

# PSYCHOLOGY ENTRANCE EXAMINATIONS

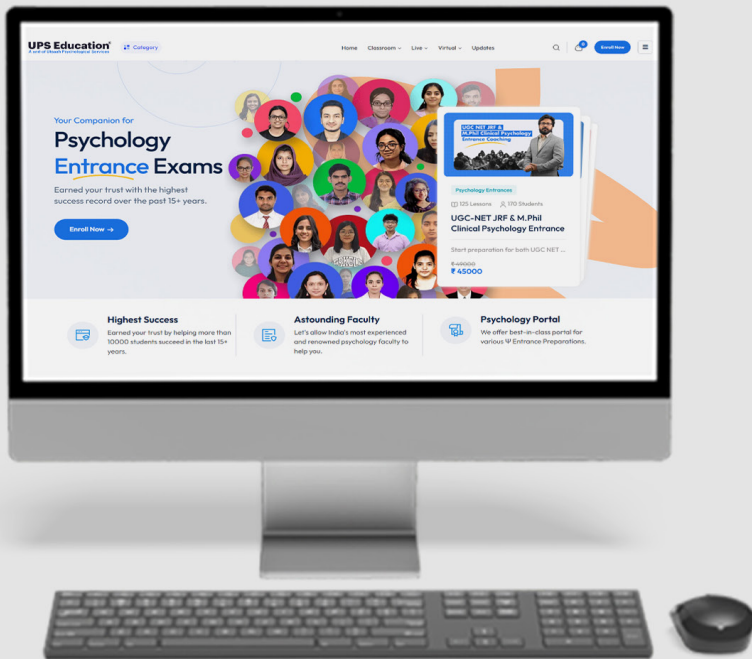
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Psychology Entrances

**Arvind Otta**



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# University of Delhi-2019

## MA Applied Psychology, South Campus

1. Kohlberg's theory of moral development was criticized by Gilligan primarily because
  - a) The data did not support his conclusions
  - b) It was based on the study of boys only
  - c) It was done very long ago
  - d) His subjects consisted of urban children only
2. The \_\_\_\_\_ is less sensitive than the \_\_\_\_\_ to the presence of a few extreme scores (called outliers) in a distribution of scores.
  - a) Median, mean
  - b) Median, mode
  - c) Mode, median
  - d) Mean, median
3. The examination of existing records for the purpose of confirming a hypothesis is called
  - a) Archival research
  - b) Survey research
  - c) Naturalistic observations
  - d) Case study
4. A disorder characterized by numerous hypomanic episodes and numerous periods of depressive symptoms but not a major depressive episode can be diagnosed as
  - a) Bipolar I
  - b) Bipolar II
  - c) Cyclothymia
  - d) Dysthymia
5. The James-Lange or body reaction theory of emotion says
  - a) You feel an emotion then a bodily reaction follows
  - b) You react with your body first, then you feel emotion
  - c) The somatic nervous system is the seat of emotions
  - d) Emotions and visceral reactions are simultaneous
6. A function that includes motivating employee, directing others, selecting the most effective communication channels, and resolving conflicts is
  - a) Leading
  - b) Organizing
  - c) Planning
  - d) Controlling
7. The tendency to continue seeking a goal in the face of obstacles or resistance is called
  - a) Reward dependence
  - b) Harm avoidance
  - c) Persistence
  - d) Novelty seeking
8. Prof. Gupta shows a group of participants a set of geometric shapes for a short period of time. Later, he shows the same group a larger set of shapes that includes the first set of geometric shapes randomly distributed among the other new images. When

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asked which shapes they prefer, the participants choose shapes from the first group more often than the new images, even though they cannot remember which images they had seen previously. This experiment demonstrates which concept?

- a) Primacy
  - b) Shaping
  - c) Fundamental-attribution error
  - d) Mere-exposure effect
9. Which amongst the following perspective is called the "Third Force" in Psychology?
- a) Humanism
  - b) Structuralism
  - c) Psychoanalysis
  - d) Behaviorism
10. The assumption of \_\_\_\_\_ states that across any two treatment conditions, the variance of the difference scores in the population is the same.
- a) Sphericity
  - b) Randomization
  - c) Linearity
  - d) Homogeneity
11. In \_\_\_\_\_ learning experiment, it was evidenced that rats had learned to get through a maze once a reward was presented.
- a) Instrumental learning
  - b) Latent learning
  - c) Insight learning
  - d) Spontaneous recovery
12. Which part of the brain is most important in regulating an animal's sex drive?
- a) Medulla Oblongata
  - b) Hypothalamus
  - c) Limbic System
  - d) Pituitary gland
13. A response to communication overload used by many executives in organizations is the use of a \_\_\_\_\_, a person who screens potential communication and allows only the most important to go through.
- a) Mediator
  - b) Moderator
  - c) Devil's advocate
  - d) Gatekeeper
14. Broca's area is usually located in which part of the cortex?
- a) Right frontal lobe
  - b) Left frontal lobe
  - c) Left temporal lobe
  - d) Right temporal lobe
15. The more contact you have with an unpleasant person, the more you dislike him or her, This is called
- a) Recency effect
  - b) Environmental spoiling
  - c) Habituation effect
  - d) Matching phenomena
16. Triacylglycerols (triglycerides) are also known as
- a) Body fat
  - b) Plant glucose
  - c) Cell protein
  - d) Alcohol

17. O-factor of Cattell's 16 personality factor is associated with
- Relaxed - Tensed
  - Traditional - Flexibility
  - Utilitarian - Refined
  - Self Assured - Self Blaming
18. A rank-order test of a difference between two independent groups is called
- Mann-Whitney U test
  - Sign rank test
  - Chi square test
  - Kruskal-Wallis H test
19. The categorization of objects, events or people that share common properties is called
- Creativity
  - Judgment
  - Concepts
  - Mental image
20. Unlike personality inventories, projective tests such as the Rorschach test ask people to
- Interpret ambiguous stimuli
  - Tell a story about a set of other people
  - Create images that reflect their personalities
  - Name personalities that fit the stimuli
21. A structure that surrounds, protects and nourishes the developing fetus is called
- Umbilical cord
  - Ovaries
  - Placenta
  - Fallopian tube
22. The statement "There will be a significant difference in the attitude towards health of persons from low and high socio-economic status" is a type of
- Null - Unidirectional hypothesis
  - Null - Bidirectional hypothesis
  - Alternative-Unidirectional hypothesis
  - Alternative-Bidirectional hypothesis
23. REBT, a form of cognitive behaviour therapy was developed by
- Aaron Beck
  - Joseph Wolpe
  - Carl Rogers
  - Albert Ellis
24. Salivary gland is a part of \_\_\_\_\_ system of the body.
- Respiratory
  - Gastrointestinal
  - Cardiovascular
  - Olfactory
25. A family in which calm prevails due to the fact that all power rests with one parent is considered as a \_\_\_\_\_ family.
- Incestuous
  - Skewed
  - Neurotic
  - Schismatic
26. When calculating correlation from paired scores, that are both in the form of ranks (and there are no ties in rank), Pearson's correlation and Spearman's correlation will yield
- Pearson's correlation will be greater

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- than Spearman's correlation
- b) Spearman's correlation will be greater than Pearson's correlation
  - c) Identical value
  - d) Different value
27. Examples of \_\_\_\_\_ include cholesterol, cortisol, estrogen, and testosterone.
- a) Polyunsaturated fatty acids
  - b) Steroids
  - c) Carbohydrates
  - d) Phospholipids
28. The area of hypothalamus responsible for satiation behavior is
- a) Amygdala
  - b) Ventromedial hypothalamus
  - c) Thalamus
  - d) Lateral hypothalamus
29. Individual expectations concerning their ability to perform various task is called
- a) Self-efficacy
  - b) Self-system
  - c) Self-concept
  - d) Self-reinforcement
30. The smallest unit of sound used to form words is called
- a) Syllable
  - b) Morphemes
  - c) Phonemes
  - d) Semantics
31. Areas of impairment that characterize the behavior of children with ADHD includes all except
- a) Goal direction
  - b) Social interaction
  - c) Self-regulation
  - d) Behavioral inhibition
32. In which of the following classification of disorders, Mental Retardation has been replaced with Intellectual Developmental Disorder?
- a) DSM IV TR
  - b) DSM 5
  - c) DSM IV
  - d) DSM III
33. In which the following group therapies people are urged to tell other group members exactly how they feel, in order foster personal growth through increasing understanding of one's own behavior, honesty and openness in personal relations.
- a) Humanistic group therapy
  - b) Family therapy
  - c) Psychoanalytic group therapy
  - d) Behavioural group therapy
34. If you had sight in only one eye, which of the following depth cues could you NOT use?
- a) Texture gradient
  - b) Linear perspective
  - c) Convergence
  - d) Shading
35. Neurodevelopmental model of schizophrenia suggests that brains of individual who develop the disorder
- a) Have fewer dendrite branches
  - b) Experience poor neural connection
  - c) Experience subdued synaptic pruning during the prenatal phase
  - d) Have more unipolar neurons
36. What is the crisis that dominates an individual during 'Young Adulthood' as per Erikson's stages of psychosocial

- development?
- Ego integrity vs. despair
  - Generativity vs. stagnation
  - Identity vs. role confusion
  - Intimacy vs. isolation
- When the heart muscle contracts, each contraction produces a maximum force called
    - Heartburn
    - Systolic pressure
    - Diastolic pressure
    - Heart attack
  - When the motive has a biological or physiological basis, it is called a/an
    - Imprinting
    - Libido
    - Incentive
    - Drive
  - The concept which refers to the consistency of scores obtained by the same persons when re-examined with the same test on different occasions is known as
    - Error variance
    - Standard error
    - Validity
    - Reliability
  - The concept that organizations are becoming a more heterogeneous mix of people in terms of gender, age, race, ethnicity, sexual orientation and inclusion of other diverse group is called
    - Contingency diversity
    - Changing demographics
    - Embracing diversity
    - Workforce diversity
  - Moderate level of mental retardation is characterized by
    - IQ level from 35-40 to 50-55
    - IQ level below 20-25
    - IQ level from 20-25 to 35-40
    - IQ level from 50-55 to approximately 69 and below
  - In Maslow's theory, \_\_\_\_\_ is the stage of personal development in which individuals reach their maximum potential.
    - Safety needs
    - Self actualization
    - Esteem needs
    - Physiological needs
  - One goal that has both positive and negative valence of approximate equal intensity can result into
    - Avoidance-avoidance conflict
    - Ambivalent conflict
    - Approach-approach conflict
    - Approach-avoidance conflict
  - The sleep stage lasting approximately 5 minutes that marks the transition from relaxed to wakefulness is called
    - None of these
    - REM sleep
    - Hypnogogic sleep
    - Sleep spindles
  - An experimental design in which one sample is tested under two or more treatment conditions is called
    - Mixed group design
    - Repeated measures design
    - Randomized group design

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- d) Between group design
46. In general, reducing the risk of Type I error reduces \_\_\_\_\_ of the test.
- a) Type II error
  - b) Generalizability
  - c) Validity
  - d) Power
47. If a cold spot is stimulated, you will feel a sensation of cold, even if the stimulus is something hot. This phenomenon is called
- a) None of these
  - b) Double pain
  - c) Paradoxical cold
  - d) Get control
48. During \_\_\_\_\_ stage, a person's ability to adapt to the stressor declines to the point where negative consequences of stress appear.
- a) Alarm
  - b) Uplift
  - c) Exhaustion
  - d) Resistance
49. During the neurons resting state, large amount of positive \_\_\_\_\_ ions are found in the extracellular fluid, whereas relatively more positive \_\_\_\_\_ ions are found inside the cell.
- a) Chloride, anions
  - b) Sodium, potassium
  - c) Sodium, lithium
  - d) Potassium, chloride
50. A patient admitted in a local hospital suffering from cuts, bruises, and contusions has memory for the previous week, but cannot remember what happened last week. This disorder is
- a) Dissociative identity disorder
  - b) Dissociative fugue
  - c) Generalized amnesia
  - d) Localized amnesia
51. A system in which workers participate in organizational decision making through a small group of representative employees is called
- a) Quality circle
  - b) Employee involvement
  - c) Representative participation
  - d) Participative management
52. The term 'unconscious inference' in perceptual psychology was coined by
- a) Jean-Martin Charcot
  - b) Joseph Breuer
  - c) Erik Erikson
  - d) Hermann von Helmholtz
53. The measure of central tendency most affected by the presence of extreme values is the
- a) Frequency
  - b) Median
  - c) Mean
  - d) Mode
54. A conflict in which the most beneficial action for an individual will, if chosen by most people, have harmful effects on everyone is called
- a) Cooperation
  - b) Competition
  - c) Negotiation
  - d) Social dilemma
55. There are some people who can move objects which are away from them without using any form of physical

- force. This phenomenon is called
- Pre-cognition
  - Telepathy
  - Psychokinesis
  - Psychoanalysis
56. A procedure whereby the experimenter does not know whether subjects are receiving an actual treatment or not is known as the \_\_\_\_\_ procedure.
- Placebo
  - Randomization
  - Operationalization
  - Double-blind
57. The corresponding T-score value for a Z-score value of +2.5 is
- 65
  - 70
  - 80
  - 75
58. \_\_\_\_\_ forms the blood-brain barrier—a barrier that prevents certain substances in the bloodstream from reaching the brain.
- Glial cell
  - Synapse
  - Neuron
  - Cell body
59. \_\_\_\_\_ heuristic is used when one judges how likely an event is to occur by how easily it is retrieved from memory.
- Anchoring
  - Availability
  - Representativeness
  - Evaluation
60. \_\_\_\_\_ developed by Hersey and Blanchard (1988), postulates that a leader typically uses one of four behavioral styles: delegating, directing, supporting, or coaching.
- Leadership contingency theory
  - Transactional leadership theory
  - Situational leadership theory
  - Path Goal theory of leadership
61. \_\_\_\_\_ is the extent to which an employee believes she/he must remain with the organization due to the time, expense, and effort that she/he has already put into it (Meyer & Allen, 1997).
- Normative commitment
  - Affective commitment
  - Continuance commitment
  - Global commitment
62. \_\_\_\_\_ is the tendency to engage in thrilling and exciting activities, to take risk, and to avoid boredom.
- Boredom susceptibility
  - Sensation seeking
  - Sensory deprivation
  - Social desirability
63. \_\_\_\_\_ approach to personality, states that people have basic goodness and a tendency to go to higher levels of functioning.
- Humanistic
  - Behavioral
  - Biological
  - Cognitive
64. \_\_\_\_\_ develops when individuals either feel they lack the skills or workplace resources to complete a task or perceive that the task cannot be done in the required amount of time.
- Role ambiguity
  - Role erosion

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- c) Role overload
  - d) Role conflict
65. \_\_\_\_\_ measures the length, weight, and temperature in degrees, Kelvin.
- a) Ordinal scale
  - b) Nominal scale
  - c) Interval scale
  - d) Ratio scale
66. Sandeep has constant worry about his health. He has met numerous doctors for ruling out serious diseases, only to be reassured of his wellbeing. Each small ailment (e.g. sneezing, fever, headache or stomach pains), exacerbate his worries. He considers them to be indications of a major illness. From which disorder, he suffers from?
- a) Tic disorder
  - b) Hypochondriasis
  - c) Dysmorphic disorder
  - d) Pain disorder
67. The sense that registers the movement and position of the limbs is called
- a) Visual
  - b) Kinesthetic
  - c) Auditory
  - d) Somasthetic
68. Charlie Chaplin illusion used to study the differential brain processing in individuals with schizophrenia suggests that
- a) People with schizophrenia show weakened top-down processes and stronger bottom-up processes
  - b) People with schizophrenia show weakened bottom-up and top-down processes
  - c) People with schizophrenia show weakened bottom-up processes and stronger top-down processes
  - d) People with schizophrenia show stronger bottom-up and top-down processes
69. The part of the brain most responsible for making decisions is the
- a) Amygdala
  - b) Hippocampus
  - c) Thalamus
  - d) Prefrontal cortex
70. Which of the following are NOT natural Opioids?
- a) Endorphin
  - b) Dymorphin
  - c) Morphine
  - d) Enkephalins
71. Which of the following neurons transmit information from the senses to the central nervous system?
- a) Mirror neurons
  - b) Motor neurons
  - c) Afferent neurons
  - d) Efferent neurons
72. Which of the following clinical procedures are based, in part, on classical conditioning?
- a) Empty chair technique
  - b) Systematic desensitization
  - c) Token economy
  - d) Transference
73. Which of the following is a strategy of job design that increases job depth by meeting employee's needs for psychological growth?

- a) Job rotation  
b) Job enlargement  
c) Job engagement  
d) Job enrichment
74. Which of the following is NOT a monocular cue of depth perception?  
a) Linear Perspective  
b) Texture gradient  
c) Motion parallax  
d) Accommodation
75. Which of the following is NOT among the stages of memory processing?  
a) Encoding                      c) Schema  
b) Storage                        d) Retrieval
76. Which of the following is NOT a feature of Anti-social Personality disorder?  
a) Failure to conform to social norms  
b) Consistent irresponsibility  
c) Deceitfulness  
d) Substance abuse
77. Which of the following statement describes social loafing?  
a) The tendency of people to work less hard on collective task than on an individual or co-active task  
b) The tendency of people to work hard and more effectively in group setting than in individual setting  
c) The tendency of deliberately disrupting the activity particularly while working collectively  
d) The tendency of taking credit for another individual's work while working as a team leader
78. Wolfgang Kohler believed that animals such as chimpanzees are capable of  
a) Trial and error  
b) Images  
c) Imaginations  
d) Insight
79. A work arrangement wherein an employee works for ten hours a day for four days or twelve hours a day for three days is called  
a) Telecommuting  
b) Moonlighting  
c) Compressed work week  
d) Flexitime
80. Maintaining a weight at least 15 percent below the normal weight for age and sex or a BMI of 17.5 or less is a symptom of \_\_\_\_\_ disorder.  
a) Binge eating  
b) Anorexia nervosa  
c) Compensatory eating  
d) Bulimia nervosa
81. \_\_\_\_\_ is the channeling of unacceptable sexual or aggressive instincts into socially desirable activities.  
a) Projection  
b) Reaction formation  
c) Sublimation  
d) Denial
82. \_\_\_\_\_ type of personality do better at signal-detection task.  
a) Extrovert                      c) Introvert  
b) Psychotic                     d) Neurotic
83. \_\_\_\_\_ research emphasizes style; whereas research on \_\_\_\_\_

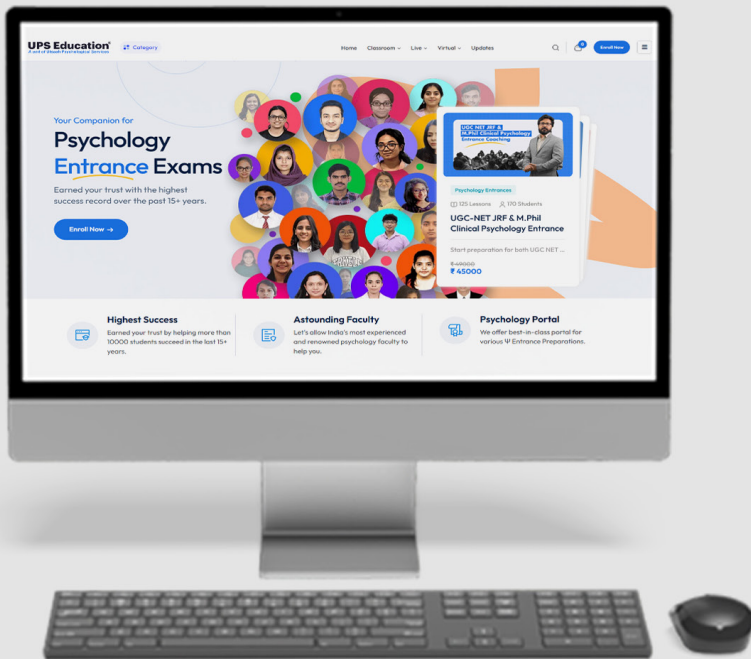
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- focuses on tactics for gaining compliance.
- a) Communication; politics
  - b) Leadership; power
  - c) Politics; leadership
  - d) Power; persuasion
84. Fundamental attribution errors (FAE) explain
- a) How individuals over estimate one's own attitude about self
  - b) How individuals over estimate situations and depositions of people
  - c) How individuals over estimate size and shape of objects against a background
  - d) Comparative evaluation of behaviours of people under different circumstances
85. According to Vroom's Expectancy Theory, the extent to which the outcome of a worker's performance, if noticed, results in a particular consequence is called
- a) Instrumentality
  - b) Equity
  - c) Expectancy
  - d) Valence
86. According to Eysenck, personality differences arise mostly from
- a) Biological differences
  - b) Cultural differences
  - c) Geographical differences
  - d) Environmental differences
87. According to Piaget, in which stage of development does infant gradually learn that there is a relationship
- between their actions and external world?
- a) Concrete operational stage
  - b) Formal operational stage
  - c) Preoperational stage
  - d) Sensorimotor stage
88. According to Realistic conflict theory, prejudice and discrimination are likely to increase when
- a) People are competing for job and security
  - b) People who hold stereotypes about a target group are frustrated
  - c) People know that their close friends are prejudiced
  - d) A country has history of Racism
89. According to the Gestalt principle of \_\_\_\_\_, we tend to perceive objects as forming mirror images about their center.
- a) Proximity
  - b) Continuity
  - c) Symmetry
  - d) Similarity
90. According to the trait theory of personality, a set of major characteristics that make up the core of a person's personality is called
- a) Secondary trait
  - b) Primary trait
  - c) Cardinal trait
  - d) Tertiary trait
91. According to Jung, inherited images in the collective unconscious that shape our perceptions of the external world are called
- a) Archetypes
  - b) Animus

- c) Self concept      d) Anima
92. According to Allport, a single trait that dominates an individual's entire personality is called
- Central trait
  - Secondary trait
  - Functional autonomy
  - Cardinal trait
93. According to classical psychoanalytic theory, a mechanism of defense in which various forbidden thoughts and impulses are attributed to another person rather than the self, thus warding off some anxiety, is called
- Projection
  - Introjection
  - Regression
  - Reaction formation
94. According to Atkinson's and Shiffrin Information-processing model, a stimulus from our outside environment is first stored in
- Working memory
  - Sensory memory
  - Long term memory
  - Short term memory
95. According to NEO PI-R test of personality, the facet of aesthetics comes under \_\_\_\_\_ domain of personality.
- Openness to experience
  - Extroversion
  - Agreeableness
  - Conscientiousness
96. With the \_\_\_\_\_ method of performance appraisal, the manager places predetermined percentages of subordinates in performance categories.
- Graphic rating scale
  - Paired comparison
  - Forced distribution
  - Alternation ranking
97. The mental ability to analyze and diagnose complex situations is called
- Technical skill
  - Human skill
  - Conceptual skill
  - Political skill
98. Behavioral health challenges the biomedical model for its
- Assumptions of separation of mind and body
  - Combination of biological and psychological factors in treatment
  - Identification of the root cause of illness
  - Focus on illness prevention
99. Under the pressure of excessive anxiety, the ego is sometimes forced to take extreme measures to relieve it. In psychoanalytic theory, these measures are called
- Defense mechanism
  - Electra complex
  - Oedipus complex
  - Avoidance
100. The first version of DSM (DSM-I) was published in the year
- 1957
  - 1962
  - 1947
  - 1952

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# Previous year question

## paper-2019

### South Campus

1. (b) It was based on the study of boys only

Explanation: Gilligan criticized Kohlberg's theory of moral development primarily because it was based solely on the study of boys. She argued that Kohlberg's stages of moral development may not adequately represent the moral reasoning of girls and women. Gilligan proposed that women often approach moral dilemmas with a different focus, emphasizing care, relationships, and interconnectedness, which she referred to as an "ethic of care." She suggested that Kohlberg's stages may not capture this aspect of moral reasoning adequately.

2. (d) Mean, median

Explanation: The mean is less robust or less resistant to outliers compared to the median. Outliers, which are extreme scores in a distribution, can heavily influence the mean because it takes into account the value of each score. In contrast, the median is less affected by outliers because it only considers the middle value of a distribution when ordered from least to greatest. Therefore, when outliers are present, the median is often a more reliable measure of central tendency than the mean.

3. (a) Archival research

Explanation: Archival research involves the examination of existing records or documents to gather data relevant to the research question or hypothesis. These records can include historical documents, census data, medical records, newspaper articles, and more. Archival research allows researchers to analyze data that already exist, making it a valuable method for investigating trends, patterns, and relationships over time.

4. (c) Cyclothymia

Explanation: Cyclothymia is a mood disorder characterized by numerous periods of hypomanic symptoms (less severe than full-blown mania) and numerous periods of depressive symptoms that do not meet the criteria for a major depressive episode. It is considered a milder form of bipolar disorder compared to Bipolar I and Bipolar II, as individuals with cyclothymia experience less severe mood disturbances.

## Answer Key

5. (b) You react with your body first, then you feel emotion

Explanation: The James-Lange theory of emotion proposes that emotions arise from our perception of our physiological responses to stimuli. According to this theory, physiological arousal precedes the experiencing of emotions. In other words, we interpret our bodily reactions to stimuli as emotions.

6. (a) Leading

Explanation: Leading involves inspiring and motivating employees, directing their activities, selecting appropriate communication channels, and resolving conflicts to achieve organizational goals. It focuses on guiding and influencing others towards the accomplishment of objectives.

7. (c) Persistence

Explanation: Persistence is a crucial trait in achieving long-term goals. It involves the ability to stay focused and committed, even when facing difficulties or setbacks. Individuals who exhibit persistence are more likely to overcome obstacles and achieve success because they maintain their efforts and do not easily give up. This trait is essential in various aspects of life, including personal relationships, academics, career pursuits, and selfimprovement endeavors. People who demonstrate persistence are often seen as resilient and determined, qualities that contribute to their overall effectiveness and success.

8. (d) Mere-exposure effect

Explanation: The concept demonstrated in Prof. Gupta's experiment is the "mere-exposure effect". This effect suggests that people tend to develop a preference for things they are exposed to repeatedly, even if they cannot recall the exposure. In this experiment, participants showed a preference for the shapes they had seen before, indicating that their previous exposure influenced their current choices. This phenomenon is often used in marketing and advertising, where repeated exposure to products or brands can lead to increased liking and preference among consumers.

9. (a) Humanism

Explanation: The "Third Force" in psychology refers to humanism. This perspective emerged as a reaction to the dominant paradigms of behaviorism and psychoanalysis. Humanism emphasizes the study of the whole person, focusing on subjective experiences, free will, and the potential for personal growth and self-actualization. Figures such as Abraham Maslow and Carl Rogers were instrumental in shaping this approach, which sought to understand human behavior from a positive and holistic standpoint.

## 10. (a) Sphericity

Explanation: The assumption you're referring to is called sphericity. It's a statistical assumption necessary for conducting certain types of analyses, particularly in repeated measures designs. Sphericity assumes that the variances of the differences between all possible pairs of related groups are equal. Violations of sphericity can affect the accuracy of statistical tests like repeated measures ANOVA, so it's essential to test for sphericity and, if violated, apply corrections to ensure the validity of the analysis.

## 11. (b) Latent learning

Explanation: Latent learning refers to learning that occurs but is not immediately expressed in behavior until there is a motivation or incentive to do so. In the given experiment, the rats demonstrated knowledge of the maze layout without immediate reinforcement, indicating latent learning.

## 12. (b) Hypothalamus

Explanation: The hypothalamus plays a crucial role in regulating various physiological processes, including sexual behavior and the secretion of hormones that influence the reproductive system. It integrates signals from other brain regions and external stimuli to regulate an animal's sex drive and reproductive behaviors.

## 13. (d) Gatekeeper

Explanation: In the context of communication overload, a gatekeeper serves as a filter, screening incoming communication and allowing only the most relevant or important messages to reach the executive. This helps manage the overwhelming volume of information and ensures that the executive's attention is directed towards critical matters.

## 14. (b) Left frontal lobe

Explanation: Broca's area, a region crucial for speech production and language processing, is typically located in the left frontal lobe of the brain, specifically in the posterior portion of the inferior frontal gyrus. Damage to this area can result in expressive aphasia, impairing the ability to produce spoken language while comprehension remains intact.

## 15. (b) Environmental spoiling

Explanation: "Environmental spoiling" is not a widely recognized term in psychology, and its usage in the context you've provided doesn't align with established psychological concepts. However, it seems to describe a phenomenon similar to the "mere-exposure

## Answer Key

effect” or “habituation effect,” where repeated exposure to a negative stimulus leads to an increase in negative feelings towards that stimulus. This contrasts with the mere-exposure effect, where increased familiarity with a neutral or positive stimulus leads to more positive feelings.

### 16. (a) Body fat

Explanation: Triacylglycerols, commonly known as triglycerides, are the main constituents of body fat in humans and animals. They are composed of three fatty acid molecules attached to a glycerol backbone and serve as a major energy storage form in adipose tissue.

### 17. (a) Relaxed - Tensed

Explanation: In Cattell’s 16 Personality Factor (16PF) model, the O-factor, or Emotional Stability, assesses an individual’s tendency towards calmness or anxiety. Those leaning towards “Relaxed” exhibit emotional resilience, remaining composed under stress, while those tending towards “Tensed” are more prone to anxiety and emotional instability. This factor captures variations in how individuals manage and experience emotions, influencing their overall psychological well-being and coping mechanisms.

18. (a) Mann-Whitney U test Explanation: The Mann-Whitney U test is used to assess differences between two independent groups when the assumptions for parametric tests like the t-test are not met. It ranks the data from both groups, calculates the sum of ranks for each group, and compares these sums to determine if there’s a significant difference between the groups. It’s often used when the data are ordinal or skewed and is a nonparametric alternative to the independent samples t-test.

### 19. (c) Concepts

Explanation: Concepts refer to mental representations of categories or classes of objects, events, or people that share common properties. Categorization involves grouping items based on similarities and differences, forming conceptual frameworks that aid in understanding and organizing the world. This process is fundamental to cognitive functioning and enables individuals to make sense of their environment, communicate effectively, and engage in problem-solving and decision-making.

### 20. (a) Interpret ambiguous stimuli

Explanation: Projective tests, like the Rorschach inkblot test, present individuals with ambiguous stimuli and ask them to interpret or describe what they see. The purpose is to uncover unconscious thoughts, feelings, and personality traits through the individual’s

responses to the ambiguous stimuli. This contrasts with personality inventories, which typically involve self-report questionnaires where individuals answer questions about their own thoughts, feelings, and behaviors.

21. (c) Placenta

Explanation: The placenta is a vital organ that forms during pregnancy, attached to the uterine wall and connected to the fetus via the umbilical cord. It serves multiple functions, including providing oxygen and nutrients to the developing fetus, removing waste products from the fetal bloodstream, and acting as a barrier to prevent the mixing of maternal and fetal blood while allowing for the exchange of substances. The placenta also produces hormones that support pregnancy and fetal development.

22. (c) Alternative-Unidirectional hypothesis

Explanation: This statement proposes that there will be a significant difference in the attitude towards health between individuals from low and high socio-economic status, without specifying the direction of the difference. The term “unidirectional” indicates that the hypothesis predicts a difference in one direction (e.g., individuals from high socioeconomic status will have more positive attitudes towards health than those from low socio-economic status).

23. (d) Albert Ellis

Explanation: Rational Emotive Behavior Therapy (REBT) was developed by Albert Ellis in the 1950s. It's a type of cognitive-behavioral therapy (CBT) that focuses on identifying and challenging irrational beliefs and thought patterns to promote healthier emotional and behavioral responses. Ellis believed that individuals' emotional responses are influenced by their beliefs and interpretations of events, and by changing these beliefs, individuals can improve their emotional well-being and coping strategies.

24. (b) Gastrointestinal

Explanation: The salivary glands, integral to the digestive system, secrete saliva containing enzymes like amylase that initiate the digestion process by breaking down carbohydrates in the mouth. This pre-digestion facilitates swallowing and nutrient absorption later in the gastrointestinal tract. Saliva also aids in maintaining oral health by cleansing the mouth, buffering acids, and preventing bacterial overgrowth, highlighting its crucial role within the gastrointestinal system.

25. (b) Skewed

## Answer Key

Explanation: A family structure where all power rests with one parent is often described as a “skewed” family dynamic. This imbalance in power distribution can lead to various challenges within the family, including communication difficulties, conflicts, and emotional strain on family members.

### 26. (c) Identical value

Explanation: When calculating correlation from paired ranks with no ties, both Pearson’s correlation and Spearman’s correlation will yield identical values. Despite using different methods to calculate correlation (Pearson’s relies on the linear relationship between variables, while Spearman’s is based on the monotonic relationship between ranks), in this specific scenario, where ranks are used and there are no ties, the correlation coefficients derived from both methods will be the same.

### 27. (b) Steroids

Explanation: Cholesterol, cortisol, estrogen, and testosterone are all examples of steroids. Steroids are a class of organic compounds characterized by a specific arrangement of four cycloalkane rings linked together. They serve various physiological functions in the body, including regulating metabolism, immune response, and reproductive processes.

### 28. (b) Ventromedial hypothalamus

Explanation: The ventromedial hypothalamus (VMH) is primarily associated with satiation behavior, which involves signaling feelings of fullness and satisfaction to stop eating. Lesions or damage to the VMH can lead to hyperphagia, characterized by excessive eating and obesity, due to impaired satiety signals. The lateral hypothalamus, on the other hand, is associated with hunger and initiation of eating behavior.

### 29. (a) Self-efficacy

Explanation: Self-efficacy refers to an individual’s belief in their ability to successfully execute specific tasks or behaviors to achieve desired outcomes. It plays a crucial role in motivation, goal-setting, and perseverance in the face of challenges. Developed by Albert Bandura, self-efficacy beliefs influence the choices people make, the effort they put forth, and their resilience in overcoming obstacles.

### 30. (c) Phonemes

Explanation: Phonemes are the smallest units of sound in a language that can change the meaning of a word. They are the basic building blocks of spoken language and are combined to form syllables, words, and sentences. Morphemes are the smallest units of meaning, while

semantics refers to the study of meaning in language. Phonemes specifically pertain to the individual sounds that make up words.

31. (a) Goal direction

Explanation: Areas of impairment in children with ADHD typically include social interaction, self-regulation, and behavioral inhibition. These children may have difficulties in regulating their attention, controlling impulsive behaviors, and interacting appropriately with others. However, goal direction is not typically considered a primary area of impairment in ADHD.

32. (b) DSM 5

Explanation: In the DSM-5 (Diagnostic and Statistical Manual of Mental Disorders, Fifth Edition), Mental Retardation was replaced with Intellectual Developmental Disorder. This change was made to reflect a more contemporary and respectful terminology, emphasizing the developmental aspect of the condition and moving away from stigmatizing language.

33. (a) Humanistic group therapy

Explanation: Humanistic group therapy encourages individuals to express their true feelings to other group members. This approach aims to foster personal growth by enhancing self-awareness, honesty, and openness in personal relationships. It is based on the principles of humanistic psychology, which emphasizes personal development, self-actualization, and the importance of genuine human connections. Techniques used in this therapy often focus on exploring emotions and improving interpersonal skills.

34. (c) Convergence

Explanation: Convergence is a binocular depth cue, meaning it requires both eyes to perceive depth. It involves the inward movement of the eyes when focusing on a close object, providing information about the object's distance. Texture gradient, linear perspective, and shading are monocular depth cues that can be perceived with just one eye, as they rely on visual information that doesn't depend on binocular vision.

35. (b) Experience poor neural connection

Explanation: The neurodevelopmental model of schizophrenia suggests that individuals who develop the disorder experience poor neural connection. This model posits that abnormalities in brain development during prenatal and early life stages lead to disrupted neural connectivity, which can manifest as the symptoms of schizophrenia later in life. These disruptions can include fewer dendrite branches and issues with synaptic pruning, but poor neural connection is a broader and more inclusive explanation.

## Answer Key

### 36. (d) Intimacy vs. isolation

Explanation: According to Erik Erikson's stages of psychosocial development, the primary crisis during young adulthood (approximately ages 18 to 40) is "Intimacy vs. Isolation." In this stage, individuals focus on forming intimate, loving relationships with other people. Successful resolution of this stage leads to strong relationships and a sense of connectedness, while failure results in loneliness and isolation. This stage is crucial for developing the ability to establish long-term commitments and personal connections.

### 37. (b) Systolic pressure

Explanation: Systolic pressure is the maximum force exerted by the heart muscle during contraction. It is the higher number in a blood pressure reading and indicates how much pressure your blood is exerting against your artery walls when the heart beats. Diastolic pressure, in contrast, measures the pressure in the arteries when the heart muscle is resting between beats.

### 38. (d) Drive

Explanation: A drive is a motive with a biological or physiological basis. Drives are internal states that arise in response to physiological needs, such as hunger, thirst, and the need for sleep. These states motivate behaviors that aim to fulfill these needs and restore homeostasis, the body's equilibrium. Drives are fundamental to survival and are rooted in biological processes.

### 39. (d) Reliability

Explanation: Reliability refers to the consistency of scores obtained by the same individuals when re-examined with the same test on different occasions. A reliable test yields similar results under consistent conditions, indicating that the measurement is dependable and repeatable. This contrasts with validity, which refers to the accuracy of the test in measuring what it is intended to measure. Reliability is essential for ensuring that test results are stable and trustworthy over time.

### 40. (d) Workforce diversity

Explanation: Workforce diversity refers to the inclusion of a wide variety of individuals within an organization in terms of gender, age, race, ethnicity, sexual orientation, and other diverse groups. This concept emphasizes creating an inclusive environment that values and leverages differences among employees, promoting equity and enhancing the organization's performance by fostering a broader range of perspectives and ideas.

41. (a) IQ level from 35-40 to 50-55

Explanation: Moderate mental retardation, now referred to as moderate intellectual disability, is characterized by an IQ level ranging from 35-40 to 50-55. Individuals within this range typically require some level of support in daily living but can acquire basic communication and self-care skills. They may benefit from special education and vocational training to develop functional skills and achieve a degree of independence.

42. (b) Self actualization

Explanation: According to Maslow's hierarchy of needs, self-actualization is the stage of personal development in which individuals strive to reach their maximum potential, fulfilling their unique talents and capabilities. It represents the realization of one's full potential, including personal growth, creativity, and the pursuit of meaningful goals. Before reaching self-actualization, individuals typically need to satisfy lower-level needs such as physiological, safety, love/belonging, and esteem needs.

43. (d) Approach-avoidance conflict

Explanation: An approach-avoidance conflict arises when a goal or situation has both positive and negative aspects of approximately equal intensity. In this type of conflict, individuals are attracted to the goal because of its positive aspects but are simultaneously repelled by it due to its negative aspects. This conflict can lead to feelings of ambivalence and uncertainty, as individuals experience conflicting tendencies to both approach and avoid the same goal or situation.

44. (c) Hypnagogic sleep

Explanation: The sleep stage lasting approximately 5 minutes that marks the transition from relaxed to wakefulness is called hypnagogic sleep. This stage occurs as individuals are falling asleep and may involve hallucinations, vivid imagery, or fleeting thoughts. It is often characterized by a sense of drifting or floating as the mind begins to disengage from external stimuli and enter the early stages of sleep.

45. (b) Repeated measures design

Explanation: In a repeated measures design, one sample is tested under two or more treatment conditions. Each participant undergoes all treatment conditions, allowing for within-subject comparisons. This design reduces individual differences between participants and increases statistical power by utilizing the same individuals across conditions. It is particularly useful when the number of participants is limited or when

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individual differences need to be minimized.

### 46. (a) Type II error

Explanation: In general, reducing the risk of Type I error (rejecting a true null hypothesis) typically increases the risk of Type II error (failing to reject a false null hypothesis). Type I and Type II errors are inversely related; decreasing the likelihood of one increases the likelihood of the other. Therefore, by minimizing the risk of Type I error, the test's sensitivity to detecting true effects (power) may decrease, leading to an increased risk of Type II error.

### 47. (c) Paradoxical cold

Explanation: Paradoxical cold sensation occurs when a cold spot on the body is stimulated, leading to a sensation of cold even if the stimulus is something hot. This phenomenon is characterized by the perception of cold in response to a stimulus that typically produces warmth, creating a paradoxical sensation. It highlights the complex nature of sensory perception and the brain's interpretation of sensory inputs.

### 48. (c) Exhaustion

Explanation: During the exhaustion stage of the stress response, a person's ability to adapt to the stressor declines to the point where negative consequences of stress appear. This stage occurs after the initial alarm reaction and the subsequent resistance stage. In the exhaustion stage, the body's resources become depleted due to prolonged or chronic stress, leading to physical and emotional exhaustion, decreased immune function, and increased vulnerability to illness or disease.

### 49. (b) Sodium, potassium

Explanation: During the neuron's resting state, there is a higher concentration of positive sodium ions ( $\text{Na}^+$ ) in the extracellular fluid outside the cell, while there is a higher concentration of positive potassium ions ( $\text{K}^+$ ) inside the cell. This concentration gradient of ions contributes to the resting membrane potential of the neuron, which is essential for its normal functioning and the generation of action potentials.

### 50. (d) Localized amnesia

Explanation: Localized amnesia refers to a type of memory loss where an individual cannot recall specific events or information related to a particular time period, often due to psychological trauma or stress. In the given scenario, the patient remembers events from the previous week but has no memory of what happened last week, indicating a localized loss of memory for that specific time period. This contrasts with generalized amnesia, where

memory loss extends to a broader range of experiences, and dissociative disorders like dissociative identity disorder and dissociative fugue involve more complex disruptions in memory and identity.

51. (c) Representative participation

Explanation: Representative participation refers to a system in which workers participate in organizational decision-making through a small group of representative employees. In this system, representatives are elected or appointed to represent the interests and concerns of workers to management. This approach allows employees to have a voice in decision-making processes while ensuring that organizational decisions consider their perspectives and input.

52. (d) Hermann von Helmholtz

Explanation: The term “unconscious inference” in perceptual psychology was coined by Hermann von Helmholtz. He introduced the concept in the 19th century to explain how the mind makes unconscious assumptions or inferences based on sensory input to perceive the world around us. This idea laid the groundwork for understanding perception as an active and constructive process influenced by both sensory data and prior knowledge or expectations.

53. (c) Mean

Explanation: The measure of central tendency most affected by the presence of extreme values is the mean. Extreme values, also known as outliers, can significantly influence the calculation of the mean because it considers the sum of all values divided by the total number of values. As a result, even a single extreme value can disproportionately affect the mean, pulling it towards the extreme end of the distribution. In contrast, the median and mode are less influenced by extreme values, as they are based on the middle value and the most frequent value, respectively, rather than the sum of all values.

54. (d) Social dilemma

Explanation: A social dilemma is a conflict situation in which the most beneficial action for an individual, if chosen by most people, will have harmful effects on everyone. In these situations, individuals face a tension between pursuing their self-interest and acting in the collective interest. Common examples of social dilemmas include the tragedy of the commons, where individuals exploit shared resources to their own benefit but harm the collective well-being, and the prisoner’s dilemma, where individuals must decide whether to cooperate or defect in a mutually beneficial relationship.

## Answer Key

### 55. (c) Psychokinesis

Explanation: Psychokinesis, often abbreviated as PK, is the purported ability to move objects or influence the physical world using the power of the mind alone, without any physical force. This phenomenon, also known as telekinesis, has been a subject of interest and speculation in parapsychology and pseudoscience. However, scientific evidence supporting the existence of psychokinesis is lacking, and it is generally considered a paranormal or supernatural concept.

### 56. (d) Double-blind

Explanation: The procedure whereby the experimenter does not know whether subjects are receiving an actual treatment or not is known as the double-blind procedure. In a double-blind study, neither the participants nor the researchers involved in the study know who is receiving the treatment and who is receiving the placebo or control condition. This helps to minimize bias and ensures the reliability and validity of the study's results.

### 57. (d) 75

Explanation: The corresponding T-score value for a Z-score of +2.5 is calculated using the formula:

$T = 50 + (Z \times 10)$ . Substituting the Z-score of +2.5 into the formula:

$$T = 50 + (2.5 \times 10)$$

$$T = 50 + 25$$

$$T = 75$$

Therefore, the corresponding T-score for a Z-score of +2.5 is 75.

### 58. (a) Glial cell

Explanation: Glial cells, specifically astrocytes, play a significant role in forming the blood-brain barrier. Astrocytes are a type of glial cell that surrounds the blood vessels in the brain and helps regulate the passage of substances from the bloodstream into the brain tissue. They contribute to the selective permeability of the blood-brain barrier, preventing certain substances, such as toxins and pathogens, from entering the brain while allowing essential nutrients and molecules to pass through. This barrier is crucial for maintaining the stability and function of the brain's internal environment.

### 59. (b) Availability

Explanation: The availability heuristic is used when one judges how likely an event is to occur by how easily it is retrieved from memory. According to this heuristic, people tend

to rely on information that is readily available in their memory when making judgments about the frequency or probability of events. If an event is easily recalled or remembered, individuals may perceive it as more common or likely to occur, even if it is not statistically accurate.

60. (c) Situational leadership theory

Explanation: Situational leadership theory, developed by Hersey and Blanchard in 1988, postulates that a leader typically uses one of four behavioral styles: delegating, directing, supporting, or coaching. According to this theory, effective leadership depends on the readiness level of the followers, which is determined by their competence and commitment to perform a specific task. Based on the followers' readiness level, leaders should adapt their leadership style to provide the appropriate level of direction, support, and guidance to achieve the desired outcomes.

61. (c) Continuance commitment

Explanation: Continuance commitment refers to the extent to which an employee believes they must remain with the organization due to the time, expense, and effort they have already invested in it. This type of commitment is based on the perceived costs associated with leaving the organization, such as loss of benefits, seniority, or pension rights. It differs from affective commitment, which is based on an emotional attachment and identification with the organization, and normative commitment, which is based on a sense of obligation or duty to remain with the organization due to perceived moral or ethical reasons.

62. (b) Sensation seeking

Explanation: Sensation seeking refers to the tendency to engage in thrilling and exciting activities, to take risks, and to avoid boredom. Individuals high in sensation seeking are often attracted to novel experiences, adventure, and stimulation, and they may seek out activities that provide intense sensory or emotional experiences. This trait can influence various aspects of behavior, including recreational activities, career choices, and decision-making processes.

63. (a) Humanistic

Explanation: The humanistic approach to personality states that people have basic goodness and a tendency to strive for higher levels of functioning. This perspective, associated with theorists like Abraham Maslow and Carl Rogers, emphasizes the innate drive for self-actualization, personal growth, and fulfillment in individuals. Humanistic psychologists believe that people possess an inherent capacity for positive growth and self-improvement,

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and they focus on understanding and promoting the conditions that facilitate this process, such as unconditional positive regard, empathy, and authenticity.

### 64. (c) Role overload

Explanation: Role overload develops when individuals either feel they lack the skills or workplace resources to complete a task or perceive that the task cannot be done in the required amount of time. This occurs when individuals are assigned more tasks or responsibilities than they can effectively manage within their available resources, leading to feelings of being overwhelmed, stressed, and unable to meet job demands. Role overload can negatively impact job performance, job satisfaction, and overall well-being.

### 65. (d) Ratio scale

Explanation: A ratio scale is a type of measurement scale that has a true zero point and equal intervals between consecutive points. It allows for the comparison of values in terms of magnitude, as well as the calculation of ratios between values. Measurements such as length, weight, and temperature in Kelvin (where zero represents absolute zero) are examples of variables that can be measured on a ratio scale. This scale provides the most information and flexibility for statistical analysis compared to other types of measurement scales, such as nominal, ordinal, and interval scales.

### 66. (b) Hypochondriasis

Explanation: Sandeep's constant worry about his health, along with his frequent visits to doctors to rule out serious diseases despite being reassured of his wellbeing, indicates symptoms of hypochondriasis, also known as illness anxiety disorder. Individuals with hypochondriasis have excessive and unrealistic fears or concerns about having a serious illness, even when medical evaluations and reassurance fail to alleviate their anxiety. They often misinterpret minor bodily symptoms as signs of a severe medical condition, leading to persistent distress and preoccupation with their health.

### 67. (b) Kinesthetic

Explanation: The sense that registers the movement and position of the limbs is called the kinesthetic sense. This sense, also known as proprioception, provides information about the position, orientation, and movement of the body parts, including the limbs, muscles, and joints. It allows individuals to perceive and coordinate movements accurately without relying solely on visual feedback. The kinesthetic sense plays a crucial role in motor control, balance, posture, and spatial awareness.

68. (c) People with schizophrenia show weakened bottom-up processes and stronger top down processes

Explanation: The Charlie Chaplin illusion is a perceptual phenomenon used to study differential brain processing in individuals with schizophrenia. Research suggests that individuals with schizophrenia may exhibit weakened bottom-up processes, which are responsible for the initial sensory processing of visual stimuli, and stronger top-down processes, which involve higher-level cognitive factors such as expectations, beliefs, and interpretations. This imbalance in processing may contribute to the altered perception and interpretation of sensory information observed in schizophrenia.

69. (d) Prefrontal cortex

Explanation: The prefrontal cortex, particularly the dorsolateral prefrontal cortex, is primarily responsible for making decisions. This region of the brain is involved in executive functions such as reasoning, problem-solving, planning, impulse control, and decisionmaking. It integrates sensory information, memories, and emotional factors to evaluate options, weigh consequences, and select appropriate actions. Damage or dysfunction in the prefrontal cortex can impair decision-making abilities, leading to difficulties in judgment, impulsivity, and risk-taking behavior.

70. (b) Dymorphin

Explanation: Dymorphin is not a natural opioid. The correct term is dynorphin, which is indeed a natural opioid peptide. Endorphins, enkephalins, and dynorphins are all endogenous opioids produced naturally in the body, whereas morphine is an exogenous opioid derived from the opium poppy plant. These opioid peptides play various roles in pain modulation, stress response, reward pathways, and mood regulation.

71. (c) Afferent neurons

Explanation: Afferent neurons, also known as sensory neurons, transmit information from the senses (such as touch, pain, temperature, sight, sound, and smell) to the central nervous system (brain and spinal cord). These neurons detect stimuli from the external environment or from within the body and convert them into electrical impulses that travel along sensory pathways to the central nervous system for processing and interpretation. In contrast, efferent neurons, also known as motor neurons, transmit signals from the central nervous system to muscles and glands to produce responses such as movement or secretion.

72. (b) Systematic desensitization

Explanation: Systematic desensitization is a clinical procedure based, in part, on classical

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conditioning principles. This therapeutic technique is commonly used to treat phobias and anxiety disorders. It involves exposing individuals to gradually increasing levels of feared stimuli while they remain relaxed, which helps to reduce or eliminate their fear response through a process known as counterconditioning. By pairing relaxation with the feared stimulus, individuals learn to associate the stimulus with relaxation rather than fear, leading to decreased anxiety over time.

### 73. (d) Job enrichment

Explanation: Job enrichment is a strategy of job design aimed at increasing job depth by meeting employees' needs for psychological growth and fulfillment. It involves enhancing job responsibilities and increasing the autonomy, control, and decision-making authority of employees within their roles. By providing opportunities for skill development, task variety, feedback, and personal accomplishment, job enrichment aims to make jobs more challenging, meaningful, and rewarding for employees. This approach can lead to higher job satisfaction, motivation, and performance, as well as reduced turnover and absenteeism.

### 74. (d) Accommodation

Explanation: Accommodation is not a monocular cue of depth perception. Instead, it is a binocular cue that involves the adjustment of the lens in the eye to focus on objects at different distances. Monocular cues are depth cues that can be perceived with one eye alone, while binocular cues require the use of both eyes.

### 75. (c) Schema

Explanation: Schema is not one of the stages of memory processing. Instead, it is a cognitive framework or mental structure that organizes and interprets information in the brain. Schemas help individuals make sense of the world by providing a framework for understanding and interpreting new information based on past experiences, knowledge, and expectations.

### 76. (d) Substance abuse

Explanation: Substance abuse is not a feature of Antisocial Personality Disorder (ASPD). ASPD is characterized by a pervasive pattern of disregard for and violation of the rights of others, as well as antisocial behavior that begins in childhood or adolescence and continues into adulthood. While substance abuse may commonly co-occur with ASPD, it is not considered a specific diagnostic criterion for the disorder. Instead, substance abuse disorders are distinct mental health conditions characterized by the recurrent use of substances despite negative consequences.

77. (a) The tendency of people to work less hard on collective tasks than on individual or co-active tasks

Explanation: Social loafing refers to the phenomenon where individuals exert less effort or motivation when working on collective tasks in a group setting compared to when they work individually or co-actively. This reduction in effort can occur due to a diffusion of responsibility within the group, as individuals may feel less accountable for their contributions when working alongside others. As a result, social loafing can lead to decreased productivity and performance on group tasks.

78. (d) Insight

Explanation: Wolfgang Köhler, a Gestalt psychologist, believed that animals such as chimpanzees are capable of insight. Insight, in this context, refers to the sudden understanding or realization of a problem's solution without prior trial and error or systematic reasoning. Köhler conducted experiments with chimpanzees on Tenerife, where he observed behaviors suggesting that the animals were able to solve problems by mentally representing the situation, rather than through simple trial and error. This insight, he argued, demonstrated higher-order cognitive abilities in animals beyond mere conditioning or associative learning.

79. (c) Compressed workweek

Explanation: A compressed workweek is a work arrangement where an employee works longer hours over fewer days within a typical workweek. In the scenario described, where an employee works for ten hours a day for four days or twelve hours a day for three days, it fits the definition of a compressed workweek. This arrangement allows employees to complete their required hours within a shorter timeframe, providing them with additional consecutive days off during the week. It can offer benefits such as increased flexibility and improved work-life balance for employees.

80. (b) Anorexia nervosa

Explanation: Maintaining a weight at least 15 percent below the normal weight for age and sex, or having a Body Mass Index (BMI) of 17.5 or less, is a defining symptom of Anorexia nervosa. Anorexia nervosa is a serious eating disorder characterized by an intense fear of gaining weight, a distorted body image, and severe restriction of food intake, leading to significant weight loss and often malnutrition. Individuals with anorexia nervosa may also engage in excessive exercise and other behaviors to control their weight.

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### 81. (c) Sublimation

Explanation: Sublimation is the channeling or redirection of unacceptable impulses, such as sexual or aggressive instincts, into socially acceptable or culturally valued activities. Instead of expressing these impulses directly, individuals engage in activities that are constructive, productive, or creative. By sublimating their impulses into socially desirable pursuits, individuals can satisfy their underlying needs or drives while conforming to societal norms and values. This defense mechanism is considered adaptive as it allows individuals to express their instincts in ways that contribute positively to society without causing harm or disruption.

### 82. (c) Introvert

Explanation: Introverts tend to perform better at signal-detection tasks compared to extroverts. Signal-detection tasks involve detecting and discriminating between signals (e.g., relevant information) and noise (e.g., irrelevant distractions) in a given environment. Introverts typically exhibit greater sensitivity to subtle stimuli and have a lower threshold for detecting signals amidst background noise. Their preference for quiet, solitary environments and their tendency to focus inwardly may contribute to their enhanced performance on tasks that require sustained attention and vigilance.

### 83. (b) Leadership; power

Explanation: Research on leadership emphasizes style, focusing on the qualities, behaviors, and characteristics of effective leaders. It examines how leaders inspire, motivate, and influence others to achieve common goals. Leadership research explores various leadership styles, such as transformational, transactional, democratic, and autocratic, and their impact on organizational outcomes and employee performance. In contrast, research on power focuses on tactics for gaining compliance and influencing others' behavior. It examines the sources and dynamics of power in interpersonal relationships, organizations, and society.

### 84. (b) How individuals overestimate situations and dispositions of people

Explanation: Fundamental attribution errors (FAE) refer to the tendency for individuals to overemphasize the role of personal characteristics or dispositions and underestimate the influence of situational factors when explaining the behavior of others. In other words, FAE occurs when people attribute others' actions or behaviors more to their internal traits or characteristics (such as personality, attitudes, or abilities) rather than considering external circumstances or situational factors that may have influenced their behavior. This bias can lead to judgments that are overly focused on individual characteristics while neglecting the impact of situational context, social norms, or environmental influences on behavior.

## 85. (a) Instrumentality

Explanation: According to Vroom's Expectancy Theory, instrumentality refers to the perceived relationship between performance and outcomes. Specifically, it refers to the extent to which the outcome of a worker's performance, if noticed, is believed to result in a particular consequence, such as rewards, recognition, or punishment. In other words, instrumentality assesses the likelihood that achieving a certain level of performance will lead to desired outcomes or consequences. High instrumentality implies that individuals believe their efforts will directly lead to desirable outcomes, while low instrumentality suggests skepticism about the connection between performance and outcomes.

## 86. (a) Biological differences

Explanation: According to Eysenck's theory of personality, personality differences primarily arise from biological differences. Eysenck proposed that variations in personality traits, such as extraversion-introversion and emotional stability-neuroticism, are largely influenced by genetic and physiological factors. He suggested that individuals inherit predispositions or temperamental traits that shape their typical patterns of behavior, emotional responses, and cognitive styles. These biological differences interact with environmental influences to further shape and develop personality throughout life.

## 87. (d) Sensorimotor stage

Explanation: According to Jean Piaget's theory of cognitive development, the sensorimotor stage is the first of the four stages of cognitive development, occurring from birth to approximately 2 years of age. During this stage, infants learn about the world through their sensory experiences and motor actions. Key developmental achievements during this stage include the development of object permanence, which is the understanding that objects continue to exist even when they are out of sight, and the realization that actions can cause changes in the environment. Infants gradually learn to coordinate their sensory perceptions with their motor actions, leading to the development of basic cognitive schemas and the ability to engage in simple problem-solving tasks.

## 88. (a) People are competing for job and security

Explanation: Realistic Conflict Theory suggests that prejudice and discrimination are likely to increase when there is competition over limited resources, such as jobs and security. This theory posits that intergroup conflict arises when groups perceive themselves to be in competition for scarce resources, leading to negative attitudes, stereotypes, and discrimination toward out-group members. The competition for resources exacerbates

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intergroup tensions and fosters hostility between groups. Individuals may develop prejudices and discriminatory behaviors as a means of protecting their own group's interests in the face of perceived competition or threat from out-groups.

### 89. (c) Symmetry

Explanation: According to the Gestalt principle of symmetry, we tend to perceive objects as forming mirror images about their center. This principle suggests that when elements within a visual display are arranged symmetrically around a central axis or point, we perceive them as more organized, balanced, and coherent. Symmetrical arrangements create a sense of order and harmony in our perception, leading us to interpret the elements as belonging together and forming a unified whole.

### 90. (c) Cardinal trait

Explanation: According to the trait theory of personality, a set of major characteristics that make up the core of a person's personality is called a Cardinal trait. Cardinal traits are dominant, pervasive, and defining features of an individual's personality that exert a powerful influence on behavior across various situations. These traits are relatively rare and shape a person's entire life, guiding their thoughts, feelings, and actions in a consistent and enduring manner. Cardinal traits are so fundamental to an individual's identity that they often define how others perceive and characterize that person.

### 91. (a) Archetypes

Explanation: According to Jungian psychology, inherited images in the collective unconscious that shape our perceptions of the external world are called archetypes. Archetypes are universal, symbolic patterns or themes that represent common human experiences, emotions, and motifs across cultures and throughout history. These archetypal images serve as primordial templates or blueprints that influence how individuals perceive, interpret, and respond to the world around them. Jung proposed that archetypes emerge from the collective experiences of humanity and are expressed through myths, legends, folklore, dreams, and cultural symbols.

### 92. (d) Cardinal trait

Explanation: According to Gordon Allport's trait theory of personality, a single trait that dominates an individual's entire personality is called a Cardinal trait. Cardinal traits are rare and represent the most pervasive and influential aspects of a person's personality. These traits are so fundamental to an individual's identity that they shape almost all aspects of their behavior and life. Cardinal traits exert a powerful and consistent influence across

various situations and contexts, defining how a person thinks, feels, and behaves in a characteristic manner.

93. (a) Projection

Explanation: According to classical psychoanalytic theory, projection is a defense mechanism in which various forbidden thoughts and impulses are attributed to another person rather than the self, thus warding off some anxiety. Individuals may unconsciously project their own undesirable or unacceptable feelings, desires, or traits onto others, perceiving those qualities as belonging to external individuals instead of recognizing them within themselves.

94. (b) Sensory memory

Explanation: According to Atkinson and Shiffrin's Information-processing model, a stimulus from our outside environment is first stored in sensory memory. Sensory memory is the initial stage of memory processing where sensory information from the environment is briefly retained in its original sensory form. It holds information from the senses (e.g., visual, auditory) for a very brief duration, typically less than a second, allowing us to perceive and briefly register sensory stimuli such as sights, sounds, and smells.

95. (a) Openness to experience

Explanation: According to the NEO Personality Inventory-Revised (NEO PI-R), the facet of aesthetics falls under the domain of Openness to Experience. Openness to Experience is one of the five major domains of personality in the Five-Factor Model (FFM) or Big Five personality traits. It reflects an individual's openness, curiosity, and receptiveness to new ideas, experiences, and sensations. The facets within the Openness domain include aesthetic appreciation, imagination, creativity, and intellectual curiosity. Aesthetic appreciation specifically refers to the individual's sensitivity to and appreciation of art, beauty, and cultural experiences.

96. (c) Forced distribution

Explanation: With the forced distribution method of performance appraisal, the manager places predetermined percentages of subordinates into performance categories. This method requires managers to evaluate employees' performance based on specific criteria and then distribute them into predefined categories, typically on a bell curve or similar distribution. Managers assign a certain percentage of employees to each category, such as top performers, average performers, and poor performers, regardless of the actual distribution of performance within the organization.

## Answer Key

### 97. (c) Conceptual skill

Explanation: The mental ability to analyze and diagnose complex situations is called conceptual skill. Conceptual skill is one of the key components of managerial effectiveness identified by Robert Katz in his Three-Skills Approach to management. It involves the ability to understand abstract ideas, see the big picture, recognize patterns and trends, and think strategically. Managers with strong conceptual skills excel at critical thinking, problemsolving, decision-making, and long-term planning.

### 98. (a) Assumptions of separation of mind and body

Explanation: Behavioral health challenges the biomedical model primarily for its assumptions of the separation of mind and body. The biomedical model traditionally views health and illness as purely physical phenomena, focusing on diagnosing and treating diseases primarily through biological interventions such as medication or surgery. In contrast, behavioral health recognizes the interconnectedness of biological, psychological, social, and environmental factors in influencing health and well-being. It emphasizes the holistic integration of biological, psychological, and social approaches to understanding and addressing health challenges.

### 99. (a) Defense mechanism

Explanation: In psychoanalytic theory, the ego employs defense mechanisms under the pressure of excessive anxiety to protect itself from threatening or distressing thoughts, feelings, or impulses. These defense mechanisms operate unconsciously and serve to reduce or manage the anxiety produced by internal conflicts or external stressors. Defense mechanisms distort reality, alter perception, or prevent conscious awareness of uncomfortable thoughts or emotions. Examples of defense mechanisms include repression, denial, projection, displacement, rationalization, and sublimation.

### 100. (d) 1952

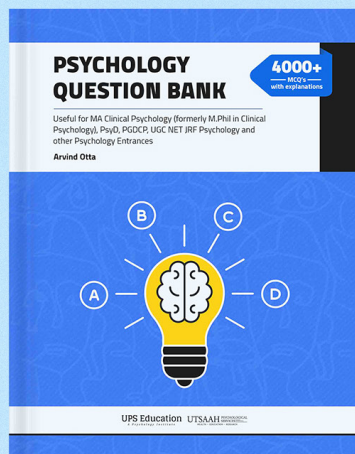
Explanation: The first version of the Diagnostic and Statistical Manual of Mental Disorders (DSM), known as DSM-I, was published in the year 1952. This inaugural edition of the DSM provided a classification system for mental disorders and was developed by the American Psychiatric Association (APA). The DSM has since undergone several revisions and updates to reflect advances in psychiatric research, changes in diagnostic criteria, and evolving conceptualizations of mental illness.

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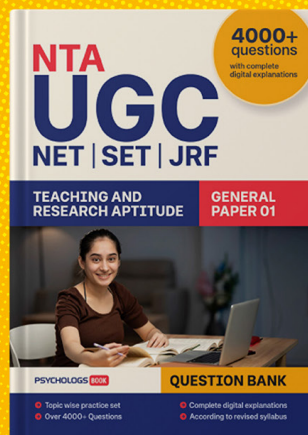


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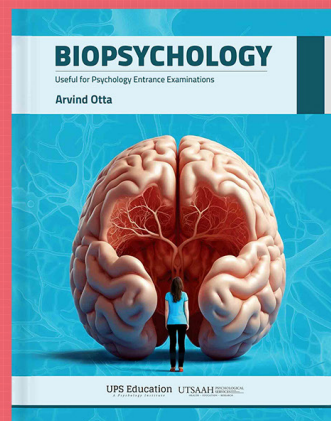


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## About the author

Arvind Otta is a prevalent name who has been working continuously for many years toward human rights and equality for persons suffering from mental health issues and playing a vital role in reducing stigma and taboos related to mental health. He has been awarded the Gold medal by the contemporary Lok Sabha Speaker in 2003 and Asia's Youngest Best Mental Health Professional in 2018.

Arvind Otta currently serves as the editor-in-chief of Psychologs magazine, India's only print mental health magazine.

Arvind Otta has been teaching Psychology for the past 15 years and has helped over 10000 students crack various psychology entrance exams. He has authored 8 books on mental health and psychology, wrote 120+ articles & editorials on mental health, and delivered more than 11000 hours of lectures on various platforms, and this process is continuing.

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