

CUET-UG Psychology Sample Paper-16

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 psychologist is evaluating a creative writer who is able to generate multiple, unique plot lines for a single prompt. According to J.P. Guilford's Structure of Intellect model, the "mental process" involved in generating these multiple solutions and the "nature of information" being processed (the plot lines) would be categorized respectively under which specific Operation and Content?

- (A) Operation: Convergent Production; Content: Symbolic.
- (B) Operation: Divergent Production; Content: Semantic.
- (C) Operation: Cognition; Content: Behavioral.
- (D) Operation: Memory; Content: Figural.

Q2. In the PASS model of intelligence, which functional unit is primarily responsible for the "Executive Functions" such as setting goals, monitoring progress, and shifting strategies when a solution is not working?

- (A) The First Functional Unit (Arousal).
- (B) The Second Functional Unit (Coding).
- (C) The Third Functional Unit (Planning).
- (D) The Fourth Functional Unit (Successive).

Q3. Sternberg's 'Experiential Intelligence' (Creative Intelligence) is best demonstrated by which of the following scenarios?

- (A) Scoring in the top 1% on a standardized SAT math section.



- (B) Using past experiences to find a novel solution to a broken down engine in a remote area.
- (C) Successfully negotiating a business deal in a foreign cultural environment.
- (D) Organizing a complex schedule for a large corporate event.

Q4. Which of the following is a key criticism of 'Psychometric' approaches to intelligence?

- (A) They focus too much on the process of thinking rather than the structure.
- (B) They treat intelligence as a single or set of static "products" rather than dynamic processes.
- (C) They emphasize emotional and social intelligence over cognitive ability.
- (D) They are too focused on how information is transformed in the brain.

Q5. According to Arthur Jensen's model, a child who can repeat a phone number immediately after hearing it is utilizing _____, whereas a child who can explain the meaning of a proverb is utilizing _____.

- (A) Level II; Level I.
- (B) Successive Processing; Simultaneous Processing.
- (C) Level I; Level II.
- (D) Contextual Intelligence; Componential Intelligence.

Q6. Which of the following describes a "Culture-Fair" test?

- (A) A test that uses only verbal instructions in the subject's native language.
- (B) A test that utilizes non-verbal stimuli like patterns and shapes to minimize the influence of formal schooling.
- (C) A test that is translated into multiple languages.
- (D) A test that measures social skills and interpersonal empathy.

Q7. In the 'Indian Perspective' of personality, which 'Kosh' (layer) of the self is associated with mental and emotional functions, including thoughts and feelings?



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

Q8. According to Freud, a person who is extremely stingy, orderly, and stubborn might have experienced 'Fixation' during which psychosexual stage?

- (A) Oral Stage.
- (B) Anal Stage.
- (C) Phallic Stage.
- (D) Latency Stage.

Q9. Which of the following is a 'Direct' method of personality assessment that involves asking a subject to report their own feelings and behaviors on a standardized scale?

- (A) Rorschach Inkblot Test.
- (B) Behavioral Observation.
- (C) Self-report Inventories (e.g., 16PF).
- (D) Thematic Apperception Test.

Q10. In the Big Five (OCEAN) model, a person who is very curious, creative, and enjoys trying new ethnic cuisines would score high on:

- (A) Conscientiousness.
- (B) Extraversion.
- (C) Openness to Experience.
- (D) Agreeableness.

Q11. Carl Jung's concept of 'Archetypes' refers to:

- (A) Personal memories that have been repressed into the unconscious.



- (B) Inherited, universal mental images and patterns found in the collective unconscious.
- (C) Defense mechanisms used by the Ego to reduce anxiety.
- (D) The "musts" and "shoulds" imposed by society.

Q12. Karen Horney disagreed with Freud's 'Penis Envy' and instead proposed that men often experience _____, due to their inability to bear children.

- (A) Womb Envy.
- (B) Castration Anxiety.
- (C) Superiority Striving.
- (D) Basic Anxiety.

Q13. Which projective test uses the 'Rosenzweig Picture-Frustration Study' format to measure how an individual handles aggression?

- (A) Looking at ambiguous inkblots.
- (B) Interpreting cartoons depicting a frustrating situation.
- (C) Completing unfinished sentences.
- (D) Telling a story about a person standing in a dark room.

Q14. If a person says "I failed the interview because the interviewer was biased," while they actually didn't prepare at all, they are using which defense mechanism?

- (A) Projection.
- (B) Displacement.
- (C) Rationalization.
- (D) Reaction Formation.

Q15. In Lazarus's 'Transactional Model', 'Secondary Appraisal' involves an individual's assessment of:

- (A) Whether the event is a threat, a challenge, or a harm.
- (B) Their coping resources and options to handle the stressor.



- (C) The intensity of the initial alarm reaction.
- (D) The impact of the stressor on their social status.

Q16. The 'General Adaptation Syndrome' (GAS) suggests that if a stressor continues for an extended period, the body's resources become depleted, leading to the stage of:

- (A) Alarm.
- (B) Resistance.
- (C) Exhaustion.
- (D) Appraisal.

Q17. Which of the following is an 'External' source of stress related to environmental factors?

- (A) Frustration due to blocked goals.
- (B) Internal pressure to perform well in exams.
- (C) Crowding and noise pollution in a metropolitan city.
- (D) Conflicting desires between two career paths.

Q18. A person who tackles a stressful situation by breaking it down into manageable steps and creating a study schedule is using _____ coping.

- (A) Emotion-focused.
- (B) Problem-focused.
- (C) Avoidance-oriented.
- (D) Defense-oriented.

Q19. The study of how the immune system is affected by psychological factors like stress is known as:

- (A) Psychosomatics.
- (B) Psychoneuroimmunology.
- (C) Cognitive Neuroscience.



(D) Behavioral Medicine.

Q20. A patient believes that their thoughts are being "broadcasted" so that everyone else can hear them. This specific delusion is known as:

(A) Delusion of Persecution.

(B) Delusion of Grandeur.

(C) Thought Broadcasting.

(D) Somatic Delusion.

Q21. What is the primary difference between 'Panic Disorder' and 'Generalized Anxiety Disorder' (GAD)?

(A) GAD involves sudden attacks, while Panic involves constant worry.

(B) Panic Disorder involves sudden, intense episodes of terror, while GAD involves persistent, "free-floating" anxiety.

(C) GAD is a phobia, whereas Panic is not.

(D) Panic is caused by trauma, while GAD is genetic.

Q22. In Schizophrenia, 'Negative Symptoms' refer to:

(A) Violent outbursts and aggression.

(B) Hallucinations and delusions.

(C) The absence or reduction of normal functions (e.g., alogia, avolition).

(D) Disorganized speech and behavior.

Q23. A person who experiences a sudden loss of physical function (e.g., blindness or paralysis) with no neurological cause, often after a stressful event, is diagnosed with:

(A) Somatic Symptom Disorder.

(B) Conversion Disorder.

(C) Illness Anxiety Disorder.

(D) Dissociative Amnesia.



- Q24.** In 'Obsessive-Compulsive Disorder' (OCD), the 'Obsessions' are _____ whereas the 'Compulsions' are _____.
- (A) Behaviors; Thoughts.
(B) Fears; Delusions.
(C) Persistent, intrusive thoughts; Repetitive, ritualistic behaviors.
(D) Hallucinations; Mood swings.
- Q25.** Which disorder is characterized by a "split" or disconnection between a person's identity, memory, and consciousness?
- (A) Schizophrenia.
(B) Bipolar Disorder.
(C) Dissociative Disorder.
(D) Personality Disorder.
- Q26.** The 'Diathesis-Stress Model' posits that a disorder occurs when:
- (A) A person has only a biological predisposition.
(B) A person is under extreme stress regardless of genetics.
(C) A biological vulnerability (diathesis) is triggered by environmental stressors.
(D) The Ego is weaker than the Id.
- Q27.** A child who displays a persistent pattern of defiant, disobedient, and hostile behavior toward authority figures without violating major social norms is diagnosed with:
- (A) Conduct Disorder.
(B) Oppositional Defiant Disorder (ODD).
(C) ADHD.
(D) Autism Spectrum Disorder.
- Q28.** In 'Bipolar I Disorder', the individual must experience at least one _____ episode, which is often followed by a depressive episode.



- (A) Hypomanic.
- (B) Manic.
- (C) Catatonic.
- (D) Dissociative.

Q29. Which eating disorder is characterized by a distorted body image and self-starvation, leading to significantly low body weight?

- (A) Bulimia Nervosa.
- (B) Binge Eating Disorder.
- (C) Anorexia Nervosa.
- (D) Pica.

Q30. A therapist utilizes a technique where a client with an alcohol addiction is given a drug that induces severe nausea whenever alcohol is consumed. This method, which aims to create a negative conditioned response to a previously desired stimulus, is an example of:

- (A) Systematic Desensitization.
- (B) Aversive Conditioning.
- (C) Token Economy.
- (D) Negative Reinforcement.

Q31. In 'Cognitive Behavior Therapy' (CBT), the therapist and client work together to treat the client's beliefs as "hypotheses" that need to be tested against real-world evidence. This collaborative process is known as:

- (A) Empathetic Understanding.
- (B) Collaborative Empiricism.
- (C) Cognitive Restructuring.
- (D) Socratic Questioning.

Q32. According to the 'Existential' therapeutic framework, the "existential anxiety" that people feel is primarily a result of:



- (A) Repressed childhood traumas.
- (B) Confronting the "givens" of existence, such as death, freedom, and meaninglessness.
- (C) Chemical imbalances in the brain's neurotransmitter systems.
- (D) Maladaptive learning from a punishing environment.

Q33. In 'Rational Emotive Behavior Therapy' (REBT), the "D" in the A-B-C-D-E model stands for "Disputing." Which of the following best describes 'Functional Disputing'?

- (A) Asking the client for empirical evidence that their belief is true.
- (B) Questioning the logic behind the client's irrational "musts."
- (C) Asking the client how their current belief is helping them achieve their goals.
- (D) Providing the client with a more positive alternative thought.

Q34. Which therapeutic approach emphasizes the "Here and Now" and uses techniques like the 'Empty Chair' to help clients integrate their fragmented parts into a whole personality?

- (A) Client-Centered Therapy.
- (B) Gestalt Therapy.
- (C) Logotherapy.
- (D) Psychodynamic Therapy.

Q35. In Psychoanalysis, when a client starts relating to the therapist as if the therapist were their demanding father or overprotective mother, the process is called:

- (A) Resistance.
- (B) Counter-transference.
- (C) Transference.
- (D) Free Association.



- Q36.** A therapist rewards a hospitalized patient with "points" for maintaining hygiene and attending group sessions, which can later be exchanged for extra recreation time. This behavior modification system is known as:
- (A) Biofeedback.
 - (B) Shaping.
 - (C) Token Economy.
 - (D) Chaining.
- Q37.** According to the 'Elaboration Likelihood Model' (ELM), if a person is highly motivated to buy a laptop and carefully compares the RAM, processor speed, and battery life of different brands, they are using the:
- (A) Peripheral route to persuasion.
 - (B) Central route to persuasion.
 - (C) Heuristic route to persuasion.
 - (D) Affective route to persuasion.
- Q38.** The 'Fundamental Attribution Error' (FAE) is less likely to be observed in individuals from which type of culture?
- (A) Individualistic cultures (e.g., USA).
 - (B) Collectivistic cultures (e.g., India or Japan).
 - (C) Western European cultures.
 - (D) High-competition urban cultures.
- Q39.** In Heider's P-O-X model, a state of 'Imbalance' exists when the product of the three signs in the triad is:
- (A) Positive.
 - (B) Negative.
 - (C) Zero.
 - (D) Infinite.



- Q40.** A student believes they are poor at math. When they receive a high grade on a math test, they attribute it to "the test being too easy" rather than their own ability. This is an example of:
- (A) Self-Serving Bias.
 - (B) Cognitive Dissonance.
 - (C) Maintaining consistency with a pre-existing Schema.
 - (D) The Halo Effect.
- Q41.** The 'Bystander Effect' occurs largely due to 'Diffusion of Responsibility'. This means that as the number of witnesses to an emergency increases, the perceived responsibility of each individual:
- (A) Increases.
 - (B) Decreases.
 - (C) Stays the same.
 - (D) Becomes nonexistent.
- Q42.** Which of the following is an example of 'Cognitive Dissonance'?
- (A) A person who likes health food eating a salad.
 - (B) A person who knows smoking is deadly but continues to smoke and says "life is short anyway."
 - (C) A student studying hard because they want to become a doctor.
 - (D) A fan cheering for their favorite sports team.
- Q43.** When we form an impression of someone, the 'Primacy Effect' suggests that information received _____ has a stronger impact than information received _____.
- (A) Later; Earlier.
 - (B) Visually; Verbally.
 - (C) Earlier; Later.
 - (D) Frequently; Rarely.



- Q44.** A negative, often unjustified, attitude toward a group and its individual members is called _____, while the actual negative behavior toward them is called _____.
- (A) Stereotype; Prejudice.
 - (B) Prejudice; Discrimination.
 - (C) Discrimination; Stereotype.
 - (D) Bias; Scapegoating.
- Q45.** In 'Group Polarization', if a group of people who are slightly in favor of a particular policy discuss it together, their final collective opinion is likely to be:
- (A) More moderate and neutral.
 - (B) More extreme in favor of the policy.
 - (C) Completely reversed against the policy.
 - (D) Split into two conflicting subgroups.
- Q46.** According to Tuckman's stages of group development, the stage where the group structure is functional and accepted, and the group's energy has moved from getting to know each other to accomplishing the task, is:
- (A) Norming.
 - (B) Performing.
 - (C) Storming.
 - (D) Adjourning.
- Q47.** Which of the following is NOT a symptom of 'Groupthink' as described by Irving Janis?
- (A) Illusion of invulnerability.
 - (B) Encouragement of dissenting opinions.
 - (C) Self-censorship of doubts.
 - (D) Direct pressure on dissenters.



- Q48.** The 'Social Loafing' effect is most likely to be reduced when:
- (A) The group size is very large.
 - (B) The task is boring and unimportant.
 - (C) The contributions of each individual are identifiable.
 - (D) The group members do not know each other.
- Q49.** A 'Secondary Group' is characterized by:
- (A) Intense emotional ties and face-to-face interaction.
 - (B) Formal, impersonal relationships aimed at achieving a specific goal.
 - (C) Relationships that are an end in themselves.
 - (D) Small size and lifelong membership.
- Q50.** The process through which an individual's behavior is influenced by the real or imagined presence of others is called:
- (A) Social Cognition.
 - (B) Social Influence.
 - (C) Social Identity.
 - (D) Social Facilitation.



Detailed Solutions

Q1.

Solution

Concept: J.P. Guilford's Structure of Intellect model classifies intelligence across Operations, Contents, and Products. "Divergent Production" refers to generating multiple, varied responses to a problem, which is central to creativity. "Semantic Content" involves meaningful verbal information such as ideas, concepts, and language-based material like stories or plot lines.

Solution: The creative writer generates multiple unique plot lines for a single prompt, which clearly reflects the ability to think in varied and flexible ways. This aligns with *Divergent Production*, an operation involving creativity and idea generation. The nature of information here—plot lines—is meaningful and language-based, which falls under *Semantic Content*. Convergent production would involve finding one correct answer, which is not the case. Cognition relates to understanding, and memory refers to recall, neither of which fits the scenario. Figural content involves visual information, not verbal plots. Therefore, the correct classification is Divergent Production for operation and Semantic for content.

Final Answer: Divergent Production; Semantic

Answer: (B)

Q2.

Solution

Concept: The PASS model (Planning, Attention, Simultaneous, Successive) describes intelligence as cognitive processes. The Planning unit is responsible for executive functions such as goal setting, decision making, monitoring performance, and adapting strategies. It plays a crucial role in problem-solving and self-regulation.

Solution: Executive functions include higher-order cognitive processes like setting goals, evaluating progress, and modifying strategies when necessary. In the PASS model, these functions are governed by the *Planning* unit, also known as the third functional unit. The first unit deals with arousal and attention, the second focuses on coding (simultaneous and successive processing), and the fourth is not a standard PASS classification. Since the question explicitly refers to executive control and regulation, the planning unit is the correct answer.

Final Answer: The Third Functional Unit (Planning)

Answer: (C)



Q3.

Solution

Concept: Sternberg's Triarchic Theory includes Analytical, Creative (Experiential), and Practical intelligence. Experiential intelligence involves dealing with novel situations and applying past experiences creatively. It reflects the ability to adapt and generate innovative solutions in unfamiliar contexts.

Solution: The scenario that best demonstrates experiential intelligence is one involving novelty and creative application of past knowledge. Fixing a broken engine in a remote area using prior experience requires adapting learned skills to a new situation, which is a hallmark of creative intelligence. Scoring high on standardized tests reflects analytical intelligence. Negotiating in a foreign culture demonstrates practical intelligence, and organizing schedules involves structured, analytical abilities. Thus, the correct example of experiential intelligence is solving a novel real-world problem creatively.

Final Answer: Using past experiences to find a novel solution

Answer: (B)

Q4.

Solution

Concept: Psychometric approaches focus on measuring intelligence through standardized tests and quantifiable scores. A major criticism is that they emphasize outcomes or products (test scores) rather than underlying cognitive processes, thus ignoring how intelligence actually functions dynamically.

Solution: Psychometric theories often reduce intelligence to numerical scores obtained from standardized tests. Critics argue that such approaches fail to capture the dynamic and process-oriented nature of intelligence. Instead of focusing on how individuals think, adapt, and solve problems, they treat intelligence as a static product. Options suggesting focus on processes or brain mechanisms are incorrect, as those belong to cognitive approaches. Emotional intelligence is also not emphasized in psychometrics. Therefore, the key criticism is that psychometric approaches treat intelligence as static outputs rather than dynamic processes.

Final Answer: Static products rather than dynamic processes

Answer: (B)



Q5.

Solution

Concept: Arthur Jensen proposed two levels of intelligence: Level I (associative learning and memory) and Level II (conceptual and problem-solving abilities). Level I involves simple recall and repetition, while Level II involves reasoning, abstraction, and understanding complex relationships.

Solution: Repeating a phone number immediately after hearing it requires basic memory and associative learning, which corresponds to *Level I intelligence*. On the other hand, explaining the meaning of a proverb requires deeper understanding, abstraction, and reasoning, which are features of *Level II intelligence*. The other options refer to different theoretical frameworks such as PASS or Sternberg's theory, which are not relevant here. Thus, the correct pairing is Level I for simple recall and Level II for higher reasoning.

Final Answer: Level I; Level II

Answer: (C)

Q6.

Solution

Concept: Culture-fair tests aim to minimize cultural bias by using non-verbal and abstract content such as shapes, patterns, and figures. These tests reduce dependence on language, education, and cultural knowledge, making them more equitable across diverse populations.

Solution: A culture-fair test is designed to reduce the influence of cultural and educational background on test performance. It typically uses non-verbal stimuli like patterns and shapes so that individuals from different linguistic or cultural backgrounds can perform equally. Tests relying on language, translation, or social skills are not culture-fair because they still depend on learned experiences. Therefore, the correct description is one that uses non-verbal stimuli to minimize cultural bias.

Final Answer: Non-verbal stimuli like patterns and shapes

Answer: (B)

Q7.

Solution

Concept: In the Indian perspective of personality, the Panchakosha model describes five layers of the self. The Manomaya Kosh represents the mental sheath, which includes thoughts, emotions, and psychological processes, playing a central role in human experience.

Solution: Among the five koshas, the *Manomaya Kosh* is associated with mental and emotional functioning, including thoughts, feelings, and sensory processing. The Annamaya Kosh relates to the physical body, Pranamaya to vital energy, and Vijnanamaya to intellect and wisdom. Since the question specifically refers to thoughts and emotions, the Manomaya Kosh is the correct answer.

Final Answer: Manomaya Kosh

Answer: (C)



Q8.

Solution

Concept: Freud's psychosexual stages describe how personality develops through fixation of libido at different body zones. The Anal Stage (1–3 years) focuses on bowel and bladder control. Fixation at this stage, due to overly strict or lenient toilet training, may result in traits like orderliness, stinginess, and stubbornness, collectively called the "anal-retentive" personality.

Solution: The traits mentioned—stinginess, excessive orderliness, and stubbornness—are classic characteristics of an anal-retentive personality. According to Freud, such traits develop when a child experiences fixation during the Anal Stage due to rigid toilet training or parental pressure. This leads the child to develop an overcontrolled personality in adulthood. The Oral Stage is associated with dependency and habits like smoking or eating. The Phallic Stage relates to Oedipus/Electra conflicts, while the Latency Stage involves relative calm in sexual drives. None of these stages explain the given traits as precisely as the Anal Stage. Therefore, the correct answer is the Anal Stage.

Final Answer:

Answer: (B)

Q9.

Solution

Concept: Personality assessment methods are broadly categorized into direct and indirect techniques. Direct methods involve explicitly asking individuals to report their own feelings, thoughts, and behaviors, usually through structured questionnaires or inventories. These are standardized, easy to administer, and provide quantifiable results, though they may be influenced by social desirability bias.

Solution: Self-report inventories, such as the 16 Personality Factor (16PF), are classic examples of direct personality assessment methods. In these tests, individuals respond to structured questions about their own behaviors and feelings, making them direct and explicit. In contrast, projective tests like the Rorschach Inkblot Test and Thematic Apperception Test are indirect methods, where individuals project unconscious thoughts onto ambiguous stimuli. Behavioral observation involves watching actions rather than asking directly. Since the question specifically asks for a method involving standardized self-reporting, the correct answer is self-report inventories.

Final Answer:

Answer: (C)



Q10.

Solution

Concept: The Big Five personality model (OCEAN) includes Openness, Conscientiousness, Extraversion, Agreeableness, and Neuroticism. Openness to Experience reflects imagination, curiosity, creativity, and a preference for novelty and variety. Individuals high in openness are more likely to explore new ideas, cultures, and experiences.

Solution: The characteristics described—curiosity, creativity, and interest in trying new cuisines—are key indicators of high Openness to Experience. This trait involves a willingness to engage with new ideas and unconventional experiences. Conscientiousness refers to discipline and organization, Extraversion to sociability and energy, and Agreeableness to kindness and cooperation. None of these traits directly capture the exploratory and imaginative qualities described. Therefore, the individual would score high on Openness to Experience.

Final Answer: Openness to Experience

Answer: (C)

Q11.

Solution

Concept: Carl Jung proposed the idea of the collective unconscious, a shared reservoir of experiences inherited across generations. Within this, archetypes are universal symbols, themes, and patterns of thought that shape human behavior and perception. Examples include the hero, mother, and shadow archetypes.

Solution: Archetypes, according to Jung, are inherited, universal mental images present in the collective unconscious. These are not personal experiences but shared across humanity and influence behavior and perception. Personal repressed memories belong to Freud's personal unconscious. Defense mechanisms are related to Freud's ego theory, and societal "musts" are associated with the superego. Since archetypes specifically refer to universal inherited patterns, the correct answer is option describing collective unconscious imagery.

Final Answer: Inherited universal mental images

Answer: (B)



Q12.

Solution

Concept: Karen Horney challenged Freud's concept of penis envy and introduced sociocultural perspectives in personality. She proposed "Womb Envy," suggesting that men may feel envy toward women's ability to bear children, which may influence male dominance in society as compensation.

Solution: Horney argued that Freud's concept of penis envy was biased and instead suggested that men might experience womb envy due to their inability to give birth. This envy could lead men to seek power and achievement in other areas as compensation. Castration anxiety is Freud's concept, while superiority striving belongs to Adler's theory, and basic anxiety is another concept by Horney but not specific to this context. Therefore, the correct answer is womb envy.

Final Answer: Womb Envy

Answer: (A)

Q13.

Solution

Concept: The Rosenzweig Picture-Frustration Study is a projective test designed to assess how individuals respond to frustration and aggression. It presents cartoon-like images depicting frustrating situations, and the individual must interpret or respond, revealing underlying coping styles and aggression patterns.

Solution: The Rosenzweig Picture-Frustration Study involves showing participants cartoon-like images of frustrating situations and asking them to respond to what the character might say. This helps assess how individuals deal with aggression—whether they direct it outward, inward, or avoid it. Inkblot tests refer to Rorschach, sentence completion is another projective technique, and storytelling relates to TAT. Since the question specifically refers to frustration-based cartoons, the correct answer is interpreting cartoons depicting frustrating situations.

Final Answer: Interpreting cartoons depicting frustration

Answer: (B)



Q14.

Solution

Concept: Defense mechanisms are unconscious strategies used by the ego to reduce anxiety and protect self-esteem. Rationalization involves creating logical but false explanations to justify unacceptable behavior or failure. It helps individuals avoid confronting the real reasons for their shortcomings, thereby maintaining a positive self-image without addressing the underlying issue.

Solution: In this case, the individual failed the interview due to lack of preparation but attributes the failure to interviewer bias. This is a classic example of rationalization, where a person justifies their failure with a socially acceptable excuse rather than admitting the true cause. Projection would involve attributing one's own unacceptable traits to others, displacement redirects emotions to a safer target, and reaction formation involves behaving opposite to true feelings. Since the individual is offering a false but logical explanation for failure, rationalization best explains the behavior.

Final Answer: Rationalization

Answer: (C)

Q15.

Solution

Concept: Lazarus's Transactional Model of stress emphasizes cognitive appraisal in evaluating stressors. Primary appraisal involves determining whether an event is a threat, challenge, or harm. Secondary appraisal focuses on evaluating one's coping resources, abilities, and options to deal with the stressor effectively.

Solution: Secondary appraisal is concerned with assessing how well an individual can cope with a stressful situation. It includes evaluating available resources, skills, and strategies to manage the stressor. Primary appraisal, in contrast, determines the nature of the stress (threat, harm, or challenge). The other options relate to physiological responses or unrelated factors. Since the question specifically asks about secondary appraisal, the correct answer is the evaluation of coping resources and options.

Final Answer: Assessment of coping resources and options

Answer: (B)



Q16.

Solution

Concept: The General Adaptation Syndrome (GAS), proposed by Hans Selye, describes the body's response to prolonged stress in three stages: Alarm, Resistance, and Exhaustion. If stress persists for too long, the body's adaptive resources are depleted, leading to physical and psychological breakdown.

Solution: In GAS, the exhaustion stage occurs when the body can no longer sustain resistance against a prolonged stressor. During this stage, energy reserves are depleted, making the individual vulnerable to illness, fatigue, and burnout. The alarm stage is the initial reaction, while the resistance stage involves coping with the stressor. Appraisal is part of cognitive theories, not GAS. Since the question refers to prolonged stress leading to depletion, the correct answer is exhaustion.

Final Answer: Exhaustion

Answer: (C)

Q17.

Solution

Concept: Stress can arise from internal or external sources. External stressors originate from environmental conditions such as noise, pollution, or overcrowding, while internal stressors stem from personal thoughts, conflicts, or pressures within the individual.

Solution: Crowding and noise pollution are environmental conditions that exist outside the individual and directly impact well-being, making them external stressors. Frustration, internal pressure, and conflicting desires arise from within the individual and are considered internal stressors. Since the question specifically asks for an external environmental source, crowding and noise pollution is the correct answer.

Final Answer: Crowding and noise pollution

Answer: (C)



Q18.

Solution

Concept: Coping strategies are methods used to manage stress. Problem-focused coping involves actively addressing the source of stress by finding solutions, planning, and taking action. Emotion-focused coping, on the other hand, deals with managing emotional responses rather than solving the problem itself.

Solution: Breaking a stressful task into manageable steps and creating a study schedule directly targets the source of stress. This reflects problem-focused coping, where the individual actively works to solve or reduce the problem. Emotion-focused coping would involve managing feelings, such as relaxation or denial. Avoidance involves ignoring the problem, and defense-oriented coping refers to unconscious mechanisms. Since the individual is taking practical steps to address the stressor, the correct answer is problem-focused coping.

Final Answer: Problem-focused coping

Answer: (B)

Q19.

Solution

Concept: Psychoneuroimmunology is an interdisciplinary field that studies the interaction between psychological processes, the nervous system, and the immune system. It examines how stress and emotions influence immune functioning and susceptibility to diseases.

Solution: The question refers to the study of how psychological factors like stress affect the immune system. This is precisely the focus of psychoneuroimmunology. Psychosomatics deals with physical symptoms caused by psychological factors, while cognitive neuroscience studies brain processes related to cognition. Behavioral medicine focuses broadly on health behaviors. Since the question specifically mentions the immune system and psychological influences, psychoneuroimmunology is the correct answer.

Final Answer: Psychoneuroimmunology

Answer: (B)



Q20.

Solution

Concept: Delusions are false, fixed beliefs not based in reality. Thought broadcasting is a specific type of delusion where individuals believe their thoughts are accessible to others. It is commonly associated with schizophrenia and reflects a disturbance in the boundary between self and others.

Solution: The belief that one's thoughts are being broadcast so others can hear them is a classic example of thought broadcasting. Delusion of persecution involves belief of being targeted or harmed, grandeur involves exaggerated self-importance, and somatic delusions relate to bodily concerns. Since the scenario clearly describes thoughts being shared publicly without control, the correct answer is thought broadcasting.

Final Answer: Thought Broadcasting

Answer: (C)

Q21.

Solution

Concept: Anxiety disorders differ based on the pattern and intensity of symptoms. Panic Disorder is characterized by sudden, unexpected panic attacks involving intense fear and physiological arousal. Generalized Anxiety Disorder (GAD), in contrast, involves chronic, excessive, and diffuse worry about multiple life domains without specific triggers.

Solution: Panic Disorder and GAD are both anxiety disorders but differ significantly in symptom presentation. Panic Disorder involves sudden, intense episodes of fear known as panic attacks, often accompanied by physical symptoms such as palpitations, sweating, and dizziness. These attacks are episodic and can occur unexpectedly. On the other hand, GAD is marked by persistent, excessive, and free-floating anxiety that is not limited to specific situations. Individuals with GAD experience continuous worry about various aspects of life, such as health, work, or relationships. The other options incorrectly reverse or misrepresent these characteristics. Therefore, the correct distinction is that Panic Disorder involves sudden intense episodes, while GAD involves ongoing generalized anxiety.

Final Answer: Panic Disorder involves sudden intense episodes; GAD involves persistent anxiety

Answer: (B)



Q22.

Solution

Concept: Schizophrenia symptoms are broadly categorized into positive and negative symptoms. Positive symptoms involve the presence of abnormal behaviors such as hallucinations and delusions. Negative symptoms refer to the absence or reduction of normal functions, including diminished speech (alogia), lack of motivation (avolition), and reduced emotional expression.

Solution: Negative symptoms in schizophrenia represent a loss or reduction of normal psychological functions. These include alogia (reduced speech), avolition (lack of motivation), anhedonia (inability to feel pleasure), and flat affect (reduced emotional expression). In contrast, hallucinations and delusions are positive symptoms because they involve the addition of abnormal experiences. Disorganized speech and behavior also fall under positive symptoms. Aggression is not a defining feature of negative symptoms. Therefore, the correct answer is the reduction or absence of normal functioning.

Final Answer: Absence or reduction of normal functions

Answer: (C)

Q23.

Solution

Concept: Conversion Disorder (Functional Neurological Symptom Disorder) involves neurological symptoms such as paralysis or blindness that cannot be explained by medical conditions. These symptoms often arise after psychological stress or trauma, reflecting a conversion of emotional distress into physical symptoms.

Solution: The key feature in the question is the presence of physical symptoms like blindness or paralysis without any neurological cause, often following stress. This is characteristic of Conversion Disorder, where psychological conflict is expressed through physical symptoms. Somatic Symptom Disorder involves excessive concern about real physical symptoms, while Illness Anxiety Disorder involves fear of illness without significant symptoms. Dissociative Amnesia involves memory loss rather than physical impairment. Since the scenario clearly describes stress-induced physical dysfunction without medical basis, Conversion Disorder is the correct diagnosis.

Final Answer: Conversion Disorder

Answer: (B)



Q24.

Solution

Concept: Obsessive-Compulsive Disorder (OCD) consists of obsessions and compulsions. Obsessions are persistent, intrusive, and unwanted thoughts or urges that cause distress. Compulsions are repetitive behaviors or mental acts performed to reduce the anxiety caused by these obsessions.

Solution: In OCD, obsessions are unwanted and intrusive thoughts that repeatedly enter the mind, such as fears of contamination or harm. These thoughts cause significant anxiety. Compulsions are the repetitive behaviors or rituals, like hand-washing or checking, that individuals perform to reduce the distress caused by obsessions. The other options incorrectly define these components or mix them with unrelated symptoms such as hallucinations or delusions. Therefore, the correct pairing is intrusive thoughts for obsessions and repetitive behaviors for compulsions.

Final Answer: Persistent intrusive thoughts; Repetitive behaviors

Answer: (C)

Q25.

Solution

Concept: Dissociative disorders involve a disruption or disconnection in the normal integration of consciousness, memory, identity, or perception. These disorders often arise as a response to trauma and include conditions like dissociative amnesia and dissociative identity disorder.

Solution: The defining feature mentioned is a "split" or disconnection between identity, memory, and consciousness. This is the hallmark of dissociative disorders. Schizophrenia involves psychotic symptoms such as hallucinations and delusions, not identity splitting. Bipolar disorder is characterized by mood swings, and personality disorders involve enduring maladaptive traits. Since the question specifically refers to dissociation of mental processes, the correct answer is dissociative disorder.

Final Answer: Dissociative Disorder

Answer: (C)



Q26.

Solution

Concept: The Diathesis-Stress Model explains mental disorders as the result of an interaction between biological vulnerability (diathesis) and environmental stressors. A disorder manifests when an individual with a predisposition encounters significant stress that exceeds their coping capacity.

Solution: According to the diathesis-stress model, neither biological predisposition nor stress alone is sufficient to cause a disorder. Instead, it is the interaction between the two that leads to the development of mental illness. A person may have a genetic vulnerability (diathesis), but the disorder may only emerge when triggered by environmental stressors such as trauma, loss, or chronic pressure. The other options incorrectly suggest that either factor alone is enough. Therefore, the correct answer is that a biological vulnerability is activated by stress.

Final Answer: Biological vulnerability triggered by stress

Answer: (C)

Q27.

Solution

Concept: Oppositional Defiant Disorder (ODD) is a childhood behavioral disorder characterized by a persistent pattern of angry, defiant, and disobedient behavior toward authority figures. Unlike Conduct Disorder, ODD does not involve severe violations of social norms or rights of others such as aggression, theft, or destruction.

Solution: The key distinction in the question is the presence of defiant and hostile behavior without major violations of societal norms. This aligns with Oppositional Defiant Disorder (ODD). Conduct Disorder, in contrast, involves more serious behaviors such as aggression, rule-breaking, and violation of others' rights. ADHD is characterized by inattention and hyperactivity, while Autism Spectrum Disorder involves deficits in social communication and restricted behaviors. Since the child is defiant but not engaging in severe antisocial acts, ODD is the most appropriate diagnosis.

Final Answer: Oppositional Defiant Disorder (ODD)

Answer: (B)



Q28.

Solution

Concept: Bipolar I Disorder is defined by the occurrence of at least one manic episode, which may be preceded or followed by depressive episodes. Mania involves elevated mood, increased energy, reduced need for sleep, and impulsive behavior that significantly impairs functioning.

Solution: The defining feature of Bipolar I Disorder is the presence of at least one manic episode. A manic episode includes symptoms such as heightened mood, increased activity, grandiosity, and risky behavior. While depressive episodes often occur, they are not required for diagnosis. Hypomania is associated with Bipolar II Disorder, not Bipolar I. Catatonic and dissociative episodes are unrelated to bipolar classification. Therefore, the correct answer is manic episode.

Final Answer: Manic

Answer: (B)

Q29.

Solution

Concept: Eating disorders involve severe disturbances in eating behavior and body image. Anorexia Nervosa is characterized by intense fear of gaining weight, distorted body image, and self-starvation leading to significantly low body weight.

Solution: The description of self-starvation, significantly low body weight, and distorted body image clearly indicates Anorexia Nervosa. Bulimia Nervosa involves binge eating followed by purging, while Binge Eating Disorder involves recurrent binge episodes without purging. Pica involves eating non-food substances. Since the question emphasizes extreme weight loss and body image distortion, Anorexia Nervosa is the correct diagnosis.

Final Answer: Anorexia Nervosa

Answer: (C)

Q30.

Solution

Concept: Aversive conditioning is a behavioral technique based on classical conditioning principles. It involves pairing an undesirable behavior with an unpleasant stimulus to reduce or eliminate that behavior by creating a negative association.

Solution: In this scenario, the client is given a drug that induces nausea when alcohol is consumed. This creates a negative association between alcohol and discomfort, discouraging its use. This is a classic example of aversive conditioning. Systematic desensitization involves gradual exposure to reduce fear, token economy uses rewards for behavior, and negative reinforcement involves removing an unpleasant stimulus to increase behavior. Since the method uses unpleasant consequences to reduce behavior, the correct answer is aversive conditioning.

Final Answer: Aversive Conditioning

Answer: (B)



Q31.

Solution

Concept: In Cognitive Behavior Therapy (CBT), collaborative empiricism refers to the cooperative relationship between therapist and client, where both work together to test beliefs against evidence. It emphasizes treating thoughts as hypotheses rather than facts.

Solution: The process described—working together to test beliefs as hypotheses—is known as collaborative empiricism. It is central to CBT, where therapist and client jointly evaluate the validity of thoughts through evidence and experimentation. Cognitive restructuring involves changing distorted thoughts, while Socratic questioning is a technique used within this process. Empathetic understanding relates to humanistic therapy. Since the focus is on collaborative testing of beliefs, the correct answer is collaborative empiricism.

Final Answer: Collaborative Empiricism

Answer: (B)

Q32.

Solution

Concept: Existential therapy focuses on fundamental human concerns such as death, freedom, isolation, and meaninglessness. Existential anxiety arises when individuals confront these realities and the responsibility of creating meaning in their lives.

Solution: Existential anxiety is not rooted in past trauma or biological factors but in confronting the core realities of existence. These include awareness of mortality, freedom of choice, isolation, and the search for meaning. This confrontation can create deep anxiety as individuals realize their responsibility in shaping their lives. Other options relate to psychodynamic, biological, or behavioral perspectives. Therefore, the correct answer is confronting the givens of existence.

Final Answer: Confronting the givens of existence

Answer: (B)

Q33.

Solution

Concept: In Rational Emotive Behavior Therapy (REBT), disputing (D) involves challenging irrational beliefs. Functional disputing specifically examines whether a belief is helpful or useful in achieving one's goals, rather than focusing only on logic or evidence.

Solution: Functional disputing evaluates the practical usefulness of a belief by asking whether it helps the individual achieve their goals. Empirical disputing involves checking evidence, and logical disputing questions reasoning. Providing alternative thoughts is part of restructuring, not disputing. Since the question asks about functional disputing, which focuses on usefulness, the correct answer is asking how the belief helps achieve goals.

Final Answer: Evaluating usefulness of belief

Answer: (C)



Q34.

Solution

Concept: Gestalt Therapy, developed by Fritz Perls, emphasizes awareness of the present moment or the "here and now." It focuses on integrating fragmented parts of the self into a unified whole. Techniques like the Empty Chair help clients explore unresolved conflicts by enacting dialogues between different aspects of their personality.

Solution: The key clues in the question are the emphasis on the "here and now" and the use of the Empty Chair technique. These are hallmark features of Gestalt Therapy. This approach encourages clients to become aware of their current feelings and experiences and to resolve unfinished business. Client-Centered Therapy focuses on unconditional positive regard, Logotherapy emphasizes meaning in life, and Psychodynamic Therapy explores unconscious conflicts from the past. Since the Empty Chair technique is uniquely associated with Gestalt Therapy, the correct answer is Gestalt Therapy.

Final Answer: Gestalt Therapy

Answer: (B)

Q35.

Solution

Concept: In psychoanalysis, transference refers to the process where clients project feelings and attitudes from significant relationships (often childhood) onto the therapist. It helps reveal unresolved conflicts and patterns in relationships, which can then be analyzed and addressed therapeutically.

Solution: The scenario describes a client relating to the therapist as if they were a parent figure, which is a classic example of transference. This occurs when unresolved feelings toward significant individuals are redirected onto the therapist. Counter-transference refers to the therapist's emotional reaction to the client. Resistance involves blocking or avoiding therapy progress, and free association is a technique for exploring unconscious thoughts. Since the behavior involves projecting past relationships onto the therapist, the correct answer is transference.

Final Answer: Transference

Answer: (C)



Q36.

Solution

Concept: Token Economy is a behavioral modification technique based on operant conditioning. It uses tokens or points as secondary reinforcers, which can later be exchanged for rewards. This method is commonly used in institutional settings to encourage desirable behaviors.

Solution: The therapist rewards the patient with points for desirable behaviors like hygiene and participation. These points can be exchanged for privileges, which is the defining feature of a token economy system. Biofeedback involves monitoring physiological responses, shaping involves reinforcing successive approximations, and chaining links behaviors into sequences. Since the question clearly describes a reward-based point system, the correct answer is token economy.

Final Answer: Token Economy

Answer: (C)

Q37.

Solution

Concept: The Elaboration Likelihood Model (ELM) explains persuasion through two routes: central and peripheral. The central route involves careful and thoughtful evaluation of information, while the peripheral route relies on superficial cues like attractiveness or credibility of the source.

Solution: In this scenario, the person carefully compares technical specifications such as RAM, processor speed, and battery life. This indicates deep processing of information, which is characteristic of the central route to persuasion. The peripheral route would involve decisions based on superficial factors like brand image or advertisements. Heuristic and affective routes are not primary components of ELM. Since the decision involves detailed analysis, the correct answer is central route to persuasion.

Final Answer: Central route to persuasion

Answer: (B)

Q38.

Solution

Concept: The Fundamental Attribution Error (FAE) refers to the tendency to overemphasize personal factors and underestimate situational influences when explaining others' behavior. This bias is more common in individualistic cultures, whereas collectivistic cultures emphasize situational and contextual factors.

Solution: Individuals from collectivistic cultures, such as India or Japan, are less likely to commit the Fundamental Attribution Error because they tend to consider situational and social contexts when interpreting behavior. In contrast, individualistic cultures focus more on personal traits and dispositions, leading to higher FAE. The other options either represent individualistic or unrelated cultural contexts. Therefore, the correct answer is collectivistic cultures.

Final Answer: Collectivistic cultures

Answer: (B)



Q39.

Solution

Concept: Heider's P-O-X model explains cognitive balance in relationships among a person (P), another person (O), and an object (X). Balance exists when the product of the relationships (positive or negative) is positive, while imbalance occurs when the product is negative.

Solution: In the P-O-X model, each relationship is assigned a positive or negative sign. When the multiplication of all three signs results in a positive value, the system is balanced and psychologically stable. However, when the product is negative, it creates imbalance, leading to psychological discomfort and motivation to restore balance. Since the question asks when imbalance exists, the correct answer is when the product is negative.

Final Answer: Negative

Answer: (B)

Q40.

Solution

Concept: Schemas are cognitive frameworks that help individuals organize and interpret information. People tend to process new information in ways that are consistent with their existing beliefs. This bias leads individuals to reinterpret or dismiss contradictory evidence to maintain cognitive consistency.

Solution: The student already holds a schema that they are poor at math. When they receive a high grade, instead of updating this belief, they attribute success to an external factor (easy test). This reflects the tendency to preserve pre-existing schemas by reinterpreting new information. Self-serving bias would involve taking credit for success, which is not the case here. Cognitive dissonance involves discomfort from conflicting beliefs, but here the focus is on maintaining a schema. The halo effect relates to generalizing traits. Therefore, the correct answer is maintaining consistency with a pre-existing schema.

Final Answer: Maintaining consistency with a pre-existing schema

Answer: (C)



Q41.

Solution

Concept: The bystander effect refers to the phenomenon where individuals are less likely to help in an emergency when others are present. Diffusion of responsibility explains this effect, as each person assumes someone else will take action, reducing personal accountability.

Solution: As the number of witnesses increases, each individual feels less personally responsible to intervene. This is known as diffusion of responsibility. People assume others will help, leading to inaction. The perceived responsibility does not increase or stay the same; rather, it decreases. It does not become nonexistent because some sense of responsibility still exists, albeit reduced. Therefore, the correct answer is that perceived responsibility decreases.

Final Answer: Decreases

Answer: (B)

Q42.

Solution

Concept: Cognitive dissonance occurs when an individual experiences psychological discomfort due to holding conflicting beliefs or engaging in behavior that contradicts their attitudes. To reduce this discomfort, individuals often change their beliefs or justify their behavior.

Solution: The example of a person who knows smoking is harmful but continues to smoke illustrates cognitive dissonance. The conflict between knowledge ("smoking is deadly") and behavior (continuing to smoke) creates discomfort. To reduce this, the person justifies the behavior by saying "life is short anyway." The other options do not involve conflicting beliefs or behaviors. Therefore, this scenario best represents cognitive dissonance.

Final Answer: Smoking despite knowing risks

Answer: (B)

Q43.

Solution

Concept: The primacy effect refers to the tendency to give more weight to information received early in a sequence when forming impressions. Early information shapes initial perceptions and influences how later information is interpreted.

Solution: According to the primacy effect, information presented earlier has a stronger impact on impression formation than information presented later. This is because initial information sets a framework for interpreting subsequent details. The other options incorrectly reverse or misrepresent this sequence. Therefore, the correct answer is earlier information having more influence than later information.

Final Answer: Earlier; Later

Answer: (C)



Q44.

Solution

Concept: Prejudice refers to a negative attitude or belief about a group, while discrimination involves negative actions or behaviors directed toward that group. These concepts are related but distinct, with prejudice being internal and discrimination being behavioral.

Solution: The question distinguishes between attitude and behavior. A negative attitude toward a group is called prejudice, while acting on that attitude through unfair treatment is discrimination. Stereotypes are generalized beliefs, not necessarily negative actions. Bias is a broader term, and scapegoating involves blaming a group. Since the question clearly differentiates attitude and behavior, the correct answer is prejudice and discrimination.

Final Answer: Prejudice; Discrimination

Answer: (B)

Q45.

Solution

Concept: Group polarization refers to the tendency of group discussions to strengthen the initial inclinations of members. After discussion, group members often adopt more extreme positions in line with their initial views.

Solution: If group members initially favor a policy, discussion tends to amplify this preference, leading to a more extreme pro-policy stance. This occurs due to social comparison and persuasive arguments reinforcing the dominant view. The group does not become more moderate or reverse its position; instead, it intensifies its original inclination. Therefore, the correct answer is that the group becomes more extreme in favor of the policy.

Final Answer: More extreme in favor

Answer: (B)

Q46.

Solution

Concept: Tuckman's stages of group development include forming, storming, norming, performing, and adjourning. The performing stage is characterized by a well-functioning group where roles are clear, relationships are stable, and members focus on achieving goals efficiently.

Solution: The description given—functional structure, accepted roles, and focus on task completion—matches the performing stage. In the norming stage, cohesion develops but the group is still organizing. Storming involves conflict, and adjourning marks dissolution. Since the group is fully functional and task-oriented, the correct answer is performing.

Final Answer: Performing

Answer: (B)



Q47.

Solution

Concept: Groupthink, proposed by Irving Janis, is a phenomenon where the desire for group consensus overrides critical thinking. Symptoms include illusion of invulnerability, suppression of dissent, self-censorship, and pressure on members to conform. It leads to poor decision-making due to lack of open discussion.

Solution: The question asks for what is NOT a symptom of groupthink. Typical symptoms include illusion of invulnerability, where members feel overly confident; self-censorship, where individuals suppress doubts; and direct pressure on dissenters to conform. Encouragement of dissenting opinions is actually the opposite of groupthink, as healthy groups promote open discussion and critical evaluation. Since groupthink discourages disagreement rather than encouraging it, this option is not a symptom. Therefore, the correct answer is encouragement of dissenting opinions.

Final Answer: Encouragement of dissenting opinions

Answer: (B)

Q48.

Solution

Concept: Social loafing refers to the tendency of individuals to exert less effort when working in a group compared to when working alone. It occurs due to reduced accountability and diffusion of responsibility. Making individual contributions identifiable reduces this effect.

Solution: Social loafing decreases when individuals feel accountable for their contributions. When each person's effort is identifiable and evaluated, they are more likely to put in effort. Large group size, boring tasks, and anonymity increase social loafing because responsibility becomes diffused. When members do not know each other, accountability may also decrease. Therefore, making contributions identifiable is the most effective way to reduce social loafing.

Final Answer: Individual contributions are identifiable

Answer: (C)



Q49.

Solution

Concept: Groups are classified into primary and secondary groups. Primary groups involve close, personal, and emotional relationships, such as family and friends. Secondary groups are larger, more formal, and goal-oriented, with impersonal relationships focused on achieving specific objectives.

Solution: A secondary group is defined by formal and impersonal relationships that are established to achieve a specific goal. Examples include workplaces, committees, or organizations. Primary groups, in contrast, involve close emotional bonds and face-to-face interaction. Relationships in primary groups are ends in themselves, while secondary groups are means to an end. Therefore, the correct answer is formal, impersonal relationships aimed at achieving a goal.

Final Answer: Formal, impersonal relationships

Answer: (B)

Q50.

Solution

Concept: Social influence refers to the process by which individuals' thoughts, feelings, and behaviors are affected by the presence of others. This influence can be direct or indirect, real or imagined, and includes conformity, compliance, and obedience.

Solution: The definition given in the question matches social influence, which encompasses how individuals change their behavior due to the presence of others. Social cognition involves how people process social information, while social identity refers to self-concept derived from group membership. Social facilitation is a specific phenomenon where performance improves in the presence of others. Since the question describes the broad process of influence, the correct answer is social influence.

Final Answer: Social Influence

Answer: (B)



Answer Key

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

