

CUET-UG Psychology Sample Paper-14

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. A child can easily identify the underlying rules of a new logic game without any prior experience or instruction. According to Raymond Cattell, this ability is a manifestation of:

- (A) Crystallized Intelligence.
- (B) Fluid Intelligence.
- (C) Associative Learning (Level I).
- (D) Contextual Intelligence.

Q2. In the PASS model of intelligence, which functional unit is primarily involved in the 'serial' and 'step-by-step' processing of information, such as learning the alphabet?

- (A) Simultaneous Processing.
- (B) Successive Processing.
- (C) Planning.
- (D) Arousal/Attention.

Q3. Arthur Jensen's Level II abilities are distinguished from Level I abilities by the presence of:

- (A) Rote memory and simple recall.
- (B) Cognitive elaboration and transformation of input.



- (C) Sensory-motor coordination.
- (D) Genetic uniformity across all socio-economic groups.

Q4. If a psychologist is measuring 'Aptitude' rather than 'Intelligence', they are specifically looking for:

- (A) The sum total of a person's current knowledge.
- (B) The capacity to acquire a specific skill with future training.
- (C) The emotional stability of the individual.
- (D) The person's preference for certain types of hobbies.

Q5. According to Sternberg's Triarchic Theory, an individual who is highly effective at 'shaping' or 'selecting' their environment to maximize their success is high in:

- (A) Analytical Intelligence.
- (B) Experiential Intelligence.
- (C) Practical Intelligence.
- (D) Componential Intelligence.

Q6. Which of the following is an example of an 'Individual Test' that requires a high level of rapport between the examiner and the subject?

- (A) Raven's Progressive Matrices.
- (B) Wechsler Adult Intelligence Scale (WAIS).
- (C) Army Alpha Test.
- (D) Culture Fair Intelligence Test.

Q7. According to the 'Indian Perspective', the Kosh (layer) of the self that consists of one's breath and vital energy is known as:

- (A) Annamaya Kosh.
- (B) Pranamaya Kosh.
- (C) Manomaya Kosh.



(D) Vijnanamaya Kosh.

Q8. In Freud's theory of psychosexual development, the 'Electra Complex' and the development of the 'Superego' are most associated with which stage?

(A) Oral Stage.

(B) Anal Stage.

(C) Phallic Stage.

(D) Genital Stage.

Q9. Which trait theorist argued that 'Central Traits' are the building blocks of personality, while 'Cardinal Traits' are so dominant that they define a person's entire life?

(A) Raymond Cattell.

(B) Gordon Allport.

(C) Hans Eysenck.

(D) Paul Costa.

Q10. A person who feels guilty whenever they think about being "selfish" is likely being influenced by which component of personality according to Freud?

(A) The Id.

(B) The Ego.

(C) The Superego.

(D) The Libido.

Q11. The 'Rosenzweig Picture-Frustration Study' is a projective technique designed specifically to assess:

(A) The level of intelligence in a frustrated child.

(B) How an individual reacts to and expresses aggression in frustrating situations.

(C) The degree of self-actualization.

(D) The presence of archetypes in the collective unconscious.



- Q12.** According to Karen Horney, individuals who cope with 'Basic Anxiety' by seeking to control others and being aggressive are moving:
- (A) Toward people.
 - (B) Against people.
 - (C) Away from people.
 - (D) Beyond people.
- Q13.** Which self-report inventory uses 'Factor Analysis' to describe personality based on 16 primary source traits?
- (A) MMPI.
 - (B) 16 PF Questionnaire.
 - (C) EPQ.
 - (D) NEO-PI-R.
- Q14.** Carl Rogers emphasized that psychological health is achieved when there is high overlap between the 'Real Self' and the 'Ideal Self'. This overlap is called:
- (A) Self-Efficacy.
 - (B) Congruence.
 - (C) Cognitive Dissonance.
 - (D) Self-Actualization.
- Q15.** Which of the following describes the 'Appraisal of the Stressor' as a 'Threat' in Lazarus's model?
- (A) The anticipation of future harm or loss.
 - (B) The assessment of the damage already done by the event.
 - (C) The confidence that one has the resources to overcome the event.
 - (D) The physiological arousal felt during the alarm stage.
- Q16.** During the 'Resistance Stage' of the General Adaptation Syndrome (GAS), the body's sympathetic nervous system activity is:



- (A) At its absolute peak, higher than the alarm stage.
- (B) Lower than the alarm stage as the parasympathetic system tries to conserve energy while remaining on alert.
- (C) Completely shut down.
- (D) Replaced by the "Rest and Digest" response.

Q17. A student who ignores their exam stress by watching movies all day is using which type of coping strategy?

- (A) Problem-focused coping.
- (B) Avoidance-oriented coping.
- (C) Task-oriented coping.
- (D) Cognitive restructuring.

Q18. Which personality trait is characterized by high levels of hostility, impatience, and a sense of time urgency, making the individual more prone to heart disease?

- (A) Type A Personality.
- (B) Type B Personality.
- (C) Type C Personality.
- (D) Type D Personality.

Q19. In the context of stress, 'Life Events' (such as a death in the family or a job change) are measured using the scale developed by:

- (A) Hans Selye.
- (B) Holmes and Rahe.
- (C) Richard Lazarus.
- (D) Albert Bandura.

Q20. A patient believes that the news anchor on TV is sending secret, coded messages specifically for them. This is an example of a:

- (A) Delusion of Grandeur.



- (B) Delusion of Reference.
- (C) Delusion of Persecution.
- (D) Hallucination.

Q21. In 'Conversion Disorder' (Functional Neurological Symptom Disorder), the patient often shows a lack of concern about their sudden physical disability, a phenomenon known as:

- (A) Anhedonia.
- (B) La Belle Indifférence.
- (C) Catatonia.
- (D) Dissociative Fugue.

Q22. The DSM-5 classification of 'Generalized Anxiety Disorder' requires that the excessive worry must be present for at least:

- (A) 1 month.
- (B) 3 months.
- (C) 6 months.
- (D) 1 year.

Q23. Which disorder is characterized by 'Hypomania' and periods of mild depression, but not full-blown manic or major depressive episodes?

- (A) Bipolar I Disorder.
- (B) Bipolar II Disorder.
- (C) Cyclothymic Disorder.
- (D) Dysthymic Disorder.

Q24. A person who has an intense, irrational fear of being judged or embarrassed in public social situations is diagnosed with:

- (A) Agoraphobia.
- (B) Social Anxiety Disorder.



- (C) Specific Phobia.
- (D) Panic Disorder.

Q25. The repetitive, ritualistic behaviors in OCD (like checking the stove) are called 'Compulsions'. Their primary psychological function is to:

- (A) Provide the person with a sense of pleasure.
- (B) Neutralize or reduce the anxiety caused by an 'Obsession'.
- (C) Improve the person's memory of past events.
- (D) Replace the need for social interaction.

Q26. Which childhood disorder involves persistent deficits in social communication and social interaction, along with restricted, repetitive patterns of behavior?

- (A) ADHD.
- (B) Conduct Disorder.
- (C) Autism Spectrum Disorder.
- (D) Intellectual Disability.

Q27. A person who suddenly leaves home, assumes a new identity, and has no memory of their past is experiencing:

- (A) Dissociative Amnesia.
- (B) Dissociative Fugue.
- (C) Dissociative Identity Disorder.
- (D) Depersonalization.

Q28. Schizophrenia symptoms such as 'Hallucinations' and 'Delusions' are categorized as 'Positive' because they:

- (A) Are beneficial to the patient's mood.
- (B) Represent an excess or addition to normal functioning.
- (C) Are easily treated with positive reinforcement.



(D) Occur only in positive social environments.

Q29. Which eating disorder is characterized by a cycle of binge eating followed by compensatory behaviors like self-induced vomiting or excessive exercise?

(A) Anorexia Nervosa.

(B) Bulimia Nervosa.

(C) Binge Eating Disorder.

(D) Pica.

Q30. A therapist utilizes a technique where the client is asked to imagine a series of increasingly fearful situations while simultaneously performing deep muscle relaxation. This specific process of replacing anxiety with a relaxation response is technically known as:

(A) Flooding.

(B) Reciprocal Inhibition.

(C) Aversive Conditioning.

(D) Cognitive Restructuring.

Q31. In Aaron Beck's Cognitive Therapy, the "Cognitive Triad" associated with depression includes a negative view of the self, the future, and:

(A) The past.

(B) Significant others.

(C) The world/environment.

(D) Biological predispositions.

Q32. According to the 'Existential' therapeutic perspective, psychological distress arises from:

(A) Faulty reinforcement contingencies in the environment.

(B) The inability to find meaning in life and the loneliness of the human condition.



- (C) Repressed sexual and aggressive impulses from the Phallic stage.
- (D) Imbalances in GABA and Serotonin levels.

Q33. In 'Rational Emotive Behavior Therapy' (REBT), the therapist identifies 'musts' and 'shoulds' that the client holds. These are categorized under which part of the ABC model?

- (A) A - Activating Event.
- (B) B - Belief System.
- (C) C - Consequences.
- (D) D - Disputing.

Q34. Which of the following is an example of 'Vicarious Learning' used in behavior therapy?

- (A) Using a token economy to reward a patient.
- (B) Pairing an electric shock with an unwanted habit.
- (C) A client observing a model interact fearlessly with a phobic object.
- (D) Directly exposing a client to their most feared stimulus for a long duration.

Q35. In client-centered therapy, 'Congruence' on the part of the therapist refers to:

- (A) The ability to sense the client's feelings as if they were their own.
- (B) The non-judgmental acceptance of the client's thoughts.
- (C) Being genuine and ensuring their internal feelings match their external expressions.
- (D) Interpreting the client's resistance accurately.

Q36. Which therapeutic intervention specifically focuses on 'confronting' the client's irrationality in a directive and sometimes blunt manner?

- (A) Humanistic Therapy.
- (B) Logotherapy.
- (C) REBT (Ellis).



(D) Cognitive Therapy (Beck).

Q37. A consumer is watching an advertisement for a high-end luxury watch. The advertisement focuses entirely on the prestigious history of the brand and the celebrity status of the brand ambassador, rather than the technical specifications or the mechanism of the watch. According to the 'Elaboration Likelihood Model' (ELM), which route to persuasion is being utilized, and what is the most likely level of 'elaboration' from the consumer?

- (A) Central route; High elaboration.
- (B) Peripheral route; Low elaboration.
- (C) Central route; Low elaboration.
- (D) Peripheral route; High elaboration.

Q38. According to the 'Elaboration Likelihood Model' (ELM), a person is more likely to be persuaded via the 'Central Route' when:

- (A) They are distracted and lack time to think.
- (B) The source is physically attractive and famous.
- (C) They are highly motivated and have the cognitive capacity to process the message.
- (D) The message is delivered through a catchy jingle.

Q39. In Heider's P-O-X model of balance, if person 'P' likes person 'O', and person 'O' dislikes object 'X', a state of 'Balance' is achieved only if:

- (A) P likes X.
- (B) P is neutral toward X.
- (C) P dislikes X.
- (D) O starts liking X.

Q40. When an individual's performance on a complex or new task decreases in the presence of others, the phenomenon is called:



- (A) Social Facilitation.
- (B) Social Loafing.
- (C) Social Inhibition.
- (D) Groupthink.

Q41. Which of the following is a 'Cognitive' component of a negative attitude toward a group?

- (A) Prejudice (Emotion).
- (B) Discrimination (Behavior).
- (C) Stereotype (Belief).
- (D) Aggression (Action).

Q42. The 'Self-Fulfilling Prophecy' is a process where:

- (A) People change their attitude to match their behavior.
- (B) Our expectations about a person eventually lead that person to behave in ways that confirm those expectations.
- (C) We blame the victim for their own misfortune to feel safer.
- (D) We overestimate the extent to which others share our beliefs.

Q43. Which characteristic of the 'Source' (communicator) is most effective in changing attitudes toward a complex technical issue?

- (A) Popularity.
- (B) Physical Attractiveness.
- (C) Expertise/Credibility.
- (D) Similarity to the audience.

Q44. The 'Halo Effect' occurs when:

- (A) We assume a person has many positive traits because we observed one positive trait.



- (B) We believe the world is fair.
- (C) We work less hard in a group.
- (D) We attribute success to internal factors.

Q45. According to Bruce Tuckman's stages of group development, the 'Norming' stage is characterized by:

- (A) Initial excitement and uncertainty about the group's purpose.
- (B) Intra-group conflict and struggle for leadership.
- (C) Development of group cohesion and established rules of behavior.
- (D) Achievement of group goals and high task performance.

Q46. The phenomenon of 'Deindividuation' in a crowd is primarily driven by:

- (A) High levels of self-awareness.
- (B) Anonymity and a sense of diffused responsibility.
- (C) Rational decision-making.
- (D) Increased adherence to personal moral codes.

Q47. In the context of 'Social Influence', which of the following refers to behavior change in response to a direct order from an authority figure?

- (A) Conformity.
- (B) Compliance.
- (C) Obedience.
- (D) Identification.

Q48. A group of people waiting for a bus at a bus stop is best described as a/an:

- (A) Primary Group.
- (B) Secondary Group.
- (C) Aggregate.
- (D) Reference Group.



- Q49.** The 'Robbers Cave Experiment' by Muzafer Sherif demonstrated that 'In-group' and 'Out-group' conflict can be reduced by introducing:
- (A) Competitive sports.
 - (B) Superordinate goals requiring cooperation.
 - (C) Increased communication between leaders.
 - (D) Financial rewards for both groups.
- Q50.** Which factor is most likely to reduce 'Social Loafing' in a group task?
- (A) Increasing the group size.
 - (B) Making the task anonymous.
 - (C) Making individual contributions identifiable and evaluable.
 - (D) Lowering the importance of the task.



Detailed Solutions

Q1.

Solution

Concept: Fluid intelligence, as proposed by Raymond Cattell, refers to the innate ability to reason, identify patterns, and solve novel problems without relying on prior knowledge or experience. It involves abstract thinking, logical reasoning, and quick adaptation to unfamiliar situations. Unlike crystallized intelligence, which depends on learned knowledge and education, fluid intelligence is biologically based and tends to peak in early adulthood. It is crucial for tasks requiring innovation and flexible thinking.

Solution: In the given situation, the child is able to understand the rules of a new logic game without any prior exposure or instruction. This indicates the ability to analyze unfamiliar information and derive patterns independently. Such performance does not depend on previously acquired knowledge or memorized facts, which rules out crystallized intelligence. Instead, it reflects the individual's inherent reasoning capacity and problem-solving skills. Associative learning involves forming connections through repetition, which is not evident here, and contextual intelligence relates to adapting to real-life environments. Therefore, the ability demonstrated by the child is best explained by fluid intelligence, which emphasizes novel problem-solving and abstract reasoning abilities in unfamiliar situations.

Final Answer: Fluid Intelligence

Answer: (B)

Q2.

Solution

Concept: In the PASS model of intelligence, successive processing refers to the ability to organize and process information in a specific serial order. It is essential for tasks that require step-by-step sequencing, such as remembering a sequence of numbers, learning alphabets, or understanding grammatical structures. This type of processing ensures that information is handled in a linear and ordered manner, where each element follows logically from the previous one.

Solution: The question focuses on tasks that involve serial and step-by-step processing, such as learning the alphabet. This clearly indicates a need for arranging information in a sequential order, where each unit must be processed one after another. In the PASS model, this function is performed by successive processing. Simultaneous processing, in contrast, deals with integrating information into a whole, such as recognizing patterns or spatial relationships. Planning involves decision-making and problem-solving strategies, while arousal/attention relates to alertness and focus. Since the task described requires sequential handling of information, successive processing is the most appropriate functional unit responsible for this type of cognitive activity.

Final Answer: Successive Processing

Answer: (B)



Q3.

Solution

Concept: Arthur Jensen distinguished between Level I and Level II abilities in intelligence. Level I involves associative learning, rote memorization, and simple recall of information. Level II, on the other hand, involves higher-order cognitive processes such as reasoning, abstraction, and transformation of input. It requires individuals to manipulate, reorganize, and interpret information, making it more complex and cognitively demanding than Level I abilities.

Solution: The key distinction between Level I and Level II abilities lies in the complexity of cognitive processing involved. Level I abilities are limited to basic associative learning, such as memorizing facts or forming simple connections between stimuli. In contrast, Level II abilities involve deeper cognitive engagement, where individuals actively process and transform information. This includes reasoning, problem-solving, and abstract thinking. Among the given options, cognitive elaboration and transformation of input best describe these higher-level processes. The other options either refer to basic recall, physical coordination, or unrelated concepts. Therefore, Level II abilities are characterized by advanced mental operations that go beyond simple learning and involve meaningful manipulation of information.

Final Answer: Cognitive elaboration and transformation of input

Answer: (B)

Q4.

Solution

Concept: Aptitude refers to an individual's potential or capacity to learn and acquire new skills in the future with appropriate training. It differs from intelligence, which represents general cognitive ability, and from achievement, which reflects what a person has already learned. Aptitude tests are designed to predict future performance in specific domains, such as mechanical, verbal, or numerical abilities, by assessing readiness to benefit from instruction.

Solution: When a psychologist measures aptitude, the focus is not on what the individual currently knows but on their potential to learn new skills with training. This distinguishes aptitude from achievement, which evaluates existing knowledge and proficiency. The question emphasizes predicting future learning ability in a specific area, which aligns with the definition of aptitude. Emotional stability and personal preferences are unrelated to aptitude measurement. Therefore, the correct interpretation is that aptitude assesses the capacity to acquire a particular skill when provided with proper guidance and practice. This makes it especially useful in educational and vocational settings for predicting future success in specialized tasks.

Final Answer: The capacity to acquire a specific skill with future training

Answer: (B)



Q5.

Solution

Concept: Sternberg's Triarchic Theory of Intelligence includes practical intelligence, which involves the ability to adapt to, shape, or select environments to achieve personal goals. It emphasizes real-world problem-solving and the application of knowledge in everyday contexts. Individuals high in practical intelligence can effectively manage situations, make decisions, and modify their surroundings to suit their needs and maximize success.

Solution: The question highlights an individual's ability to shape or select their environment to achieve success. This directly corresponds to practical intelligence in Sternberg's Triarchic Theory. Analytical intelligence focuses on problem-solving and logical reasoning, while experiential intelligence relates to creativity and dealing with novel situations. Componential intelligence overlaps with analytical aspects. However, the ability to manipulate or choose environments for optimal functioning is a defining feature of practical intelligence. Such individuals are adept at applying knowledge in real-life contexts and adjusting situations to their advantage. Hence, the correct answer is practical intelligence.

Final Answer: Practical Intelligence

Answer: (C)

Q6.

Solution

Concept: Individual intelligence tests are administered to one person at a time and require direct interaction between the examiner and the subject. These tests often involve verbal instructions, observation, and adaptive questioning, making rapport essential for accurate assessment. They provide detailed insights into cognitive functioning but are time-consuming compared to group tests, which are administered to many individuals simultaneously.

Solution: The question asks for an example of an individual test that requires a strong rapport between examiner and subject. The Wechsler Adult Intelligence Scale (WAIS) is a well-known individually administered test that involves face-to-face interaction, detailed instructions, and adaptive questioning based on the subject's responses. In contrast, Raven's Progressive Matrices, Army Alpha Test, and Culture Fair Intelligence Test are typically group-administered and do not require such close interaction. Since individual tests depend heavily on communication and rapport for accurate results, WAIS is the correct choice. Therefore, the answer is Wechsler Adult Intelligence Scale.

Final Answer: Wechsler Adult Intelligence Scale (WAIS)

Answer: (B)



Q7.

Solution

Concept: In the Indian philosophical perspective, the self is described as consisting of five layers or koshas. The Pranamaya Kosh represents the vital life force or energy that sustains biological functions. It is associated with breathing, physiological processes, and the flow of energy within the body. This layer connects the physical body with the mind and plays a crucial role in maintaining overall vitality and balance.

Solution: The question asks which kosh corresponds to breath and vital energy. Among the five koshas, Annamaya Kosh represents the physical body, Manomaya Kosh relates to the mind, and Vijnanamaya Kosh refers to intellect or wisdom. The Pranamaya Kosh specifically deals with prana, or life energy, which is closely linked to breathing and physiological functioning. It acts as an intermediary between the physical and mental layers, ensuring the smooth flow of energy throughout the body. Since the question explicitly refers to breath and vital energy, the correct answer is Pranamaya Kosh.

Final Answer: Pranamaya Kosh

Answer: (B)

Q8.

Solution

Concept: In Freud's psychosexual theory, the phallic stage (around 3–6 years) is marked by the child's focus on genital awareness and the development of sexual identity. During this stage, children experience unconscious desires toward the opposite-sex parent and rivalry with the same-sex parent. The resolution of these conflicts leads to identification with the same-sex parent and the formation of the superego, which represents internalized moral standards and societal values.

Solution: The Electra complex refers to a girl's unconscious attraction toward her father and rivalry with her mother, which is a central feature of the phallic stage in Freud's theory. Similarly, the development of the superego also occurs during this stage as the child internalizes parental values and societal norms after resolving these conflicts. The oral stage focuses on feeding and dependency, while the anal stage deals with control and toilet training. The genital stage occurs later in adolescence and involves mature sexual relationships. Since both the Electra complex and superego formation are key processes of the phallic stage, this option best fits the question.

Final Answer: Phallic Stage

Answer: (C)



Q9.

Solution

Concept: Gordon Allport proposed a trait theory of personality, categorizing traits into cardinal, central, and secondary traits. Cardinal traits are rare and dominate an individual's entire personality, often defining their life. Central traits are general characteristics found to some degree in every person and form the basic foundation of personality. Secondary traits are less consistent and appear in specific situations, reflecting preferences or attitudes rather than core personality features.

Solution: The question highlights the distinction between central and cardinal traits. According to Allport, central traits are the primary building blocks of personality, such as honesty or sociability, which shape behavior across many situations. Cardinal traits, on the other hand, are so dominant that they overshadow all other traits and define a person's identity, though they are relatively rare. Other theorists like Cattell focused on factor analysis, Eysenck emphasized dimensions like extraversion, and Costa contributed to the Big Five model. Therefore, the description given in the question clearly aligns with Gordon Allport's classification of traits.

Final Answer: Gordon Allport

Answer: (B)

Q10.

Solution

Concept: Freud's structural model of personality consists of the id, ego, and superego. The superego represents internalized moral values, societal rules, and ideals learned from parents and culture. It acts as the conscience, guiding behavior by inducing feelings of guilt or pride. The id operates on pleasure principles, while the ego mediates between the id, superego, and reality. The superego strives for perfection rather than mere satisfaction.

Solution: The feeling of guilt when thinking about being selfish indicates the presence of an internal moral standard that judges such thoughts as wrong. This function is characteristic of the superego, which acts as the conscience of the individual. It evaluates actions and thoughts against moral ideals and generates guilt when these standards are violated. The id, in contrast, seeks immediate gratification and would not produce guilt. The ego balances desires and reality but does not impose moral judgment. Libido refers to psychic energy rather than a structural component. Therefore, the experience described is best explained by the influence of the superego.

Final Answer: The Superego

Answer: (C)



Q11.

Solution

Concept: The Rosenzweig Picture-Frustration Study is a projective test designed to examine how individuals respond to frustrating situations. It presents ambiguous social scenarios where a character is frustrated, and the respondent is asked to interpret or complete the dialogue. The responses reveal patterns of aggression, whether directed outward, inward, or avoided, providing insight into coping mechanisms and emotional reactions under stress.

Solution: The purpose of the Rosenzweig Picture-Frustration Study is to assess how individuals deal with frustration, particularly in terms of aggression. Participants are shown cartoon-like images depicting frustrating situations and asked to respond, allowing psychologists to analyze whether aggression is directed toward others, oneself, or suppressed. This makes it specifically useful for understanding emotional reactions and coping styles in stressful contexts. It is not designed to measure intelligence, self-actualization, or unconscious archetypes. Therefore, the correct interpretation is that the test evaluates how individuals express and manage aggression in frustrating situations.

Final Answer: How an individual reacts to and expresses aggression in frustrating situations

Answer: (B)

Q12.

Solution

Concept: Karen Horney proposed that individuals cope with basic anxiety through three interpersonal orientations: moving toward people (seeking affection and approval), moving against people (being aggressive and controlling), and moving away from people (withdrawing and becoming self-sufficient). These coping strategies reflect different ways individuals attempt to manage feelings of insecurity and helplessness arising from early childhood experiences.

Solution: The question describes individuals who attempt to cope with anxiety by controlling others and displaying aggressive behavior. According to Horney, this corresponds to the “moving against people” orientation. Such individuals adopt a hostile and dominant approach to relationships, believing that power and control will protect them from feelings of vulnerability. Moving toward people involves dependency and seeking approval, while moving away from people involves withdrawal and detachment. Since the behavior described clearly reflects aggression and dominance, the correct answer is moving against people.

Final Answer: Against people

Answer: (B)



Q13.

Solution

Concept: Factor analysis is a statistical method used to identify underlying dimensions or traits in personality data. Raymond Cattell applied this technique to develop the 16 Personality Factor (16 PF) Questionnaire, which measures 16 primary source traits. These traits represent fundamental aspects of personality and provide a comprehensive description of individual differences based on empirical data.

Solution: The question asks which self-report inventory uses factor analysis to identify 16 primary traits. The 16 PF Questionnaire, developed by Raymond Cattell, is specifically designed for this purpose. It uses factor analysis to reduce a large number of personality variables into 16 core dimensions. Other inventories like the MMPI focus on clinical diagnosis, the EPQ measures broader dimensions such as extraversion, and the NEO-PI-R assesses the Big Five traits. Therefore, the inventory described in the question is the 16 PF Questionnaire.

Final Answer: 16 PF Questionnaire

Answer: (B)

Q14.

Solution

Concept: Carl Rogers, a humanistic psychologist, emphasized the importance of self-concept in personality development. He proposed that psychological well-being depends on the alignment between the real self (how a person perceives themselves) and the ideal self (how they wish to be). When these two are closely matched, the individual experiences congruence, leading to greater self-acceptance, authenticity, and mental health.

Solution: The question focuses on the overlap between the real self and the ideal self in Rogers' theory. When individuals perceive little difference between who they are and who they want to be, they experience a state of harmony and psychological well-being. This condition is known as congruence. In contrast, a mismatch between these selves leads to incongruence and psychological distress. Self-efficacy relates to belief in one's abilities, cognitive dissonance involves conflicting beliefs, and self-actualization refers to achieving one's potential. Since the question specifically asks about the overlap between real and ideal self, the correct answer is congruence.

Final Answer: Congruence

Answer: (B)



Q15.

Solution

Concept: In Lazarus's cognitive appraisal theory, stress depends on how an individual evaluates a situation. A 'threat' appraisal refers to the anticipation of potential future harm or loss, even if no damage has yet occurred. It differs from 'harm/loss' (damage already done) and 'challenge' (opportunity for growth). This appraisal influences emotional and physiological responses and determines the coping strategies an individual is likely to adopt in stressful situations.

Solution: The concept of threat appraisal specifically involves anticipating possible negative outcomes that may occur in the future. It is forward-looking and involves worry or concern about what might happen. This distinguishes it from harm/loss appraisal, which focuses on damage already experienced, and challenge appraisal, which involves confidence in managing the situation. The option describing physiological arousal relates more to bodily responses rather than cognitive evaluation. Therefore, when a person perceives a situation as a threat, they are essentially anticipating future harm or danger, making option (A) the correct choice.

Final Answer: The anticipation of future harm or loss

Answer: (A)

Q16.

Solution

Concept: The General Adaptation Syndrome (GAS), proposed by Hans Selye, consists of three stages: alarm, resistance, and exhaustion. During the resistance stage, the body attempts to cope with the stressor after the initial shock. Physiological arousal decreases from the peak of the alarm stage but remains above normal. The body stays alert while trying to conserve energy, maintaining a balance between sympathetic and parasympathetic activity.

Solution: In the resistance stage, the body is no longer in the heightened state of emergency seen in the alarm stage. Instead, it attempts to adapt to the stressor by stabilizing physiological responses. The sympathetic nervous system activity decreases from its peak but does not return to baseline, allowing the body to remain prepared. The parasympathetic system also works to conserve energy and maintain balance. The system is neither shut down nor replaced entirely by rest-and-digest responses. Therefore, the correct description is that sympathetic activity is lower than during the alarm stage while the body remains on alert.

Final Answer: Lower than alarm stage due to energy conservation

Answer: (B)



Q17.

Solution

Concept: Coping strategies are methods individuals use to manage stress. Avoidance-oriented coping involves ignoring or avoiding the stressor rather than confronting it directly. While it may provide temporary relief, it often prevents effective problem resolution. In contrast, problem-focused coping aims to address the cause of stress, and cognitive restructuring involves changing one's thoughts about the stressor.

Solution: The student described in the question is dealing with exam stress by watching movies instead of studying or addressing the source of stress. This behavior clearly indicates avoidance, as the individual is not attempting to solve the problem or reduce its cause. Problem-focused coping would involve studying or planning, while task-oriented coping involves actively managing tasks. Cognitive restructuring would involve changing negative thoughts about exams. Since the student is avoiding the stressor entirely, the most appropriate classification is avoidance-oriented coping.

Final Answer: Avoidance-oriented coping

Answer: (B)

Q18.

Solution

Concept: Type A personality is characterized by competitiveness, impatience, hostility, and a constant sense of urgency. Individuals with this personality type are often highly driven but are also more prone to stress-related health problems, particularly cardiovascular diseases. In contrast, Type B individuals are more relaxed, patient, and less competitive, making them less vulnerable to such health risks.

Solution: The traits described in the question—hostility, impatience, and time urgency—are hallmark characteristics of Type A personality. Research has consistently shown that individuals with this personality pattern are at a higher risk for heart disease due to chronic stress and heightened physiological arousal. Type B personalities, in contrast, are more relaxed and less prone to stress. Type C and Type D personalities relate to other emotional patterns but are not defined by the specific traits mentioned. Therefore, the correct answer is Type A personality.

Final Answer: Type A Personality

Answer: (A)



Q19.

Solution

Concept: Life events as sources of stress are commonly measured using the Social Readjustment Rating Scale (SRRS), developed by Holmes and Rahe. This scale assigns numerical values to various life events based on their stress impact. It helps estimate the likelihood of stress-related illness by quantifying the cumulative effect of significant life changes.

Solution: The question refers to a scale used to measure stress caused by major life events such as death or job change. The Social Readjustment Rating Scale, developed by Holmes and Rahe, is specifically designed for this purpose. It assigns stress scores to different life events, allowing researchers and clinicians to assess the cumulative stress load on an individual. Hans Selye focused on physiological stress responses, Lazarus on cognitive appraisal, and Bandura on social learning. Therefore, the correct answer is Holmes and Rahe.

Final Answer:

Answer: (B)

Q20.

Solution

Concept: Delusions are false beliefs that are firmly held despite evidence to the contrary. A delusion of reference occurs when an individual believes that unrelated events or external stimuli are specifically directed at them. This is commonly seen in certain psychological disorders, where neutral events are misinterpreted as having personal significance.

Solution: In the given scenario, the patient believes that a news anchor is sending secret messages specifically meant for them. This reflects a misinterpretation of neutral external information as personally significant. Such beliefs are characteristic of delusions of reference. Delusions of grandeur involve exaggerated self-importance, while delusions of persecution involve beliefs of being targeted or harmed. Hallucinations involve sensory experiences without external stimuli. Since the belief here involves assigning personal meaning to unrelated events, it is best classified as a delusion of reference.

Final Answer:

Answer: (B)



Q21.

Solution

Concept: Conversion disorder, also known as functional neurological symptom disorder, involves the presence of neurological symptoms without a medical cause. A notable feature is 'La Belle Indifférence,' where the patient shows an unusual lack of concern about their symptoms. This emotional detachment is considered a psychological defense mechanism that reduces anxiety associated with the condition.

Solution: The question describes a patient who shows little concern about a serious physical symptom, which is unusual under normal circumstances. This lack of emotional response is a defining feature of La Belle Indifférence. It is commonly observed in conversion disorder, where psychological distress is converted into physical symptoms. Other options such as anhedonia refer to loss of pleasure, catatonia involves motor disturbances, and dissociative fugue involves memory loss and travel. Since the key feature is indifference toward disability, the correct answer is La Belle Indifférence.

Final Answer: La Belle Indifférence

Answer: (B)

Q22.

Solution

Concept: According to DSM-5, Generalized Anxiety Disorder (GAD) is characterized by excessive and persistent worry about various aspects of life. A key diagnostic criterion is the duration of symptoms, which must last for at least six months. This prolonged duration helps distinguish GAD from short-term or situational anxiety. The worry is difficult to control and is often accompanied by symptoms such as restlessness, fatigue, irritability, and difficulty concentrating.

Solution: The question focuses on the minimum duration required for diagnosing Generalized Anxiety Disorder under DSM-5 criteria. While anxiety can occur temporarily in response to stress, GAD is identified by its chronic and persistent nature. The DSM-5 clearly specifies that the excessive anxiety and worry must be present for at least six months to qualify for diagnosis. Shorter durations such as one or three months may indicate temporary stress or other anxiety-related conditions but do not meet the threshold for GAD. A duration of one year exceeds the requirement but is not the minimum criterion. Therefore, the correct answer is six months.

Final Answer: 6 months

Answer: (C)



Q23.

Solution

Concept: Cyclothymic Disorder is a mood disorder characterized by chronic fluctuations between hypomanic symptoms and mild depressive symptoms. These symptoms are less severe than those seen in Bipolar I or II disorders and do not meet the full criteria for manic, hypomanic, or major depressive episodes. However, the condition is persistent and can significantly affect functioning over time.

Solution: The question describes a disorder involving hypomania and mild depressive periods without full manic or major depressive episodes. This pattern aligns with Cyclothymic Disorder, which is considered a milder but chronic form of bipolar-related disorders. Bipolar I involves full manic episodes, while Bipolar II includes hypomania along with major depressive episodes. Dysthymic Disorder (Persistent Depressive Disorder) involves chronic depression without hypomania. Since the symptoms described are fluctuating but subclinical in severity, the correct diagnosis is Cyclothymic Disorder.

Final Answer: Cyclothymic Disorder

Answer: (C)

Q24.

Solution

Concept: Social Anxiety Disorder, also known as social phobia, involves an intense and persistent fear of social situations where an individual may be judged, embarrassed, or scrutinized by others. This fear often leads to avoidance of social interactions and significant distress. It is different from general shyness as it interferes with daily functioning and relationships.

Solution: The scenario describes a person who experiences an irrational fear of being judged or embarrassed in public social situations. This is a hallmark feature of Social Anxiety Disorder. Agoraphobia involves fear of places where escape might be difficult, while specific phobia is limited to particular objects or situations. Panic disorder involves recurrent panic attacks rather than social fear. Since the fear is specifically related to social evaluation and embarrassment, the correct diagnosis is Social Anxiety Disorder.

Final Answer: Social Anxiety Disorder

Answer: (B)



Q25.

Solution

Concept: In Obsessive-Compulsive Disorder (OCD), obsessions are intrusive and distressing thoughts, while compulsions are repetitive behaviors performed to reduce the anxiety caused by these obsessions. Compulsions do not provide genuine pleasure but serve as a temporary relief mechanism, reinforcing the cycle of OCD through negative reinforcement.

Solution: The question asks about the function of compulsions in OCD. Individuals with OCD perform repetitive behaviors, such as checking or cleaning, not because they enjoy them but to reduce the distress caused by intrusive thoughts (obsessions). These behaviors temporarily neutralize anxiety, making them negatively reinforcing. Compulsions do not improve memory, provide pleasure, or replace social needs. Instead, they are directly linked to managing the discomfort caused by obsessions. Therefore, the correct answer is that compulsions function to reduce or neutralize anxiety caused by obsessions.

Final Answer: Neutralize or reduce the anxiety caused by an 'Obsession'

Answer: (B)

Q26.

Solution

Concept: Autism Spectrum Disorder (ASD) is a neurodevelopmental condition characterized by persistent deficits in social communication and interaction, along with restricted and repetitive patterns of behavior, interests, or activities. Symptoms typically appear in early childhood and vary in severity. ASD affects language development, social reciprocity, and flexibility in behavior.

Solution: The question describes a disorder involving difficulties in social communication along with repetitive behaviors. These are the core diagnostic features of Autism Spectrum Disorder. ADHD primarily involves attention and hyperactivity issues, while conduct disorder is associated with antisocial behavior. Intellectual disability involves limitations in intellectual functioning and adaptive behavior but does not specifically include repetitive behaviors. Since the defining features in the question align with ASD, the correct answer is Autism Spectrum Disorder.

Final Answer: Autism Spectrum Disorder

Answer: (C)



Q27.

Solution

Concept: Dissociative Fugue is a subtype of dissociative disorders characterized by sudden, unexpected travel away from home and an inability to recall one's past. Individuals may assume a new identity and appear normal to others. It is often triggered by extreme stress or trauma and involves a disruption in memory and identity.

Solution: The scenario describes a person who leaves home, adopts a new identity, and has no memory of their previous life. This combination of memory loss and identity change is characteristic of Dissociative Fugue. Dissociative amnesia involves memory loss without travel, while dissociative identity disorder involves multiple identities. Depersonalization involves feeling detached from oneself. Since the key features here are travel and identity change along with amnesia, the correct diagnosis is Dissociative Fugue.

Final Answer: Dissociative Fugue

Answer: (B)

Q28.

Solution

Concept: In schizophrenia, symptoms are classified as positive or negative. Positive symptoms refer to the presence of abnormal experiences or behaviors, such as hallucinations and delusions, which are added to normal functioning. Negative symptoms involve the absence or reduction of normal behaviors, such as lack of emotion or motivation.

Solution: The question asks why hallucinations and delusions are termed "positive" symptoms. These symptoms are not considered positive in a beneficial sense but rather indicate an addition or excess of abnormal experiences beyond normal functioning. Hallucinations involve perceiving stimuli that are not present, while delusions are false beliefs held despite evidence. These are added features rather than deficits. Negative symptoms, in contrast, involve the loss of normal functions. Therefore, the correct explanation is that positive symptoms represent an excess or addition to normal behavior.

Final Answer: Represent an excess or addition to normal functioning

Answer: (B)



Q29.

Solution

Concept: Bulimia Nervosa is an eating disorder characterized by recurrent episodes of binge eating followed by compensatory behaviors such as self-induced vomiting, fasting, or excessive exercise. Individuals often feel a lack of control during binge episodes and attempt to prevent weight gain through unhealthy methods. Unlike anorexia nervosa, body weight may remain within a normal range, making it less visibly detectable but equally harmful.

Solution: The question describes a cycle involving binge eating followed by compensatory behaviors like vomiting or excessive exercise. This pattern is the defining feature of Bulimia Nervosa. Anorexia Nervosa primarily involves severe restriction of food intake and significantly low body weight. Binge Eating Disorder includes binge episodes without compensatory behaviors. Pica involves eating non-nutritive substances. Since the key elements in the question are both binge eating and compensatory actions, the correct diagnosis is Bulimia Nervosa.

Final Answer: Bulimia Nervosa

Answer: (B)

Q30.

Solution

Concept: Reciprocal inhibition is a behavioral therapy principle where two incompatible responses cannot occur simultaneously. In systematic desensitization, anxiety is gradually replaced with relaxation by exposing the client to feared stimuli while they are in a relaxed state. This weakens the anxiety response and builds a new association between the stimulus and calmness instead of fear.

Solution: The technique described involves imagining fearful situations while simultaneously practicing deep muscle relaxation. This directly reflects the principle of reciprocal inhibition, where relaxation inhibits the anxiety response. Flooding involves immediate exposure to intense fear without gradual steps. Aversive conditioning pairs unwanted behavior with unpleasant stimuli, while cognitive restructuring involves changing thought patterns. Since the method specifically replaces anxiety with relaxation through gradual exposure, it is best described as reciprocal inhibition.

Final Answer: Reciprocal Inhibition

Answer: (B)



Q31.

Solution

Concept: Aaron Beck's Cognitive Theory of Depression proposes the cognitive triad, which includes negative views about the self, the world, and the future. These maladaptive thought patterns contribute to depressive symptoms by reinforcing pessimistic beliefs and interpretations of experiences. The triad reflects how individuals perceive themselves as inadequate, the world as hostile, and the future as hopeless.

Solution: The question asks for the third component of Beck's cognitive triad along with negative views of the self and the future. According to the theory, the triad consists of negative perceptions of the self, the world (or environment), and the future. The past and biological factors are not part of this triad, and significant others are included within the broader concept of the environment. Therefore, the correct answer is the world/environment, which completes the triad.

Final Answer: The world/environment

Answer: (C)

Q32.

Solution

Concept: Existential therapy focuses on human existence, freedom, responsibility, and the search for meaning. Psychological distress arises when individuals struggle with existential concerns such as isolation, lack of purpose, and the inevitability of death. It emphasizes personal responsibility and the need to create meaning in life despite inherent uncertainties and loneliness.

Solution: The question highlights psychological distress arising from deeper existential concerns rather than biological or behavioral causes. Existential therapy suggests that distress results from an inability to find meaning and cope with the realities of existence, including loneliness and responsibility. Other options relate to behavioral learning, psychoanalytic conflicts, or biological imbalances. Since the existential perspective centers on meaninglessness and isolation as core sources of distress, the correct answer is the inability to find meaning in life and the loneliness of the human condition.

Final Answer: The inability to find meaning in life and the loneliness of the human condition

Answer: (B)



Q33.

Solution

Concept: Rational Emotive Behavior Therapy (REBT), developed by Albert Ellis, uses the ABC model to explain emotional disturbances. In this model, A represents the activating event, B represents beliefs about the event, and C represents emotional and behavioral consequences. Irrational beliefs, often expressed as “musts” and “shoulds,” are central to emotional distress and are targeted during therapy.

Solution: The question asks where “musts” and “shoulds” fit within the ABC model of REBT. These rigid and irrational demands are part of the belief system (B), which interprets the activating event. It is not the event itself (A) or the resulting emotional consequence (C). The disputing process (D) comes later in therapy to challenge these beliefs. Since these irrational demands originate in the belief system, the correct answer is B.

Final Answer: B - Belief System

Answer: (B)

Q34.

Solution

Concept: Vicarious learning, based on Bandura’s social learning theory, occurs when individuals learn behaviors by observing others. In therapy, modeling is used to demonstrate appropriate responses, especially in treating phobias. Observing a model successfully interact with a feared object can reduce anxiety and encourage the client to imitate the behavior.

Solution: The question asks for an example of vicarious learning, which involves learning through observation rather than direct experience. Observing a model interact fearlessly with a phobic object fits this definition, as the client learns by watching another person’s behavior. Token economy involves reinforcement, aversive conditioning uses punishment, and flooding involves direct exposure. Since the learning occurs through observation and imitation, the correct answer is the client observing a model interact fearlessly with a phobic object.

Final Answer: A client observing a model interact fearlessly with a phobic object

Answer: (C)



Q35.

Solution

Concept: In client-centered therapy, Carl Rogers emphasized congruence as one of the core conditions for effective therapy. Congruence refers to the therapist being genuine, authentic, and transparent in their interactions. It means that the therapist's internal feelings are consistent with their outward expressions, creating a trusting and honest therapeutic relationship.

Solution: The question asks about the meaning of congruence in client-centered therapy. Congruence involves authenticity and genuineness, where the therapist does not present a false facade but communicates honestly. This differs from empathy, which involves understanding the client's feelings, and unconditional positive regard, which involves non-judgmental acceptance. Interpretation of resistance is associated with psychoanalytic approaches. Since congruence specifically refers to alignment between internal experience and external expression, the correct answer is being genuine and consistent in feelings and behavior.

Final Answer: Being genuine and consistent inside and out

Answer: (C)

Q36.

Solution

Concept: Rational Emotive Behavior Therapy (REBT), developed by Albert Ellis, is a directive form of cognitive-behavioral therapy that actively challenges irrational beliefs. Unlike non-directive approaches, REBT therapists confront clients' faulty thinking patterns in a direct, logical, and sometimes blunt manner. The goal is to replace irrational "musts" and "shoulds" with more rational and flexible beliefs to reduce emotional distress.

Solution: The question asks which therapy involves direct and sometimes blunt confrontation of irrational beliefs. Humanistic therapy is non-directive and focuses on empathy, while Logotherapy emphasizes meaning in life. Beck's Cognitive Therapy is more collaborative and less confrontational compared to REBT. In contrast, REBT therapists actively dispute irrational beliefs using logical arguments and direct questioning. This confrontational style is a hallmark of Ellis's approach. Therefore, the correct answer is REBT.

Final Answer: REBT (Ellis)

Answer: (C)



Q37.

Solution

Concept: The Elaboration Likelihood Model (ELM) explains persuasion through two routes: central and peripheral. The central route involves careful evaluation of arguments and requires high elaboration, while the peripheral route relies on superficial cues such as attractiveness, credibility, or prestige, requiring low elaboration. The route taken depends on the individual's motivation and ability to process detailed information.

Solution: In the given scenario, the advertisement emphasizes the brand's prestige and the celebrity status of the ambassador rather than providing detailed technical information about the watch. These are peripheral cues, not strong logical arguments. Consumers are therefore not required to deeply analyze the message, indicating low elaboration. According to ELM, this type of persuasion occurs through the peripheral route, where decisions are influenced by surface-level factors rather than thoughtful consideration. Option B correctly identifies both the route and level of elaboration. Other options are incorrect because the central route would require focus on technical specifications and deeper cognitive processing.

Final Answer: Peripheral route; Low elaboration

Answer: (B)

Q38.

Solution

Concept: The Elaboration Likelihood Model (ELM) explains two routes of persuasion: central and peripheral. The central route involves careful and thoughtful consideration of arguments and requires high motivation and cognitive ability. The peripheral route relies on superficial cues like attractiveness or repetition. Central route persuasion leads to more enduring attitude change compared to the peripheral route.

Solution: The question asks when central route persuasion is most likely to occur. This happens when individuals are motivated and capable of processing the message deeply. Distraction or lack of time reduces cognitive processing, leading to peripheral route persuasion. Similarly, reliance on attractiveness or jingles indicates peripheral cues. Therefore, when a person is both motivated and cognitively able to analyze the message, central route persuasion is most effective. Hence, the correct answer is option (C).

Final Answer: They are highly motivated and have the cognitive capacity to process the message

Answer: (C)



Q39.

Solution

Concept: Heider's P-O-X model of cognitive balance explains how individuals seek consistency in their relationships and attitudes. A balanced state occurs when the product of relationships (positive or negative) is positive. If a person likes someone, they tend to agree with their likes and dislikes to maintain harmony. Imbalance creates psychological discomfort, motivating changes in attitudes to restore balance.

Solution: In the given scenario, person P likes person O, and O dislikes object X. For balance, P should also dislike X so that the relationships remain consistent. If P liked X, it would create imbalance because P and O would disagree. Neutrality does not restore balance effectively. Therefore, the only way to achieve balance is for P to align with O's attitude toward X. Hence, the correct answer is that P dislikes X.

Final Answer: P dislikes X

Answer: (C)

Q40.

Solution

Concept: Social facilitation theory states that the presence of others can enhance performance on simple or well-learned tasks but impair performance on complex or unfamiliar tasks. This impairment is known as social inhibition. It occurs because the presence of others increases arousal, which interferes with concentration and performance on difficult tasks.

Solution: The question describes decreased performance on a complex or new task in the presence of others. While social facilitation improves performance on easy tasks, the opposite effect occurs for difficult tasks, known as social inhibition. Social loafing refers to reduced effort in group settings, and groupthink involves conformity in decision-making. Since the key feature here is impaired performance due to audience presence, the correct answer is social inhibition.

Final Answer: Social Inhibition

Answer: (C)



Q41.

Solution

Concept: Attitudes consist of three components: cognitive, affective, and behavioral. The cognitive component involves beliefs or thoughts about an object or group, often expressed as stereotypes. The affective component involves emotions (prejudice), while the behavioral component involves actions (discrimination). Understanding these components helps explain how attitudes influence behavior toward social groups.

Solution: The question asks for the cognitive component of a negative attitude. Cognitive aspects refer to beliefs or ideas, which are represented by stereotypes. Prejudice refers to emotional responses, while discrimination refers to behavior. Aggression is an action rather than a belief. Since the cognitive component specifically involves beliefs about a group, the correct answer is stereotype.

Final Answer:

Answer: (C)

Q42.

Solution

Concept: The self-fulfilling prophecy is a social psychological phenomenon where expectations about a person or situation influence behavior in a way that causes those expectations to become true. It operates through subtle cues, differential treatment, and reinforcement, leading individuals to act in accordance with others' beliefs. This process highlights how perceptions can shape reality through interpersonal interactions and behavioral feedback loops.

Solution: The question asks for the definition of a self-fulfilling prophecy. This concept involves expectations influencing behavior in such a way that the expected outcome actually occurs. For example, if a teacher believes a student is highly capable, they may provide more encouragement, leading the student to perform better, thus confirming the expectation. Other options describe different psychological concepts such as cognitive dissonance, just-world hypothesis, and false consensus effect. Since the correct definition involves expectations leading to confirming behaviors, option (B) is correct.

Final Answer:

Answer: (B)



Q43.

Solution

Concept: In persuasion, the credibility of the source plays a crucial role, especially when dealing with complex or technical issues. Expertise refers to the communicator's knowledge and competence, while trustworthiness reflects their honesty. When the audience perceives the source as credible, they are more likely to accept and internalize the message, particularly when deep processing is required.

Solution: The question focuses on which characteristic of a communicator is most effective for influencing attitudes about complex technical topics. In such cases, audiences rely on the source's expertise and credibility because they may lack the knowledge to evaluate the information independently. While attractiveness and popularity can influence superficial judgments, they are less effective for detailed or technical persuasion. Similarity can help rapport but does not replace expertise. Therefore, the most effective characteristic is expertise/credibility.

Final Answer: Expertise/Credibility

Answer: (C)

Q44.

Solution

Concept: The halo effect is a cognitive bias in which the perception of one positive trait leads to the assumption of other positive traits in a person. This bias simplifies social judgments but can lead to inaccurate evaluations. For example, someone perceived as attractive may also be assumed to be intelligent or kind without sufficient evidence.

Solution: The question asks for the definition of the halo effect. This phenomenon occurs when one favorable characteristic influences overall judgment about a person, leading to generalized positive assumptions. Other options refer to different biases such as the just-world belief or attribution patterns. Since the halo effect specifically involves extending one positive trait to multiple others, the correct answer is option (A).

Final Answer: One positive trait leads us to assume others

Answer: (A)



Q45.

Solution

Concept: Bruce Tuckman proposed stages of group development: forming, storming, norming, and performing. The norming stage is characterized by the development of group cohesion, establishment of norms, and improved cooperation. Members begin to resolve conflicts, accept roles, and work more harmoniously toward common goals, creating a stable and supportive group environment.

Solution: The question asks about the characteristics of the norming stage. During this phase, conflicts from the storming stage are resolved, and group members develop shared expectations and rules. Cooperation increases, and the group becomes more cohesive. The forming stage involves initial orientation, storming involves conflict, and performing involves high productivity. Therefore, the correct answer is the development of group cohesion and established rules of behavior.

Final Answer: Development of group cohesion and established rules of behavior

Answer: (C)

Q46.

Solution

Concept: Deindividuation refers to a psychological state in which individuals lose self-awareness and a sense of personal responsibility, often in group settings. It is driven by anonymity and diffusion of responsibility, leading to impulsive and sometimes antisocial behavior. Reduced accountability weakens adherence to personal norms and increases susceptibility to group influence.

Solution: The question asks what primarily drives deindividuation in crowds. When individuals feel anonymous and believe responsibility is shared among many people, they are less likely to regulate their behavior. This can lead to actions that they might not perform individually. High self-awareness and strong moral codes would reduce such behavior, not cause it. Therefore, the correct answer is anonymity and a sense of diffused responsibility.

Final Answer: Anonymity and a sense of diffused responsibility

Answer: (B)



Q47.

Solution

Concept: Social influence includes conformity, compliance, and obedience. Obedience refers to behavior change in response to direct orders from an authority figure. It differs from conformity, which involves adjusting behavior to match group norms, and compliance, which involves responding to requests rather than commands.

Solution: The question specifies behavior change due to a direct order from an authority figure. This clearly defines obedience, as demonstrated in classic experiments like Milgram's. Conformity involves group pressure, compliance involves requests, and identification involves adopting behaviors to maintain relationships. Since the defining feature here is authority-based instruction, the correct answer is obedience.

Final Answer: Obedience

Answer: (C)

Q48.

Solution

Concept: An aggregate refers to a collection of individuals who happen to be at the same place at the same time but do not share a structured relationship or common goal. Unlike groups, aggregates lack interaction, shared identity, and organized roles, making them temporary and loosely connected.

Solution: The question describes people waiting at a bus stop. These individuals are physically together but do not necessarily interact or share a common purpose beyond coincidence. This fits the definition of an aggregate rather than a structured group. Primary and secondary groups involve relationships and interaction, while reference groups influence attitudes. Since the individuals are simply co-present without meaningful interaction, the correct answer is aggregate.

Final Answer: Aggregate

Answer: (C)



Q49.

Solution

Concept: Muzafer Sherif's Robbers Cave Experiment demonstrated how intergroup conflict arises and how it can be reduced. The study showed that mere contact or competition increases hostility, while cooperation toward shared goals reduces conflict. These shared goals, known as superordinate goals, require members of opposing groups to work together, thereby fostering unity, reducing prejudice, and promoting positive interdependence between groups.

Solution: The question asks how in-group and out-group conflict can be reduced according to Sherif's findings. In the experiment, boys were divided into groups and initially developed hostility through competition. Attempts to reduce conflict through simple interaction or communication were ineffective. However, when the groups were given superordinate goals—tasks that neither group could achieve alone, such as fixing a water supply—they were forced to cooperate. This cooperation gradually reduced hostility and built positive relationships. Competitive sports and rewards often increase rivalry rather than reduce it. Therefore, the most effective method identified in the experiment is the introduction of superordinate goals requiring cooperation.

Final Answer: Superordinate goals requiring cooperation

Answer: (B)

Q50.

Solution

Concept: Social loafing refers to the tendency of individuals to exert less effort when working in a group compared to when working alone. This occurs due to diffusion of responsibility and reduced accountability. One of the most effective ways to reduce social loafing is to increase individual accountability by making each member's contribution identifiable and subject to evaluation.

Solution: The question asks which factor reduces social loafing. When individual efforts are identifiable and evaluated, group members feel personally responsible for their performance, which increases motivation and effort. Increasing group size or anonymity reduces accountability and thus increases loafing. Lowering task importance also reduces motivation. Therefore, ensuring that each individual's contribution is visible and can be assessed is the most effective way to minimize social loafing. Hence, the correct answer is making individual contributions identifiable and evaluable.

Final Answer: Making individual contributions identifiable and evaluable

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

