

CUET-UG Psychology Sample Paper-13

Duration: 1 Hour

Maximum Marks: 250

Instructions

- This paper contains a total of 50 Multiple Choice Questions.
- Each correct answer carries **+5 marks**.
- Each incorrect answer carries **-1 mark**.
- No negative marking for unattempted questions.

- Q1.** Which of the following describes the 'Interdependent View' of intelligence commonly found in many non-Western or collectivistic cultures?
- (A) A focus on cognitive competence and individual problem-solving speed.
(B) Emphasis on social responsibility, cooperative behavior, and self-reflection.
(C) The belief that intelligence is a fixed genetic trait that cannot be changed.
(D) Measuring intelligence strictly through standardized psychometric testing.
- Q2.** According to Louis Thurstone's theory of Primary Mental Abilities, 'Word Fluency' is distinct from 'Verbal Comprehension' because it specifically measures:
- (A) The ability to understand the meaning of complex sentences.
(B) The speed and ease with which an individual can produce isolated words.
(C) The capacity to derive logical rules from a series of letters.
(D) The ability to remember a list of paired associates.
- Q3.** In J.P. Guilford's Structure-of-Intellect model, 'Divergent Production' is a type of "Operation" that is most closely associated with:
- (A) Critical thinking and reaching a single correct answer.
(B) Creativity and the generation of multiple solutions to a problem.
(C) The storage and retrieval of information over time.
(D) The immediate perception of sensory stimuli.



- Q4.** Which type of intelligence test is specifically designed to be administered to a person who is illiterate or from a completely different linguistic background?
- (A) Verbal Individual Test.
 - (B) Performance Test (e.g., Kohs' Block Design).
 - (C) Group Paper-Pencil Test.
 - (D) Binet-Simon Intelligence Scale.
- Q5.** A person who can perceive the subtle differences between various species of plants and animals would be said to possess high _____ intelligence according to Gardner.
- (A) Spatial.
 - (B) Existential.
 - (C) Naturalistic.
 - (D) Intrapersonal.
- Q6.** The 'Flynn Effect' refers to the observation that:
- (A) IQ scores tend to decrease as a person ages.
 - (B) Average IQ scores in the general population have risen steadily over several decades.
 - (C) High-stress levels lead to a temporary drop in cognitive performance.
 - (D) Creativity and intelligence are perfectly correlated.
- Q7.** In the 'Indian Perspective' of personality, which Guna is associated with activity, desire for gratification, and intensive effort?
- (A) Sattva Guna.
 - (B) Rajas Guna.
 - (C) Tamas Guna.
 - (D) Karma Guna.



- Q8.** Which of the following is a 'Direct Method' of personality assessment, rather than an indirect or projective one?
- (A) Rorschach Inkblot Test.
 - (B) Behavioral Observation.
 - (C) Sentence Completion Test.
 - (D) Holtzman Inkblot Technique.
- Q9.** According to Alfred Adler, the primary driving force behind personality development is the desire to:
- (A) Resolve the Oedipus complex.
 - (B) Achieve superiority and overcome feelings of inferiority.
 - (C) Balance the collective unconscious archetypes.
 - (D) Satisfy basic biological needs for hunger and thirst.
- Q10.** A person who uses 'Sublimation' as a defense mechanism would most likely:
- (A) Channel their aggressive urges into a socially acceptable sport like boxing.
 - (B) Scream at their younger sibling after being scolded by a teacher.
 - (C) Act like a baby to gain attention from others.
 - (D) Argue that they failed an exam only because the teacher was biased.
- Q11.** Which trait theorist distinguished between 'Source Traits' (underlying causes) and 'Surface Traits' (observable behaviors) using factor analysis?
- (A) Gordon Allport.
 - (B) Raymond Cattell.
 - (C) Hans Eysenck.
 - (D) Paul Costa.
- Q12.** In 'Social Cognitive Theory', the term 'Reciprocal Determinism' refers to the interaction between:



- (A) The Id, Ego, and Superego.
- (B) Behavior, internal personal factors, and environmental events.
- (C) Genetic inheritance and evolutionary survival.
- (D) The Real Self and the Ideal Self.

Q13. The concept of 'Self-Regulation', or the ability to monitor and switch one's own behavior to reach a goal, is also known as:

- (A) Self-Control.
- (B) Self-Efficacy.
- (C) Self-Esteem.
- (D) Self-Concept.

Q14. Which personality assessment was specifically designed to identify psychological disorders and is the most widely used clinical self-report tool?

- (A) 16 PF Questionnaire.
- (B) MMPI (Minnesota Multiphasic Personality Inventory).
- (C) Eysenck Personality Questionnaire.
- (D) Myers-Briggs Type Indicator.

Q15. The 'Stress-Inoculation Training' (SIT) developed by Meichenbaum is a method that involves:

- (A) Taking physical vaccines to boost the immune system against stress.
- (B) A three-phase process: assessment, skill acquisition, and application/follow-through.
- (C) Relying entirely on social support networks to solve problems.
- (D) Avoiding all stressors until the body has fully recovered.

Q16. Which of the following is a 'Psychological Stressor' that arises from internal conflicts or high expectations of oneself?

- (A) Air pollution.



- (B) Financial crisis in the family.
- (C) Frustration and internal pressure to perform.
- (D) Crowding in public transportation.

Q17. When an individual uses 'Avoidance-oriented coping', they are likely to:

- (A) Face the problem directly to find a solution.
- (B) Deny the existence of the stressor or distract themselves with unrelated activities.
- (C) Re-evaluate the stressor as a positive challenge.
- (D) Seek professional counseling to vent their emotions.

Q18. A high level of 'Cortisol' in the bloodstream over a prolonged period is known to:

- (A) Improve the body's immune response to viruses.
- (B) Suppress the immune system and increase vulnerability to physical illness.
- (C) Increase the production of white blood cells (leukocytes).
- (D) Decrease the heart rate and promote deep relaxation.

Q19. In the GAS model, the 'Stage of Exhaustion' occurs only when:

- (A) The stressor is removed immediately.
- (B) The body's resources are depleted because the stressor continues for a very long time.
- (C) The individual experiences a sudden rush of adrenaline.
- (D) The secondary appraisal leads to a sense of eustress.

Q20. The 'Four Ds' used to define abnormality include Deviance, Distress, Dysfunction, and:

- (A) Depression.
- (B) Danger.



- (C) Dissociation.
- (D) Delusion.

Q21. A person who experiences 'Agoraphobia' is primarily afraid of:

- (A) Small enclosed spaces like elevators.
- (B) Social interactions with strangers.
- (C) Being in places or situations from which escape might be difficult or embarrassing.
- (D) Contamination by germs and bacteria.

Q22. Which disorder is characterized by a "split" or disconnection between thoughts, identity, and consciousness, often following a severe trauma?

- (A) Schizophrenia.
- (B) Dissociative Disorder.
- (C) Bipolar Disorder.
- (D) Conversion Disorder.

Q23. The symptom of 'Alogia' in Schizophrenia refers to:

- (A) A complete lack of motivation to perform tasks.
- (B) Poverty of speech or a reduction in the amount and content of speech.
- (C) The inability to feel any pleasure.
- (D) Hearing voices that are not actually there.

Q24. What is the primary difference between 'Bipolar I' and 'Bipolar II' disorder?

- (A) Bipolar I involves only depression, while Bipolar II involves only mania.
- (B) Bipolar I involves full manic episodes, while Bipolar II involves hypomanic (less severe) episodes.
- (C) Bipolar I is a personality disorder, while Bipolar II is a mood disorder.
- (D) Bipolar II is more common in children than in adults.



- Q25.** A patient who presents with a loss of physical function (like blindness or paralysis) that has no neurological or medical basis is suffering from:
- (A) Somatic Symptom Disorder.
 - (B) Conversion Disorder (Functional Neurological Symptom Disorder).
 - (C) Illness Anxiety Disorder.
 - (D) Panic Disorder.
- Q26.** In 'Obsessive-Compulsive Disorder', the 'Obsessions' are primarily _____ while the 'Compulsions' are _____.
- (A) Behaviors; Thoughts.
 - (B) Persistent Thoughts/Images; Repetitive Behaviors.
 - (C) Fears; Relaxing rituals.
 - (D) Genetic; Learned.
- Q27.** Which of the following is a 'Neurodevelopmental Disorder' that typically appears before the child enters grade school?
- (A) Major Depressive Disorder.
 - (B) Intellectual Disability.
 - (C) Post-Traumatic Stress Disorder.
 - (D) Bulimia Nervosa.
- Q28.** A person with 'Antisocial Personality Disorder' is most likely to show:
- (A) Extreme shyness and avoidant behavior.
 - (B) A disregard for the rights of others and a lack of remorse.
 - (C) Frequent panic attacks in public settings.
 - (D) A persistent fear of gaining weight.
- Q29.** 'Oppositional Defiant Disorder' (ODD) is most commonly diagnosed in:
- (A) Elderly individuals with dementia.



- (B) Children and adolescents who show hostile and defiant behavior.
- (C) Adults with chronic Schizophrenia.
- (D) Individuals with severe eating disorders.

Q30. A therapist working with a client suffering from a specific phobia of heights uses a computer-generated environment to mimic high altitudes in a controlled setting. This modern variation of behavior therapy is known as:

- (A) Virtual Reality Exposure Therapy (VRET).
- (B) Systematic Desensitization.
- (C) Flooding.
- (D) Vicarious Conditioning.

Q31. In 'Rational Emotive Behavior Therapy' (REBT), the therapist uses 'Disputation' to help the client. What is the primary purpose of this process?

- (A) To sympathize with the client's emotional pain.
- (B) To logically and empirically challenge the client's irrational beliefs.
- (C) To provide unconditional positive regard regardless of the client's actions.
- (D) To interpret the symbolic meaning of the client's dreams.

Q32. Which of the following is a key difference between 'Counseling' and 'Psychotherapy'?

- (A) Counseling is always long-term, while psychotherapy is short-term.
- (B) Psychotherapy usually deals with more severe psychological disorders, while counseling deals with everyday life problems.
- (C) Counseling requires medical doctors, while psychotherapy does not.
- (D) There is no professional difference between the two terms.

Q33. In Psychoanalysis, 'Resistance' occurs when the patient:

- (A) Becomes physically aggressive toward the therapist.



- (B) Unconsciously tries to prevent the progress of therapy to avoid painful memories.
- (C) Agrees with everything the therapist says without question.
- (D) Experiences a sudden relief of emotional tension (Catharsis).

Q34. The 'A-B-C-D-E' model of therapy was expanded from the A-B-C model. In this context, 'E' stands for:

- (A) Emotional Stability.
- (B) Effective New Philosophy of Life.
- (C) Environmental Factors.
- (D) Ego-Defense Mechanisms.

Q35. According to Victor Frankl, 'Logotherapy' is based on the 'Will to Meaning'. This approach belongs to which broader category of therapy?

- (A) Psychodynamic.
- (B) Humanistic-Existential.
- (C) Cognitive-Behavioral.
- (D) Biomedical.

Q36. Which technique involves teaching the client to relax their muscles in a specific sequence while imagining anxiety-provoking situations?

- (A) Aversive Conditioning.
- (B) Progressive Muscle Relaxation (PMR).
- (C) Biofeedback.
- (D) Modeling.

Q37. The 'Primacy Effect' in social cognition suggests that:

- (A) Information presented last has the strongest impact on impression formation.
- (B) Information presented first carries more weight than information presented later.



- (C) Negative information is always ignored in favor of positive information.
- (D) We judge people based on their most recent behavior only.

Q38. A person believes that "all lawyers are aggressive." This cognitive framework that helps us organize and interpret social information is called a:

- (A) Social Schema.
- (B) Prototype.
- (C) Script.
- (D) Attribution.

Q39. In 'Pro-social Behavior', the 'Bystander Effect' suggests that an individual is less likely to help someone in need when:

- (A) They are in a good mood.
- (B) Other people are present (Diffusion of Responsibility).
- (C) They are the only witness to the emergency.
- (D) The victim is a close friend.

Q40. Which of the following is a 'situational' factor that influences attitude change?

- (A) The self-esteem of the target person.
- (B) The credibility of the source.
- (C) The presence or absence of a 'forewarning' about the persuasive intent.
- (D) The intelligence level of the audience.

Q41. The 'Just World Hypothesis' often leads people to:

- (A) Help others more frequently.
- (B) Blame the victim of a crime or misfortune for their own fate.
- (C) Trust government institutions blindly.
- (D) Experience high levels of cognitive dissonance.



- Q42.** According to the 'Balance Theory', if 'P' likes 'O', and 'O' likes 'X', for the relationship to be 'Balanced', 'P' must:
- (A) Dislike X.
 - (B) Like X.
 - (C) Be neutral toward X.
 - (D) Compete with X.
- Q43.** A manager attributes the success of a project to their own brilliant leadership but blames the team's lack of effort for the project's failure. This is an example of:
- (A) Fundamental Attribution Error.
 - (B) Self-Serving Bias.
 - (C) Actor-Observer Effect.
 - (D) Halo Effect.
- Q44.** Which of the following best describes 'Discrimination' in a social context?
- (A) A negative attitude toward a group.
 - (B) An unjustified negative behavior or action toward a group or its members.
 - (C) A fixed belief about a group.
 - (D) A feeling of superiority over another group.
- Q45.** A 'Formal Group' differs from an 'Informal Group' primarily because in a Formal Group:
- (A) Members join voluntarily for social satisfaction.
 - (B) Roles and rules are explicitly stated and the structure is well-defined.
 - (C) There is no specific goal or objective.
 - (D) Relationships are purely emotional and based on personal liking.
- Q46.** During the 'Storming' stage of group development, what is the most common behavior among members?



- (A) High levels of cooperation and consensus.
- (B) Conflict regarding roles, leadership, and group goals.
- (C) Reaching the peak of task performance.
- (D) Emotional withdrawal and leaving the group.

Q47. In the 'Asch Line Experiment', it was found that individuals often conformed to the group's wrong answer because they wanted to fit in. This is an example of:

- (A) Informational Social Influence.
- (B) Normative Social Influence.
- (C) Minority Influence.
- (D) Obedience to Authority.

Q48. Which factor is most likely to increase the level of 'Conformity' within a group?

- (A) Having one other person in the group who disagrees with the majority.
- (B) Increasing the size of the majority up to a certain point (usually 3-4 people).
- (C) Making the response private rather than public.
- (D) Having a low level of group cohesiveness.

Q49. The 'Stanford Prison Experiment' by Philip Zimbardo primarily demonstrated the power of:

- (A) Genetic predispositions to violence.
- (B) Social roles and situational pressures on behavior.
- (C) Intellectual ability in leadership.
- (D) Positive reinforcement in behavior modification.

Q50. When a group experiences 'Group Polarization', their final decision is usually:

- (A) A moderate compromise between all members' views.
- (B) More cautious than any individual member's initial view.
- (C) More extreme (either more risky or more cautious) than the initial individual views.



(D) Decided solely by the most dominant person in the group.

Detailed Solutions

Q1.

Solution

Concept: The interdependent view of intelligence, common in collectivistic cultures, emphasizes social harmony, responsibility, and the ability to maintain relationships. Intelligence is not limited to cognitive ability but includes understanding social roles, cooperation, and self-regulation. It reflects how well an individual contributes to group welfare, adapts to social expectations, and engages in reflective thinking rather than focusing solely on individual achievement or speed of problem-solving.

Solution: The interdependent perspective of intelligence differs significantly from Western individualistic views. While Western models often emphasize analytical thinking, speed, and personal achievement, collectivistic cultures define intelligence in terms of social competence and responsibility. In such contexts, being intelligent means understanding one's role in society, cooperating effectively with others, and maintaining harmony within groups. Self-reflection is also valued as it helps individuals regulate their behavior in accordance with cultural expectations. Option (A) reflects a Western cognitive focus, (C) incorrectly limits intelligence to genetics, and (D) restricts intelligence to standardized testing. Therefore, the correct answer is the one that highlights social responsibility, cooperation, and reflective thinking as core components of intelligence.

Final Answer: Emphasis on social responsibility, cooperative behavior, and self-reflection

Answer: (B)

Q2.

Solution

Concept: In Thurstone's Primary Mental Abilities, different cognitive skills are independent. Word Fluency refers to the ability to rapidly produce words, especially under constraints, while Verbal Comprehension focuses on understanding meanings. These are separate abilities because one emphasizes production speed and flexibility, whereas the other emphasizes comprehension and interpretation of language.

Solution: Thurstone proposed that intelligence is composed of several independent abilities rather than a single general factor. Among these, Word Fluency and Verbal Comprehension are distinct. Verbal Comprehension involves understanding language, interpreting meanings, and grasping complex sentences. In contrast, Word Fluency specifically measures how quickly and easily a person can generate words, often under time pressure or specific conditions (e.g., naming words starting with a certain letter). This reflects speed, flexibility, and ease of retrieval from memory rather than understanding. Option (A) describes Verbal Comprehension, (C) relates to reasoning, and (D) relates to memory. Thus, Word Fluency is best described as the ability to rapidly produce words.

Final Answer: The speed and ease with which an individual can produce isolated words

Answer: (B)



Q3.

Solution

Concept: In Guilford's Structure-of-Intellect model, operations refer to mental processes. Divergent Production is the ability to generate multiple, varied, and original responses to a problem. It is closely linked with creativity, flexibility of thinking, and idea generation rather than converging on a single correct answer.

Solution: Guilford's model categorizes intelligence into operations, contents, and products. Divergent Production is an operation that emphasizes generating many possible solutions to a given problem. Unlike convergent thinking, which aims at finding one correct answer, divergent thinking encourages creativity, originality, and flexibility. It is commonly associated with brainstorming, creative problem-solving, and innovation. Option (A) describes convergent thinking, (C) relates to memory processes, and (D) refers to perception. Therefore, Divergent Production is best associated with creativity and the generation of multiple solutions.

Final Answer: Creativity and the generation of multiple solutions to a problem

Answer: (B)

Q4.

Solution

Concept: Performance tests are non-verbal intelligence tests designed to assess individuals without relying on language. They are especially useful for illiterate individuals or those from different linguistic backgrounds, as they measure problem-solving and perceptual abilities through tasks like patterns, blocks, or visual puzzles.

Solution: When assessing intelligence in individuals who are illiterate or come from different language backgrounds, verbal tests become ineffective due to language barriers. Performance tests solve this issue by focusing on non-verbal tasks such as arranging blocks, completing patterns, or solving visual puzzles. These tests assess reasoning, spatial ability, and problem-solving skills without requiring reading or writing. Kohs' Block Design is a classic example of such a test. Option (A) and (C) rely on language, and (D) includes verbal components. Hence, performance tests are most appropriate in such situations.

Final Answer: Performance Test (e.g., Kohs' Block Design)

Answer: (B)



Q5.

Solution

Concept: Gardner's Multiple Intelligences theory proposes different types of intelligence. Naturalistic intelligence refers to the ability to recognize, categorize, and understand patterns in nature, including plants, animals, and ecological systems. It reflects sensitivity to the natural environment.

Solution: According to Gardner, intelligence is not a single entity but a set of multiple intelligences. Naturalistic intelligence involves the ability to identify and distinguish among various species of plants and animals, recognize patterns in nature, and understand ecological relationships. Individuals high in this intelligence are often skilled in fields like biology, agriculture, or environmental science. Option (A) relates to spatial skills, (B) deals with philosophical concerns, and (D) focuses on self-awareness. Therefore, the correct answer is Naturalistic intelligence.

Final Answer: Naturalistic

Answer: (C)

Q6.

Solution

Concept: The Flynn Effect refers to the observed rise in average IQ scores across generations. This increase is attributed to factors such as improved education, nutrition, environmental complexity, and better cognitive stimulation rather than genetic changes.

Solution: Over several decades, researchers have observed that average IQ scores have steadily increased across many populations worldwide. This phenomenon, known as the Flynn Effect, suggests that environmental factors play a significant role in shaping intelligence. Improvements in schooling, access to information, health, and exposure to complex problem-solving situations have contributed to enhanced cognitive abilities. It does not mean individuals are inherently smarter genetically, but that conditions for cognitive development have improved. Option (A) refers to aging effects, (C) to temporary stress, and (D) incorrectly equates creativity and intelligence. Thus, the correct answer highlights the rise in average IQ scores.

Final Answer: Average IQ has increased over time

Answer: (B)



Q7.

Solution

Concept: In the Indian perspective of personality, the three Gunas—Sattva, Rajas, and Tamas—represent fundamental qualities. Rajas is associated with activity, energy, desire, restlessness, and goal-directed behavior driven by gratification and ambition.

Solution: The Triguna theory explains personality through three basic qualities. Sattva represents purity, balance, and wisdom; Rajas represents activity, passion, and desire; and Tamas represents inertia and ignorance. A person dominated by Rajas is highly active, driven by desires, and constantly engaged in achieving goals. Such individuals exhibit restlessness, ambition, and a strong inclination toward action and gratification. Option (A) reflects calmness and balance, (C) indicates lethargy, and (D) is not a recognized Guna. Therefore, the correct answer is Rajas Guna.

Final Answer: Rajas Guna

Answer: (B)

Q8.

Solution

Concept: Direct methods of personality assessment involve observing or measuring behavior as it occurs, without interpretation of ambiguous stimuli. Behavioral observation is a direct method, whereas projective tests like inkblots rely on subjective interpretation.

Solution: Personality assessment methods can be broadly categorized into direct and indirect approaches. Direct methods involve observing actual behavior in real-life or controlled settings, making them more objective and less interpretative. Behavioral observation records how a person acts, reacts, and interacts, providing concrete data about personality traits. In contrast, projective tests like the Rorschach Inkblot Test, Holtzman Inkblot Technique, and Sentence Completion Test rely on interpreting responses to ambiguous stimuli, making them indirect. Since behavioral observation involves direct recording of behavior, it is the correct answer.

Final Answer: Behavioral Observation

Answer: (B)



Q9.

Solution

Concept: Alfred Adler proposed that personality development is primarily driven by the striving for superiority, which involves overcoming feelings of inferiority. According to him, individuals are motivated by a desire for growth, mastery, and self-improvement. Inferiority feelings arise from childhood experiences, and people compensate for them by developing skills and abilities, ultimately shaping their unique lifestyle and personality.

Solution: Adler's Individual Psychology emphasizes that human behavior is goal-oriented and motivated by the desire to overcome inferiority and achieve superiority. Unlike Freud, who focused on unconscious conflicts like the Oedipus complex, Adler believed that feelings of inferiority are universal and arise early in life due to dependency and limitations. Individuals strive to compensate for these feelings by improving themselves, gaining competence, and achieving personal goals. This striving is not about dominating others but about self-development and achieving one's potential. Option (A) relates to Freud, (C) refers to Jung's theory, and (D) focuses on biological needs, which is more aligned with behaviorist or physiological perspectives. Thus, the correct answer highlights the motivation to achieve superiority and overcome inferiority.

Final Answer: Achieve superiority and overcome feelings of inferiority

Answer: (B)

Q10.

Solution

Concept: Sublimation is a mature defense mechanism in which unacceptable impulses are transformed into socially acceptable and constructive activities. Instead of expressing negative urges directly, individuals redirect them into productive behaviors, such as art, sports, or work, allowing safe expression without causing harm.

Solution: Defense mechanisms help individuals cope with anxiety and internal conflicts. Sublimation is considered one of the most adaptive mechanisms because it channels unacceptable impulses into positive outlets. For example, a person with aggressive tendencies may take up boxing or competitive sports, where aggression is socially acceptable and even rewarded. This allows the individual to release tension without harming others. Option (B) represents displacement, where emotions are redirected to a safer target. Option (C) reflects regression, involving a return to earlier developmental behaviors. Option (D) illustrates rationalization, where one justifies failure with excuses. Therefore, sublimation specifically involves transforming negative impulses into constructive and socially valued activities.

Final Answer: Channel their aggressive urges into a socially acceptable sport like boxing

Answer: (A)



Q11.

Solution

Concept: Raymond Cattell used factor analysis to identify underlying personality traits. He distinguished between surface traits, which are observable behaviors, and source traits, which are the fundamental structures underlying personality. Source traits are stable and fewer in number, forming the core of personality, while surface traits are more apparent but less consistent.

Solution: Cattell applied statistical techniques like factor analysis to study personality scientifically. Through this method, he identified clusters of related behaviors and reduced them into core dimensions called source traits. These source traits are the basic building blocks of personality and influence observable patterns known as surface traits. Surface traits are visible behaviors that may vary across situations, but they are shaped by deeper, more stable source traits. Option (A), Allport, categorized traits as cardinal, central, and secondary. Option (C), Eysenck, focused on broad dimensions like extraversion and neuroticism. Option (D), Costa, is associated with the Big Five model. Hence, Cattell is the theorist who distinguished between source and surface traits.

Final Answer: Raymond Cattell

Answer: (B)

Q12.

Solution

Concept: Reciprocal Determinism, proposed in Social Cognitive Theory, explains that behavior is influenced by the continuous interaction between personal factors, behavior, and environmental influences. Each component affects and is affected by the others, making human functioning dynamic and context-dependent rather than determined by a single factor.

Solution: Social Cognitive Theory emphasizes that individuals are not passive recipients of environmental influences but actively shape and are shaped by their surroundings. Reciprocal determinism highlights the triadic interaction between behavior, internal personal factors (such as cognition, beliefs, and emotions), and environmental events. For example, a student's belief in their abilities (personal factor) affects their study behavior, which influences academic outcomes and feedback from the environment. This feedback, in turn, modifies beliefs and future behavior. Option (A) belongs to Freud's psychoanalytic theory, (C) relates to biological determinism, and (D) reflects humanistic ideas. Thus, reciprocal determinism specifically refers to the interaction among behavior, personal factors, and environment.

Final Answer: Behavior, internal personal factors, and environmental events

Answer: (B)



Q13.

Solution

Concept: Self-regulation refers to the ability to control, monitor, and direct one's behavior toward achieving goals. It involves setting standards, evaluating progress, and adjusting actions accordingly. This concept is closely related to self-control, as both involve managing impulses and behaviors in line with long-term objectives.

Solution: Self-regulation is a key concept in psychology, especially within social cognitive theory. It involves processes such as self-monitoring, self-evaluation, and self-reinforcement. Individuals with strong self-regulation can control impulses, delay gratification, and persist in goal-directed activities. This ability is commonly referred to as self-control, as it emphasizes managing one's actions and emotions effectively. Option (B), self-efficacy, refers to belief in one's abilities. Option (C), self-esteem, relates to self-worth. Option (D), self-concept, refers to one's overall perception of self. Therefore, self-regulation is best described as self-control.

Final Answer: Self-Control

Answer: (A)

Q14.

Solution

Concept: The Minnesota Multiphasic Personality Inventory (MMPI) is a widely used clinical self-report assessment designed to diagnose psychological disorders. It includes various scales that measure different aspects of personality and psychopathology, making it a comprehensive and standardized tool in clinical settings.

Solution: The MMPI is specifically developed for clinical assessment and diagnosis of mental disorders. It consists of numerous statements to which individuals respond, and their answers are analyzed across multiple scales, including validity and clinical scales. These scales help identify patterns associated with psychological conditions such as depression, paranoia, or schizophrenia. Unlike other personality tests, the MMPI is empirically derived and focuses on distinguishing between normal and abnormal behavior. Option (A) measures personality traits, (C) assesses dimensions like extraversion, and (D) categorizes personality types without diagnosing disorders. Therefore, MMPI is the most widely used clinical self-report tool for identifying psychological disorders.

Final Answer: MMPI (Minnesota Multiphasic Personality Inventory)

Answer: (B)



Q15.

Solution

Concept: Stress-Inoculation Training (SIT) is a cognitive-behavioral approach developed by Meichenbaum. It prepares individuals to cope with stress by gradually exposing them to manageable levels of stress and equipping them with coping strategies. The process involves three phases: conceptualization, skill acquisition and rehearsal, and application with follow-through.

Solution: Stress-Inoculation Training works similarly to a psychological “vaccine,” where individuals are gradually prepared to handle stressors. In the first phase, assessment or conceptualization, the individual understands the nature of their stress and reactions. In the second phase, they learn coping skills such as relaxation techniques, cognitive restructuring, and problem-solving strategies. In the third phase, application and follow-through, these skills are practiced in real or simulated stressful situations to build resilience. Option (A) incorrectly refers to physical vaccines, (C) limits coping to social support, and (D) suggests avoidance, which is ineffective. Therefore, SIT is best described as a structured, three-phase process involving assessment, skill-building, and application.

Final Answer: Three stages: assessment, skill learning, and application

Answer: (B)

Q16.

Solution

Concept: Psychological stressors originate within the individual and are linked to thoughts, emotions, and internal conflicts. These include frustration, pressure to meet high expectations, guilt, or anxiety. Unlike environmental or social stressors, psychological stressors are subjective and depend on how a person perceives and evaluates situations, often leading to emotional strain and reduced well-being.

Solution: Stressors can be broadly categorized into environmental, social, and psychological types. Psychological stressors arise from internal processes such as conflicts, unmet expectations, and self-imposed pressure. For instance, a person striving for perfection may feel intense internal pressure to perform, leading to frustration and anxiety. This type of stress does not necessarily come from external conditions but from how the individual interprets and reacts to situations. Option (A) refers to environmental stress, (B) is a social stressor, and (D) is also environmental in nature. Only option (C) reflects an internal psychological experience involving frustration and pressure. Therefore, the correct answer is the one describing internal pressure and frustration as sources of stress.

Final Answer: Frustration and internal pressure to perform

Answer: (C)



Q17.

Solution

Concept: Avoidance-oriented coping is a strategy where individuals try to escape or avoid dealing with a stressor rather than confronting it. This may involve denial, distraction, or withdrawal. While it may provide temporary relief from stress, it is generally less effective in the long term compared to problem-focused or emotion-focused coping strategies.

Solution: Coping strategies are methods individuals use to manage stress. Avoidance-oriented coping involves ignoring or distancing oneself from the stressor instead of addressing it directly. Individuals may deny the existence of the problem, procrastinate, or engage in unrelated activities such as excessive entertainment to distract themselves. While this approach may reduce immediate anxiety, it often allows the problem to persist or worsen over time. Option (A) represents problem-focused coping, where the individual actively seeks solutions. Option (C) reflects cognitive reappraisal, and (D) involves seeking support. Therefore, avoidance-oriented coping is best described as denying or avoiding the stressor through distraction or disengagement.

Final Answer: Deny the existence of the stressor or distract themselves with unrelated activities

Answer: (B)

Q18.

Solution

Concept: Cortisol is a stress hormone released during prolonged stress. While it helps the body respond to immediate stress, chronically elevated cortisol levels can have harmful effects, particularly by weakening the immune system and increasing susceptibility to illness.

Solution: Cortisol plays a vital role in the body's stress response by mobilizing energy and helping the body cope with immediate challenges. However, when stress becomes chronic, cortisol levels remain elevated for extended periods. This prolonged exposure suppresses immune functioning, reduces the body's ability to fight infections, and increases vulnerability to diseases. It may also contribute to fatigue, hypertension, and metabolic disturbances. Option (A) is incorrect because chronic cortisol weakens immunity. Option (C) is not a direct effect of prolonged cortisol elevation, and (D) is opposite to its physiological role. Therefore, the correct answer is that prolonged high cortisol suppresses the immune system and increases illness risk.

Final Answer: Suppress the immune system and increase vulnerability to physical illness

Answer: (B)



Q19.

Solution

Concept: The General Adaptation Syndrome (GAS) describes the body's response to prolonged stress in three stages: alarm, resistance, and exhaustion. The exhaustion stage occurs when the body's resources are depleted after prolonged exposure to a stressor, leading to reduced resistance and increased risk of illness.

Solution: In the GAS model proposed by Hans Selye, the body first reacts to stress in the alarm stage, followed by the resistance stage where it attempts to cope. If the stressor persists for a long time, the body eventually enters the exhaustion stage. At this point, physiological resources are depleted, and the body can no longer maintain normal functioning. This leads to fatigue, decreased immunity, and increased susceptibility to illness. Option (A) would prevent progression to later stages, (C) describes the alarm stage, and (D) relates to positive stress (eustress). Therefore, exhaustion occurs only when stress continues for a prolonged period, depleting the body's resources.

Final Answer: Body resources get depleted due to prolonged stress

Answer: (B)

Q20.

Solution

Concept: The 'Four Ds' model is used to define abnormal behavior in psychology. It includes Deviance (unusual behavior), Distress (emotional suffering), Dysfunction (impairment in functioning), and Danger (risk of harm to self or others). These criteria help clinicians determine whether behavior is considered abnormal.

Solution: Psychologists use the Four Ds as a framework to identify abnormal behavior. Deviance refers to behavior that deviates from societal norms, distress involves emotional suffering, and dysfunction indicates interference with daily functioning. The fourth component, danger, assesses whether the individual poses a risk to themselves or others. This comprehensive approach ensures that abnormality is not judged based on a single factor but through multiple criteria. Option (A) is a specific disorder, (C) is a psychological process, and (D) is a symptom. Therefore, the correct answer is danger as the fourth component of the Four Ds.

Final Answer: Danger

Answer: (B)



Q21.

Solution

Concept: Agoraphobia is an anxiety disorder characterized by fear of situations where escape may be difficult or help unavailable. Individuals often avoid crowded places, public transport, or open spaces due to fear of panic or embarrassment.

Solution: Agoraphobia involves an intense fear of being in situations where escape might be difficult or embarrassing, especially if a panic attack occurs. People with this condition often avoid public places such as markets, buses, or large gatherings. The fear is not limited to the place itself but is related to the perceived lack of control or inability to escape safely. Option (A) describes claustrophobia (fear of enclosed spaces), (B) refers to social anxiety disorder, and (D) relates to obsessive-compulsive concerns about contamination. Therefore, agoraphobia specifically involves fear of situations where escape is difficult or help may not be readily available.

Final Answer: Fear of situations where escape is difficult or embarrassing

Answer: (C)

Q22.

Solution

Concept: Dissociative disorders involve a disruption or disconnection in normal integration of consciousness, memory, identity, or perception. These conditions often arise as a response to severe psychological trauma, allowing individuals to detach from distressing experiences. The “split” refers not to multiple personalities necessarily, but to a breakdown in the continuity of thoughts and identity.

Solution: The key feature described in the question is a disconnection between thoughts, identity, and consciousness, which is characteristic of dissociative disorders. These disorders commonly develop following traumatic experiences such as abuse or extreme stress, where the mind copes by separating certain memories or aspects of identity from conscious awareness. Option (A), schizophrenia, involves disturbances in thought and perception but not dissociation of identity. Option (C), bipolar disorder, relates to mood fluctuations. Option (D), conversion disorder, involves physical symptoms without medical cause. Therefore, the disorder that best fits the description of a “split” in consciousness and identity is dissociative disorder.

Final Answer: Dissociative Disorder

Answer: (B)



Q23.

Solution

Concept: Alogia is a negative symptom of schizophrenia characterized by reduced speech output and impoverished content of speech. It reflects diminished thought processes and difficulty in generating ideas, leading to brief or empty responses in conversation.

Solution: Schizophrenia includes both positive and negative symptoms. Alogia is categorized as a negative symptom, meaning a reduction or loss of normal functioning. It manifests as poverty of speech, where the individual speaks very little, or when they do speak, their responses lack meaningful content. This reflects an underlying disturbance in thought processes. Option (A) refers to avolition (lack of motivation), (C) to anhedonia (inability to feel pleasure), and (D) to hallucinations (positive symptoms). Therefore, alogia specifically refers to reduced speech and diminished content in communication.

Final Answer: Poverty of speech or a reduction in the amount and content of speech

Answer: (B)

Q24.

Solution

Concept: Bipolar disorders are mood disorders characterized by episodes of depression and elevated mood. Bipolar I involves full manic episodes, while Bipolar II involves hypomania, which is less severe. The distinction is based on the intensity and impact of manic symptoms.

Solution: The primary difference between Bipolar I and Bipolar II lies in the severity of manic episodes. Bipolar I disorder includes at least one full manic episode, which may be severe enough to require hospitalization or cause significant impairment. In contrast, Bipolar II disorder involves hypomanic episodes, which are milder and do not cause extreme disruption in functioning, along with major depressive episodes. Option (A) is incorrect because both types involve mood swings. Option (C) is wrong as both are mood disorders, and (D) is not a defining criterion. Therefore, the correct distinction is that Bipolar I involves full mania, while Bipolar II involves hypomania.

Final Answer: Bipolar I = full mania; Bipolar II = hypomania.

Answer: (B)



Q25.

Solution

Concept: Conversion Disorder, also known as Functional Neurological Symptom Disorder, involves neurological symptoms such as paralysis or blindness that cannot be explained by medical conditions. These symptoms are believed to arise from psychological conflicts being “converted” into physical manifestations.

Solution: In conversion disorder, individuals present with physical symptoms affecting movement or sensory functions without any identifiable medical or neurological cause. These symptoms are not intentionally produced but are linked to psychological stress or conflict. For example, a person may develop paralysis following a traumatic event. Option (A), somatic symptom disorder, involves excessive concern about real symptoms. Option (C), illness anxiety disorder, involves fear of illness without significant symptoms. Option (D), panic disorder, involves sudden episodes of intense fear. Therefore, the condition described—loss of physical function without medical basis—is conversion disorder.

Final Answer: Conversion Disorder (Functional Neurological Symptom Disorder)

Answer: (B)

Q26.

Solution

Concept: Obsessive-Compulsive Disorder (OCD) consists of obsessions and compulsions. Obsessions are persistent, intrusive thoughts, images, or urges that cause anxiety. Compulsions are repetitive behaviors or mental acts performed to reduce this anxiety or prevent a feared outcome.

Solution: OCD is characterized by a cycle of obsessions and compulsions. Obsessions are unwanted, intrusive thoughts or images, such as fear of contamination or harming others. These thoughts create significant anxiety. To cope with this anxiety, individuals engage in compulsions, which are repetitive behaviors like hand-washing, checking, or counting. These actions provide temporary relief but reinforce the cycle over time. Option (A) reverses the definitions, (C) is vague and inaccurate, and (D) does not describe OCD components. Therefore, the correct pairing is that obsessions are persistent thoughts or images, while compulsions are repetitive behaviors.

Final Answer: Persistent Thoughts/Images; Repetitive Behaviors

Answer: (B)



Q27.

Solution

Concept: Neurodevelopmental disorders are conditions that begin early in development, often before school age, and involve impairments in personal, social, academic, or occupational functioning. These disorders include intellectual disability, autism spectrum disorder, and attention-deficit/hyperactivity disorder.

Solution: Neurodevelopmental disorders are typically diagnosed in childhood and are characterized by developmental deficits that affect functioning. Intellectual disability involves limitations in intellectual functioning and adaptive behavior, appearing during the developmental period. Option (A), major depressive disorder, usually occurs later and is a mood disorder. Option (C), PTSD, results from trauma and can occur at any age. Option (D), bulimia nervosa, is an eating disorder that typically emerges in adolescence or adulthood. Therefore, the disorder that fits the category of neurodevelopmental disorders appearing before grade school is intellectual disability.

Final Answer: Intellectual Disability

Answer: (B)

Q28.

Solution

Concept: Antisocial Personality Disorder is characterized by a persistent pattern of disregard for and violation of the rights of others. Individuals often display deceitfulness, impulsivity, aggression, and lack of remorse for their actions.

Solution: People with antisocial personality disorder consistently ignore social norms and the rights of others. They may engage in manipulative, deceitful, or aggressive behaviors without feeling guilt or remorse. This pattern often begins in childhood or adolescence and continues into adulthood. Option (A) describes avoidant personality traits, (C) refers to panic disorder symptoms, and (D) is related to eating disorders. The defining feature of antisocial personality disorder is the lack of empathy and disregard for others' well-being. Therefore, the correct answer is the one describing a lack of remorse and violation of others' rights.

Final Answer: A disregard for the rights of others and a lack of remorse

Answer: (B)



Q29.

Solution

Concept: Oppositional Defiant Disorder (ODD) is a childhood behavioral disorder characterized by a persistent pattern of angry, irritable mood, argumentative behavior, and defiance toward authority figures. It typically emerges during early developmental years and is most commonly diagnosed in children and adolescents, affecting their social, academic, and family functioning.

Solution: ODD is primarily observed in children and adolescents who consistently display hostile, disobedient, and defiant behavior toward parents, teachers, and other authority figures. These behaviors go beyond typical childhood mischief and significantly interfere with daily functioning. Symptoms may include frequent temper tantrums, arguing with adults, refusing to comply with rules, and deliberately annoying others. Option (A) relates to dementia, (C) involves schizophrenia in adults, and (D) refers to eating disorders, none of which align with ODD. Since ODD is a developmental behavioral disorder that appears early in life, it is most commonly diagnosed in younger populations. Therefore, the correct answer is children and adolescents showing defiant and hostile behavior.

Final Answer: Children and adolescents who show hostile and defiant behavior

Answer: (B)

Q30.

Solution

Concept: Virtual Reality Exposure Therapy (VRET) is a modern form of behavior therapy that uses computer-generated environments to expose individuals to feared stimuli in a controlled and safe manner. It allows gradual desensitization while maintaining therapist supervision, making it effective for treating phobias and anxiety disorders.

Solution: In the given scenario, the therapist uses a simulated environment to recreate heights, enabling the client to confront their fear safely. This approach is known as Virtual Reality Exposure Therapy. It combines principles of exposure therapy with advanced technology, allowing precise control over the intensity of the stimulus. Option (B), systematic desensitization, involves gradual exposure but not necessarily through virtual environments. Option (C), flooding, involves intense exposure without gradual steps, and (D), vicarious conditioning, involves learning through observation. Therefore, the use of computer-generated environments clearly identifies the therapy as VRET.

Final Answer: Virtual Reality Exposure Therapy (VRET)

Answer: (A)



Q31.

Solution

Concept: Rational Emotive Behavior Therapy (REBT), developed by Albert Ellis, focuses on identifying and changing irrational beliefs. Disputation is a central technique where therapists challenge these beliefs logically and empirically to help clients replace them with rational and adaptive thoughts.

Solution: In REBT, emotional disturbances are believed to arise from irrational beliefs rather than external events. The therapist uses disputation to question and challenge these beliefs. This involves examining the logic, evidence, and usefulness of the client's thoughts. By doing so, clients learn to replace irrational ideas with more rational, constructive beliefs, leading to healthier emotional responses. Option (A) reflects supportive therapy, (C) relates to humanistic therapy, and (D) is associated with psychoanalysis. Therefore, the main purpose of disputation is to logically and empirically challenge irrational beliefs.

Final Answer: To logically and empirically challenge the client's irrational beliefs

Answer: (B)

Q32.

Solution

Concept: Counseling and psychotherapy differ mainly in scope and severity of issues addressed. Counseling typically focuses on everyday life problems, adjustment issues, and short-term support, whereas psychotherapy deals with deeper, more severe psychological disorders and long-term personality changes.

Solution: Counseling is generally used to help individuals cope with normal life challenges such as stress, career decisions, or relationship issues. It is often short-term and problem-focused. Psychotherapy, on the other hand, addresses more complex and severe psychological disorders such as depression, anxiety disorders, or personality disorders. It involves deeper exploration of thoughts, emotions, and behaviors over a longer duration. Option (A) reverses the duration, (C) is incorrect regarding qualifications, and (D) ignores important distinctions. Therefore, the key difference is that psychotherapy deals with more severe conditions, while counseling addresses everyday concerns.

Final Answer: Psychotherapy = severe disorders; counseling = everyday issues

Answer: (B)



Q33.

Solution

Concept: In psychoanalysis, resistance refers to the unconscious defense mechanisms that prevent a patient from confronting painful thoughts, memories, or feelings. It is a natural part of therapy and indicates that significant material is being approached but avoided due to anxiety or discomfort.

Solution: Resistance occurs when a patient unconsciously avoids discussing or recalling distressing experiences during therapy. This may manifest as silence, changing topics, missing sessions, or minimizing important issues. It is not intentional but serves as a defense mechanism to protect the individual from emotional pain. Option (A) involves aggression, (C) indicates compliance, and (D) refers to catharsis, which is emotional release. Resistance, instead, blocks therapeutic progress by preventing access to unconscious material. Therefore, it is best described as an unconscious attempt to avoid painful memories and hinder therapy progress.

Final Answer: Unconsciously tries to prevent the progress of therapy to avoid painful memories

Answer: (B)

Q34.

Solution

Concept: The A-B-C-D-E model in REBT extends the original A-B-C framework by adding Disputation (D) and Effect (E). 'E' represents the development of an effective new philosophy of life, where individuals adopt rational beliefs leading to healthier emotional and behavioral outcomes.

Solution: In the A-B-C model, A is the activating event, B is the belief, and C is the consequence. Ellis expanded this model by introducing D (disputation), where irrational beliefs are challenged, and E (effect), which represents the outcome of this process. The effect involves adopting a new, rational way of thinking that leads to improved emotional well-being and adaptive behavior. Option (A) and (C) do not fit the REBT framework, and (D) relates to psychoanalytic concepts. Therefore, 'E' specifically refers to the development of an effective new philosophy of life.

Final Answer: Effective New Philosophy of Life

Answer: (B)



Q35.

Solution

Concept: Logotherapy, developed by Viktor Frankl, is based on the idea that the primary human motivation is the search for meaning in life, known as the “will to meaning.” It is part of the humanistic-existential approach, which emphasizes personal growth, self-awareness, freedom, and the individual’s responsibility to create meaning even in suffering.

Solution: Viktor Frankl’s logotherapy focuses on helping individuals find purpose and meaning in life, even under difficult circumstances. This approach aligns with the humanistic-existential tradition, which stresses subjective experience, free will, and personal responsibility. Unlike psychodynamic therapy, which emphasizes unconscious conflicts, or cognitive-behavioral therapy, which focuses on thought patterns, logotherapy addresses existential concerns such as meaning, purpose, and values. Biomedical approaches, on the other hand, focus on physiological treatments. Therefore, since logotherapy centers on existential meaning and human potential, it clearly belongs to the humanistic-existential category of therapy.

Final Answer: Humanistic-Existential

Answer: (B)

Q36.

Solution

Concept: Progressive Muscle Relaxation (PMR) is a relaxation technique that involves systematically tensing and relaxing different muscle groups in the body. It is often combined with visualization of anxiety-provoking situations to help individuals reduce physiological tension and manage stress or anxiety effectively.

Solution: The technique described involves relaxing muscles in a specific sequence while imagining anxiety-inducing situations. This is characteristic of Progressive Muscle Relaxation (PMR), a widely used behavioral method to reduce anxiety. By consciously tensing and then relaxing muscle groups, individuals become more aware of physical tension and learn to control it. When paired with imagery, it helps desensitize individuals to feared stimuli. Option (A), aversive conditioning, uses punishment; (C), biofeedback, involves monitoring physiological signals; and (D), modeling, involves learning by observation. Therefore, the correct answer is Progressive Muscle Relaxation.

Final Answer: Progressive Muscle Relaxation (PMR)

Answer: (B)



Q37.

Solution

Concept: The Primacy Effect refers to the tendency for information presented earlier in a sequence to have a greater influence on impression formation than information presented later. Early information shapes initial perceptions, which then influence how subsequent information is interpreted.

Solution: In social cognition, the primacy effect plays a significant role in how we form impressions of others. When we receive information about a person, the first pieces of information tend to create a framework or initial impression. This initial impression then biases the interpretation of later information. For example, if a person is first described as kind, subsequent behaviors may be interpreted positively. Option (A) refers to the recency effect, (C) is incorrect, and (D) oversimplifies judgment. Therefore, the primacy effect specifically indicates that earlier information has a stronger impact than later information.

Final Answer: Information presented first carries more weight than information presented later

Answer: (B)

Q38.

Solution

Concept: A social schema is a cognitive framework that helps individuals organize and interpret social information. It includes beliefs and expectations about people, groups, or situations, allowing quick processing but sometimes leading to stereotypes or biases.

Solution: The belief that “all lawyers are aggressive” reflects a generalized mental framework used to categorize a group of people. This is known as a social schema, which helps individuals simplify complex social information. While schemas are useful for quick judgments, they can also lead to stereotyping and biased perceptions. Option (B), prototype, refers to the most typical example of a category; (C), script, involves expected sequences of events; and (D), attribution, refers to explaining causes of behavior. Therefore, the correct answer is social schema, as it represents a structured belief about a group.

Final Answer: Social Schema

Answer: (A)



Q39.

Solution

Concept: The bystander effect is a social psychological phenomenon where individuals are less likely to help a victim when other people are present. This occurs due to diffusion of responsibility, where each person assumes someone else will take action.

Solution: In emergency situations, the presence of multiple bystanders often reduces the likelihood that any one person will intervene. This is because responsibility is diffused among all observers, leading individuals to feel less personally accountable. Additionally, people may look to others for cues on how to behave, resulting in inaction if others also do nothing. Option (A) relates to mood effects, (C) increases likelihood of helping, and (D) involves personal connection. Therefore, the bystander effect is strongest when other people are present, leading to reduced helping behavior due to diffusion of responsibility.

Final Answer: Other people are present (Diffusion of Responsibility)

Answer: (B)

Q40.

Solution

Concept: Situational factors influencing attitude change are external conditions present during persuasion. These include aspects like message context, timing, environment, and whether the audience is forewarned about persuasive intent, which can affect how receptive individuals are to changing their attitudes.

Solution: Attitude change depends on multiple factors, including characteristics of the source, message, audience, and situation. Situational factors refer to external conditions that influence how a message is received. Forewarning about persuasive intent is a situational variable because it prepares the audience to resist persuasion, making attitude change less likely. Option (A) and (D) are personal characteristics, while (B) refers to a source characteristic. Only option (C) represents a situational factor affecting the context in which persuasion occurs. Therefore, the correct answer is the presence or absence of forewarning.

Final Answer: The presence or absence of a 'forewarning' about the persuasive intent

Answer: (C)



Q41.

Solution

Concept: The Just World Hypothesis is the belief that the world is fair and people get what they deserve. This cognitive bias leads individuals to assume that victims of misfortune must have done something to deserve their fate, helping maintain a sense of order and predictability but often resulting in victim-blaming attitudes.

Solution: The Just World Hypothesis reflects a psychological need to believe that the world is orderly and fair. When confronted with situations where innocent people suffer, individuals may distort reality to preserve this belief. As a result, they may blame victims for their circumstances, assuming that the victims must have done something wrong to deserve their misfortune. This reduces cognitive discomfort but leads to unfair judgments. Option (A) is unrelated, (C) involves trust in institutions, and (D) refers to internal conflict. Therefore, the most accurate outcome of the Just World Hypothesis is victim-blaming.

Final Answer: Blame the victim of a crime or misfortune for their own fate

Answer: (B)

Q42.

Solution

Concept: Balance Theory, proposed by Heider, suggests that individuals seek consistency in their relationships and attitudes. A balanced state occurs when the relationships among three elements (P, O, X) are harmonious, meaning the product of their sentiments is positive.

Solution: In Balance Theory, relationships between a person (P), another person (O), and an object or third person (X) must be consistent. If P likes O and O likes X, balance is achieved when P also likes X. This creates a harmonious triadic relationship with no psychological tension. If P dislikes X instead, imbalance occurs, leading to discomfort and a tendency to change attitudes to restore balance. Option (A) creates imbalance, (C) does not resolve inconsistency, and (D) is irrelevant. Therefore, for balance to exist, P must also like X.

Final Answer: Like X

Answer: (B)



Q43.

Solution

Concept: Self-serving bias is a cognitive bias where individuals attribute their successes to internal factors like ability or effort, while blaming failures on external factors such as luck or others. This bias helps maintain self-esteem and a positive self-image.

Solution: In the given scenario, the manager takes personal credit for success by attributing it to their leadership, which is an internal factor. However, when the project fails, the blame is shifted to the team's lack of effort, an external factor. This pattern of attributing positive outcomes internally and negative outcomes externally is characteristic of self-serving bias. Option (A), fundamental attribution error, involves judging others' behavior, (C), actor-observer effect, distinguishes perspectives, and (D), halo effect, involves general impressions. Therefore, the correct explanation is self-serving bias.

Final Answer:

Answer: (B)

Q44.

Solution

Concept: Discrimination in a social context refers to unjustified negative behavior directed toward individuals based on their group membership. It differs from prejudice (attitude) and stereotypes (beliefs), as discrimination involves actual actions that harm or disadvantage others.

Solution: Discrimination is the behavioral component of negative intergroup relations. While prejudice involves negative attitudes and stereotypes involve generalized beliefs, discrimination is expressed through actions such as exclusion, denial of opportunities, or unfair treatment. For example, refusing to hire someone based on their group identity is discrimination. Option (A) describes prejudice, (C) refers to stereotypes, and (D) reflects ethnocentrism or superiority feelings. Therefore, discrimination is best defined as unjustified negative behavior toward a group or its members.

Final Answer:

Answer: (B)



Q45.

Solution

Concept: Formal groups are structured groups with clearly defined roles, rules, and objectives, often established by organizations. Unlike informal groups, which form naturally based on personal relationships, formal groups have a specific purpose and an organized framework guiding member behavior and responsibilities.

Solution: A formal group is intentionally created to achieve specific goals, such as in workplaces or institutions. These groups have clearly defined roles, rules, hierarchy, and procedures that guide member interactions and responsibilities. In contrast, informal groups develop spontaneously based on personal interests, friendships, or social needs. Option (A) and (D) describe informal groups, while (C) contradicts the purpose of formal groups. Therefore, the defining feature of a formal group is its structured nature with explicit roles and rules.

Final Answer: Roles and rules are explicitly stated and the structure is well-defined

Answer: (B)

Q46.

Solution

Concept: The storming stage is the second phase in Tuckman's model of group development. It is characterized by conflict, competition, and disagreement among members as they assert their opinions, clarify roles, and challenge leadership, which is necessary for group growth and eventual cohesion.

Solution: During the storming stage, group members begin to express their individual perspectives more openly, leading to conflicts regarding roles, leadership, and group goals. This stage is marked by disagreements, tension, and competition as members try to establish their positions within the group. Although it may seem disruptive, this phase is essential for clarifying expectations and strengthening group structure. Option (A) describes the norming stage, (C) refers to the performing stage, and (D) is not a defining feature. Therefore, the most common behavior during storming is conflict among members.

Final Answer: Conflict regarding roles, leadership, and group goals

Answer: (B)



Q47.

Solution

Concept: Normative social influence occurs when individuals conform to group expectations to gain approval or avoid rejection. It is driven by the desire to fit in rather than to be correct. People may privately disagree with the group but still publicly comply to maintain social harmony and acceptance.

Solution: In the Asch Line Experiment, participants knowingly gave incorrect answers because they did not want to stand out or be rejected by the group. This type of conformity is not due to believing the group is correct, but rather due to social pressure and the desire for acceptance. This clearly reflects normative social influence. Option (A), informational influence, occurs when individuals believe others are correct. Option (C), minority influence, involves smaller groups affecting the majority. Option (D), obedience, relates to authority figures. Therefore, conformity in this case is best explained by the desire to fit in, which defines normative social influence.

Final Answer: Normative Social Influence

Answer: (B)

Q48.

Solution

Concept: Conformity is influenced by several factors, including group size, unanimity, cohesiveness, and public responses. Increasing the size of the majority tends to increase conformity, but only up to a certain limit, after which additional members have little effect.

Solution: Research on conformity shows that individuals are more likely to conform when the majority group size increases, especially up to about three or four people. Beyond this point, the effect plateaus, meaning additional members do not significantly increase conformity. Option (A) actually reduces conformity because dissent weakens group pressure. Option (C), private responses, decrease conformity by reducing social pressure. Option (D), low cohesiveness, also reduces conformity. Therefore, increasing the size of the majority group (up to a certain point) is the factor that most increases conformity.

Final Answer: Increasing the size of the majority up to a certain point (usually 3-4 people)

Answer: (B)



Q49.

Solution

Concept: The Stanford Prison Experiment demonstrated how powerful social roles and situational factors can influence behavior. Individuals may act in ways inconsistent with their personality when placed in certain roles, highlighting the strong impact of environment and authority structures on human actions.

Solution: Philip Zimbardo's Stanford Prison Experiment showed that participants quickly adopted the behaviors associated with their assigned roles as guards or prisoners. Guards became authoritarian and abusive, while prisoners became submissive and distressed. This transformation occurred not because of inherent personality traits but due to situational pressures and role expectations. Option (A) focuses on biology, (C) on intelligence, and (D) on reinforcement, none of which explain the findings. The experiment clearly illustrates how social roles and environmental context can strongly shape behavior, even leading ordinary individuals to act in extreme ways.

Final Answer: Social roles and situational pressures on behavior

Answer: (B)

Q50.

Solution

Concept: Group polarization refers to the tendency of group decisions to become more extreme than the initial inclinations of individual members. Through discussion, members reinforce shared viewpoints, leading to stronger and more polarized positions.

Solution: When individuals with similar initial views come together in a group, their discussions often amplify their shared tendencies. As a result, the group's final decision becomes more extreme than the average of individual opinions. For example, a group initially inclined toward risk may become even more risk-taking after discussion, while a cautious group may become more conservative. Option (A) describes compromise, (B) suggests increased caution only, and (D) refers to dominance rather than collective shift. Therefore, group polarization leads to more extreme decisions compared to initial individual views.

Final Answer: More extreme than initial views

Answer: (C)



Answer Key

Q	Ans	Q	Ans	Q	Ans	Q	Ans	Q	Ans
1	B	2	B	3	B	4	B	5	C
6	B	7	B	8	B	9	B	10	A
11	B	12	B	13	A	14	B	15	B
16	C	17	B	18	B	19	B	20	B
21	C	22	B	23	B	24	B	25	B
26	B	27	B	28	B	29	B	30	A
31	B	32	B	33	B	34	B	35	B
36	B	37	B	38	A	39	B	40	C
41	B	42	B	43	B	44	B	45	B
46	B	47	B	48	B	49	B	50	C

