~~(A)~~ Structural elements (B) Sense organs
(C) Complex experiences (D) Compounds
117. A _____ defines and dominates one's personality and behaviour.
~~(A)~~ Cardinal trait (B) Central trait
(C) Primary trait (D) Secondary trait
118. Speed and accuracy of performing arithmetical computations
(A) Word Fluency (B) Perceptual speed
(C) Spatial aptitude ~~(D)~~ Numerical aptitude

119. Fitting new experiences into preexisting mental structures
- (A) Adaptation (B) Accommodation
~~(C) Assimilation~~ (D) Affiliation
120. The expansion of WAIS is
- (A) Wechsler Average Intelligence Scale
~~(B) Wechsler Adult Intelligence Scale~~
(C) Wechsler Aptitude Intelligence Scale
(D) Wechsler Achievement Intelligence Scale
121. Acquiescence refers to
- (A) Giving a more socially desirable response
~~(B) Agreeing rather than disagreeing when uncertain~~
(C) Minimise response sets
(D) Intentional faking
122. Health Psychology is based on the concept of
- (A) Biological approach (B) Socio-psychological approach
(C) Psychobiological approach ~~(D) Bio-psychosocial approach~~
123. The most famous criterion – keyed inventory of personality constructed by S.R. Hathaway and Mc Kinley was
- (A) EPPS (B) EPI
(C) MBTI ~~(D) MMPI~~
124. Relatively simple highly cost effective and fairly reliable method of describing or evaluating a Person
- (A) Rating Scale (B) Numerical Scale
~~(C) Checklist~~ (D) Semantic Differential Scale

125. Anxiety, Anger, Hostility, Depression, Self-consciousness, Impulsiveness and Vulnerability are characteristics of
- (A) Extraversion (B) Agreeableness
 (C) Conscientiousness ~~(D) Neuroticism~~
126. The two subscales of *T-Anger* measure
- ~~(A) Angry temperament and angry reaction~~
 (B) Angry trait and angry response
 (C) Angry type and angry rate
 (D) Angry transition and angry rise
127. Categories defined by certain configurations of two or more traits or attributes is called
- (A) Human behavior ~~(B) Personality types~~
 (C) Empirical observation (D) Heuristic value
128. Prediction of probable outcome is called
- (A) Analysis (B) Synthesis
 (C) Diagnosis ~~(D) Prognosis~~
129. Kelley assessed personality by accepting a person's words at face value, by having the person write a self characterization sketch and by the REP test which is expanded as
- (A) Role concept report ~~(B) Role construct repertory~~
 (C) Role confidence report (D) Role concrete repertory
130. Myer-Briggs Type Indicator which is based on the ideas of assesses _____ main personality dimensions
- ~~(A) 4~~ (B) 6
 (C) 3 (D) 5
131. Edwards Personal Preference Schedule consists of
- (A) 150 pairs of statements ~~(B) 225 pairs of statements~~
 (C) 315 pairs of statements (D) 200 pairs of statements

132. In _____ subjects are first divided into groups, such that within each group the subjects are relatively homogeneous in respect to some selected variable.
- (A) Latin squares design (B) Factorial designs
~~(C)~~ Randomized block design (D) Random replications design
133. These tests are based on the assumption of normality
- ~~(A)~~ Parametric tests (B) Non-Parametric tests
(C) Psychometric tests (D) Intelligence tests
134. _____ psychology was advanced in the late 1990 by Seligman during his term as president of American Psychological Association.
- ~~(A)~~ Positive (B) Consumer
(C) Social (D) Abnormal
135. _____ occurs when the effect of one independent variable differs depending on the level of a second independent variable.
- (A) correlation ~~(B)~~ interaction
(C) analysis (D) factors
136. _____ is an important technique for randomly assigning subjects to groups because it produces groups that are of equal size while controlling for time related variables.
- (A) Randomization ~~(B)~~ Block Randomization
(C) Experimental design (D) Expost facto design
137. Controlling extraneous variables by holding them leads to more sensitive experiments with less external validity
- (A) same ~~(B)~~ constant
(C) different (D) (A) and (B)

138. Customers selected on the basis of life stages income levels to study buying patterns represent
- ~~(A)~~ Stratified Random Sampling (B) Random Sampling
 (C) Systematic Sampling (D) Simple Random Sampling
139. Characteristics of the population μ (the population mean) σ (population SD) and σ^2 (the population variance) are referred to as
- (A) Dispersion (B) ANOVA
~~(C)~~ Parameters (D) Regression
140. In _____ sampling, we have no guarantee that each element has some chance of being included in the study.
- ~~(A)~~ Non probability (B) Probability
 (C) Random (D) Survey
141. The width of the interval is calculated by _____ in a systematic sample.
- ~~(A)~~ Total population / Sample size (B) Total sample / No. of items
 (C) Class interval / Sample size (D) Total group / Sample group
142. A list identifying each student, family, (or) elector in the study population is called
- ~~(A)~~ sampling frame (B) system frame
 (C) sample design (D) sample strategy
143. The value of the discrimination index can range from
- (A) -1.00 to zero (B) +1.00 to zero
~~(C)~~ -1.00 through zero to +1.00 (D) zero to 10

144. _____ indicates the proportion of the examinees that marked the item correctly.
- ~~(A)~~ item difficulty (B) item analysis
(C) item discrimination (D) reliability
145. The co-efficient of equivalence can be computed as an index of
- (A) norms (B) validity
~~(C)~~ reliability (D) internal consistency
146. The most important contemporary development in psychological testing is
- (A) item characteristic (B) test conceptualization
~~(C)~~ item response theory (D) objective
147. When both the independent and dependent variables are _____ (or) _____ scale measures, product moment correlation can be used to test hypothesis.
- (A) Nominal (or) ordinal (B) Ordinal (or) interval
~~(C)~~ Interval (or) ratio (D) Nominal (or) ratio
148. When 'F' is significant further testing is done using _____ test.
- (A) 'r' ~~(B)~~ 't'
(C) 'z' (D) sign
149. The basic model of ANOVA states that a given score is a sum of certain components each due to the effect of a particular identifiable source of variation and it is called
- (A) Homogeneity of variance (B) Random sampling
~~(C)~~ Additivity of effects (D) Normality of distribution

150. The philosophy of client-centred therapy is based on
- (A) Psychodynamics ~~(B) Phenomenology~~
 (C) Philosophy of 'as if' (D) Teleology

151. Alfred Adler recognizes the importance of
- (A) Unconscious (B) Repression
 (C) Identification ~~(D) Order-of Birth~~

152. Match the following :

- | A | | B | |
|------------------------------|----|--------------------|--|
| (a) Structure of personality | 1. | Pleasure principle | |
| (b) Psychoanalysis | 2. | Need hierarchy | |
| (c) Id | 3. | Three components | |
| (d) Maslow | 4. | Unconscious | |

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

153. Match the following A with B :

- | A | | B | |
|-----------------------|----|--------------|--|
| (a) Openness | 1. | Rude | |
| (b) Conscientiousness | 2. | Reserved | |
| (c) Extraversion | 3. | Unreliable | |
| (d) Agreeableness | 4. | Conventional | |

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

154. _____ helps a person to stand for his rights without violating that of others.
- (A) Social skills (B) Self esteem
~~(C)~~ Assertiveness (D) Study skills
155. Behaviour modification technique is based on the basic principle of
- (A) Biological basis of behaviour ~~(B)~~ Learning theory
(C) Humanistic psychology (D) Cognitive psychology
156. Systematic desensitization is developed by
- (A) Seppa ~~(B)~~ Joseph Wolpe
(C) Lazarus (D) Borden
157. A behaviour that is accidently followed by reinforcement may be strengthened. This is called
- (A) General reinforcement (B) Situational reinforcement
(C) Positive reinforcement ~~(D)~~ Adventitious reinforcement
158. The opportunity to engage in a behaviour that has a high probability of occurring can be used to reinforce a behaviour that has a lower probability of occurring. This principle was formulated by
- (A) Farmer - Dougan (1991)
(B) Timberlake and Allison (1974)
(C) W.G. Johnson (1971)
~~(D)~~ David Premack (1959)
159. Participation reinforcer for employees in a work setting is
- (A) Business cards ~~(B)~~ More responsibility
(C) Personalized gifts (D) Gift certificates

167. Each party of the conflict gives up something of value
- (A) Smoothing (B) Avoidance
~~(C)~~ Compromise (D) Expansion of resources
168. "All things considered, how satisfied are you with your job"? – Individuals respond to one question
- ~~(A)~~ Single global rating (B) Summation
(C) Checklist (D) Survey
169. Pay systems and promotion policies perceived by employees as being just, unambiguous and in line with their expectations
- (A) Mentally challenging work (B) Supportive working conditions
~~(C)~~ Equitable rewards (D) Supportive colleagues
170. Group whose individual efforts result in a performance that is greater than the sum of those individual inputs
- (A) Work group ~~(B)~~ Work team
(C) Problem-solving team (D) Task force
171. A sequence of positions occupied by a person during the course of a life time
- (A) Promotion (B) Transfer
~~(C)~~ Career (D) Demotion
172. Emotional abuse and rejection leading to anxious and fearful attachment patterns in temperamentally inhibited children exhibit
- (A) Paranoid personality disorder
~~(B)~~ Avoidant personality disorder
(C) Borderline personality disorder
(D) Anxiety disorder

178. The following concept challenges the concept that is given by Selye (GAS)
- (A) Learned Helplessness
 - (B) Homeostasis
 - (C) Distress without stress
 - ~~(D) Physiological Toughening~~
179. Potential contribution of Oxytocin to stress response is to act as an inputs for
- (A) Flight response
 - (B) Fight response
 - ~~(C) Affiliation~~
 - (D) Appraisal
180. An important determinant of the practice of health behavior is a sense of
- (A) Self Concept
 - ~~(B) Self Efficacy~~
 - (C) Self Esteem
 - (D) Self Image
181. Locus Coeruleus in the brain structure and norepinephrine are responsible for
- (A) Generalized Anxiety
 - (B) Obsessive compulsive Disorder
 - (C) Photic Attack
 - ~~(D) Panic Attack~~
182. Body's fear response is coordinated by a small structure deep inside the brain
- ~~(A) Amygdala~~
 - (B) Hippo campus
 - (C) Froutal lobe
 - (D) Parietal lobe

183. Unrealistic thoughts of being loved by a celebrity or a high status person is a symptom of
- (A) Schizophrenia
 - (B) Mania
 - (C) Depression
 - (D) Delusional Disorder
184. Slowed movements, reduction of voluntary movements, Inability to initiate, are signs of
- (A) Flat Affect
 - (B) Poverty of speech
 - (C) Loss of directedness
 - (D) Good prognosis
185. Paranoia is a
- (A) Delusional Disorder
 - (B) Anxiety Disorder
 - (C) Mood Disorder
 - (D) Personality Disorder
186. One or more individuals will secure information related to the possible purchase
- (A) Opinion leader
 - (B) Information gatherer
 - (C) Decision maker
 - (D) Initiator
187. Most decisions are made by both husband and wife is known as
- (A) Autonomic
 - (B) Husband dominant
 - (C) Wife dominant
 - (D) Syncratic

188. Satisfaction of psychological desires are known as
- (A) Psychogenic Motives
 - (B) Sociogenic Motives
 - (C) Primary Motives
 - (D) Secondary Motives
189. Deciding the size and nature of market is called
- (A) Product Research
 - (B) Sales Research
 - (C) Market Research
 - (D) Advertisement Research
190. Zuckerman suggested that high sensation seekers are ego centrically
- (A) Extraverted
 - (B) Introverted
 - (C) Neurotic
 - (D) Ambivert
191. A means of self presentation which consists of creating the impression that one is needy, weak and dependent
- (A) Supplication
 - (B) Self presentation
 - (C) Sympathization
 - (D) Communication
192. _____ is a technique in which people attempt to create the impression of moral superiority and integrity
- (A) Intimidation
 - (B) Exemplification
 - (C) Self promotion
 - (D) Ingratiation

193. The technique used through a series of steps to reduce fear and anxiety is called
- (A) Systematic sensitization
 - (B) Systematic desensitization
 - (C) Flooding
 - (D) Implosive therapy
194. This concept indicates that all differ from one another, in one way or the other, in so many aspects
- (A) Individual differences
 - (B) Psychomotor skills
 - (C) Achievements
 - (D) Study habits
195. It is a client centred counselling style designed to get people to work through whatever ambivalence they may be experiencing about changing their health behavior
- (A) Motivational interviewing
 - (B) Coping Style Hypothesis
 - (C) Direct Effect Hypothesis
 - (D) Buffing Hypothesis
196. In desentization process a person is made to _____ so that the fear is inhibited.
- (A) Relax
 - (B) Stressed
 - (C) Feel
 - (D) Exercise

197. Exaggeration of facts, influencing the pass, Exciting emotion and sentiment are
- (A) Economic objections
 - ~~(B)~~ Social objections
 - (C) Ethical objections
 - (D) No objections
198. The individuals belief that he or she is capable of performing a task
- (A) Self - Esteem
 - (B) Self - concept
 - ~~(C)~~ Self - efficacy
 - (D) Self - respect
199. _____ Counselling and pupil counselling in severe cases may help to a go a long way in improving the discipline problems and the classroom climate.
- (A) Peer
 - (B) Family
 - ~~(C)~~ Parent
 - (D) Teacher Counselling
200. When an imitator observes the model and experiences the models behaviour and its consequences vicariously
- ~~(A)~~ Vicarious reinforcement
 - (B) Punishment
 - (C) Reward
 - (D) Learning

SPACE FOR ROUGH WORK

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SEAL