

SUBJECT CODE	SUBJECT	PAPER										
A-20-03	PSYCHOLOGY	III										
HALL TICKET NUMBER												
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DURATION	MAXIMUM MARKS	NUMBER OF PAGES										
2 HOUR 30 MINUTES	150	16										
		NUMBER OF QUESTIONS										
		75										

This is to certify that, the entries made in the above portion are correctly written and verified.

Candidates Signature

Name and Signature of Invigilator

Instructions for the Candidates

అభ్యర్థులకు సూచనలు

- Write your Hall Ticket Number in the space provided on the top of this page.
- This paper consists of seventy five multiple-choice type of questions.
- At the commencement of examination, the question booklet will be given to you. In the first 5 minutes, you are requested **to open the booklet and compulsorily examine it as below** :
 - To have access to the Question Booklet, tear off the paper seal on the edge of this cover page. Do not accept a booklet without sticker-seal and do not accept an open booklet.
 - Tally the number of pages and number of questions in the booklet with the information printed on the cover page. Faulty booklets due to pages/questions missing or duplicate or not in serial order or any other discrepancy should be got replaced immediately by a correct booklet from the invigilator within the period of 5 minutes. Afterwards, neither the Question Booklet will be replaced nor any extra time will be given.**
 - After this verification is over, the Test Booklet Number should be entered in the OMR Sheet and the OMR Sheet Number should be entered on this Test Booklet.
- Each item has four alternative responses marked (A), (B), (C) and (D). You have to darken the circle as indicated below on the correct response against each item.
Example: (A) (B) (C) (D)
 where (C) is the correct response.
- Your responses to the items are to be indicated in the **OMR Answer Sheet given to you**. If you mark at any place other than in the circle in the Answer Sheet, it will not be evaluated.
- Read instructions given inside carefully.
- Rough Work is to be done in the end of this booklet.
- If you write your name or put any mark on any part of the OMR Answer Sheet, except for the space allotted for the relevant entries, which may disclose your identity, you will render yourself liable to disqualification.
- The candidate must handover the OMR Answer Sheet to the invigilators at the end of the examination compulsorily** and must not carry it with you outside the Examination Hall. The candidate is allowed to take away the carbon copy of OMR Sheet and used Question paper booklet at the end of the examination.
- Use only Blue/Black Ball point pen.**
- Use of any calculator or log table etc., is prohibited.**
- There is no negative marks for incorrect answers.**

- ఈ పుట పై భాగంలో ఇవ్వబడిన స్థలంలో మీ హాల్ టికెట్ నంబరు రాయండి.
- ఈ ప్రశ్న పత్రము డెభైతెయిద బహుళాప్తచిత్ర ప్రశ్నలను కలిగి ఉంది.
- పరీక్ష ప్రారంభమున ఈ ప్రశ్నాపత్రము మీకు ఇవ్వబడుతుంది. మొదటి ఐదు నిమిషములలో ఈ ప్రశ్నాపత్రమును తెరిచి కింద తెలిపిన అంశాలను తప్పనిసరిగా సరిచూసుకోండి.
 - ఈ ప్రశ్న పత్రమును చూడడానికి కుర్రపేజీ అంచును ఉన్న కాగితపు సీలును చించండి. స్టిక్కర్ సీలులేని మరియు ఇదివరకే తెరిచి ఉన్న ప్రశ్నాపత్రమును మీరు అంగీకరించవద్దు.
 - కవరు పేజీ పై ముద్రించిన సమాచారం ప్రకారం ఈ ప్రశ్నపత్రములోని పేజీల సంఖ్యను మరియు ప్రశ్నల సంఖ్యను సరిచూసుకోండి. పేజీల సంఖ్యకు సంబంధించి గానీ లేదా సూచించిన సంఖ్యలో ప్రశ్నలు లేకపోవు లేదా నిజప్రతి కాకపోవు లేదా ప్రశ్నలు క్రమపద్ధతిలో లేకపోవు లేదా ఏదైనా తేడాలు ఉంటుంటే వంటి దోషపూరితమైన ప్రశ్న పత్రాన్ని వెంటనే మొదటి ఐదు నిమిషాల్లో పరీక్షా పర్యవేక్షకునికి తెలిగి ఇచ్చివేసి దానికి బదులుగా సరిగ్గా ఉన్న ప్రశ్నపత్రాన్ని తీసుకోండి. తదనంతరం ప్రశ్నపత్రము మార్చబడదు అడనపు సమయం ఇవ్వబడదు.
 - పై విధంగా సరిచూసుకొన్న తర్వాత ప్రశ్నాపత్రం సంఖ్యను OMR పత్రము పై అదేవిధంగా OMR పత్రము సంఖ్యను ఈ ప్రశ్నాపత్రము పై నిర్దిష్ట స్థలంలో రాయవలెను.
- ప్రతి ప్రశ్నకు నాలుగు ప్రత్యామ్నాయ ప్రతిస్పందనలు (A), (B), (C) మరియు (D) లుగా ఇవ్వబడ్డాయి. ప్రతి ప్రశ్నకు సరైన ప్రతిస్పందనను ఎన్నుకొని కింద తెలిపిన విధంగా OMR పత్రములో ప్రతి ప్రశ్నా సంఖ్యకు ఇవ్వబడిన నాలుగు వృత్తాల్లో సరైన ప్రతిస్పందనను సూచించే వృత్తాన్ని బాల్ పాయింట్ పెన్ తో కింద తెలిపిన విధంగా పూరించాలి.
ఉదాహరణ : (A) (B) (C) (D)
 (C) సరైన ప్రతిస్పందన అయితే
- ప్రశ్నలకు ప్రతిస్పందనలను ఈ ప్రశ్నపత్రములో ఇవ్వబడిన OMR పత్రము పైని ఇవ్వబడిన వృత్తాల్లోనే పూరించి గుర్తించాలి. అలాకాక సమాధాన పత్రంపై వేరొక చోట గుర్తిస్తే మీ ప్రతిస్పందన మూల్యాంకనం చేయబడదు.
- ప్రశ్న పత్రము లోపల ఇచ్చిన సూచనలను జాగ్రత్తగా చదవండి.
- చిత్తుపనిని ప్రశ్నపత్రము చివర ఇచ్చిన ఖాళీస్థలములో చేయాలి.
- OMR పత్రము పై నిర్దిష్ట స్థలంలో సూచించవలసిన వివరాలు తప్పించి ఇతర స్థలంలో మీ గుర్తింపును తెలిపే విధంగా మీ పేరు రాయడం గానీ లేదా ఇతర చిహ్నాలను పెట్టడం గానీ చేసినట్లయితే మీ అనర్హతకు మీరే బాధ్యులవుతారు.
- పరీక్ష పూర్తయిన తర్వాత మీ OMR పత్రాన్ని తప్పనిసరిగా పరీక్ష పర్యవేక్షకుడికి ఇవ్వాలి. వాటిని పరీక్ష గది బయటకు తీసుకువెళ్లకూడదు. పరీక్ష పూర్తయిన తరువాత అభ్యర్థులు ప్రశ్న పత్రాన్ని OMR పత్రం యొక్క కార్బన్ కాపీని తీసుకువెళ్లవచ్చు.
- సిల్/పల్ల రంగు బాల్ పాయింట్ పెన్ మాత్రమే ఉపయోగించాలి.
- లాగిథిమ్ బేబిల్స్, క్యాలిక్యులేటర్లు, ఎలక్ట్రానిక్ పరికరాలు మొదలగునవి పరీక్ష గదిలో ఉపయోగించడం నిషేధం.
- తప్పు సమాధానాలకు మార్కుల తగ్గింపు లేదు.



DO NOT WRITE HERE



Psychology

Paper – III

1. The endocrine activity is regulated by
1. Cerebellum
 2. Hypothalamus
 3. Thalamus
 4. Brain stem
- (A) 1, 2, 3 and 4
(B) 1 only
(C) 3 only
(D) 2 and 4 only
2. Which of the following statements about pituitary hormones is not correct ?
- (A) The hormone called somatotropin or growth hormone determines the growth and height of the individual
(B) The hormone called pituitary regulates blood pressure and controls activation of smooth muscles
(C) The trophic hormones exercise control over and regulates functions of other endocrine glands
(D) The posterior hormones is called the master hormone as it controls the function of all other hormones
3. Match the following :
- | List – I | List – II |
|----------------------|------------------------------|
| 1. Thalamus | A. Centre of reflex action |
| 2. Hypothalamus | B. Vital centre of the brain |
| 3. Spinal cord | C. Indispensible to life |
| 4. Medulla Oblongata | D. Switch board |
- (A) 1C 2D 3A 4B
(B) 2C 3D 4A 1B
(C) 1A 2B 3C 4D
(D) 1B 2C 3D 4A
4. The behaviour motivated by the need for varied, novel and complex sensations and experiences
- (A) Subliminal perception
(B) Sensation seeking
(C) Sensory adaptation
(D) Sensory deprivation
5. The minimum intensity of the stimulus that evokes the response 50 percent of the time is termed as
1. Differential threshold
 2. Terminal threshold
 3. Absolute threshold
 4. Point of subjective equality
- (A) 1, 2 and 3
(B) 2, 3 and 4
(C) 3 only
(D) 4 only
6. **Assertion A :** An African tribe “zulu” are not susceptible to the Muller-Lyer illusion
- Reason R :** Zulus live in a world of open spaces and curves
- (A) A is correct and B is wrong
(B) A is wrong and B is correct
(C) A and R are correct and R explains A
(D) A and R are correct but R is not a correct explanation for A



7. Identify the correct order of the basic processes involved in observational learning

- (A) Attention, Reproduction and Retention
- (B) Retention, Attention and Reproduction
- (C) Attention, Retention and Reproduction
- (D) Reproduction, Retention and Attention

8. Match **List – I** with **List – II**

- | | |
|----------------------------|---------------------------------|
| A. Signal detection theory | 1. Pre existing expectations |
| B. Subliminal perception | 2. Culture and perception |
| C. Perceptual set | 3. Below absolute threshold |
| D. Carpentred world | 4. No absolute threshold exists |

- | | A | B | C | D |
|-----|----------|----------|----------|----------|
| (A) | 1 | 2 | 3 | 4 |
| (B) | 4 | 3 | 1 | 2 |
| (C) | 2 | 4 | 1 | 3 |
| (D) | 3 | 1 | 2 | 4 |

9. Child uses abusive language, father decides, on the days when the son use abusive language, he will not be given sweets. Which one of the following procedures is used by the father ?

- (A) systematic desensitization
- (B) punishment
- (C) negative reinforcement
- (D) positive reinforcement

10. Learning occurs when a person observes some one's else behaviour is also called as

- 1. imitation
 - 2. modeling
 - 3. insight
 - 4. conditioning
- (A) 1 only
 - (B) 1 and 2
 - (C) 2 and 3
 - (D) 3 and 4

11. **Assertion A :** Students often claim that reduced learning efficiency is due to the delay in returning the test papers by teachers.

Reason R : If there is a long period of time between response and reinforcement, learning efficiency will diminish considerably.

- (A) A is correct and R is wrong
- (B) A is wrong and R is correct
- (C) A and R are correct and R is the correct explanation for A
- (D) A and R are correct and R is not a correct explanation for A

12. Arrange the following types of memory according to time frames

- (A) working memory, sensory memory and long term memory
- (B) long term memory, sensory memory and working memory
- (C) sensory memory, working memory and long term memory
- (D) working memory, episodic memory and sensory memory



13. Match List – I with List – II

- | | |
|------------|---------------------------|
| A. Hull | 1. Time interval |
| B. Tolman | 2. Reciprocal determinism |
| C. Skinner | 3. Reaction potential |
| D. Bandura | 4. Sign-Gestalt |

	A	B	C	D
(A)	1	2	4	3
(B)	2	1	3	4
(C)	4	3	2	1
(D)	3	4	1	2

14. The phenomenon which refers to the improvement of recall when physiological or emotional conditions are the same as they were at the time of learning.

- (A) Flash bulb memory
- (B) State - Dependent memory
- (C) Working memory
- (D) Chunking

15. Which of the following are not enhanced in STM ?

- 1. Chunking
- 2. Flash bulb experiences
- 3. Eidetic imagery

- (A) 1, 2 and 3
- (B) 1 and 3
- (C) 2 and 3
- (D) 1 and 2

16. Assertion A : Impairment at any point in the memory circuit produces deficits in memory.

Reason R : Memories are not stored in a specific location in the Brain

- (A) A is correct and R is wrong
- (B) A is wrong and R is correct
- (C) Both A and R are correct and R is not an explanation for A
- (D) Both A and R are correct and R explains A

17. Identify the sequence involved in language development

- (A) Lexeme, Morphemes, Phoneme
- (B) Morphemes, Lexeme, Phoneme
- (C) Lexeme, Phoneme and Morphemes
- (D) Phoneme, Morphemes, Lexeme

18. Match List – I with List – II

- | | |
|--------------------------|---------------------------------|
| A. Atkinson and Shiffrin | 1. Levels of processing |
| B. Tulving | 2. Types of long term memory |
| C. Craik and Lockhart | 3. Network model |
| D. Shanks | 4. Information processing model |

	A	B	C	D
(A)	4	2	1	3
(B)	1	2	3	4
(C)	3	4	2	1
(D)	2	3	4	1



19. The basic component of language is
(A) structure (B) syntax
(C) phonemes (D) process
20. Thinking is more effective in problem solving, if it includes
1. Sequential reasoning
2. Means-ends readiness
3. Mental trial and error
4. Dynamic organization
(A) 1, 2, 3 and 4 (B) 2 and 4 only
(C) 4 only (D) 1 and 3 only
21. **Assertion A :** A problem exists when one has not defined a goal and donot seek a way to achieve that goal.
Reason R : Aimless thinking, such as day dreaming or fantasizing is called autistic thinking.
(A) A and R are correct and R explains A
(B) A is correct R is wrong
(C) A is wrong R is correct
(D) A and R are correct and R is not an explanation for A
22. Identify the correct sequence of the three major phases which occur in general adaptation syndrome
(A) Stage of exhaustion, alarm reaction and stage of resistance
(B) Alarm reaction, stage of resistance and state of exhaustion
(C) Stage of resistance, state of exhaustion and alarm reaction
(D) Alarm reaction, stage of exhaustion and stage of resistance

23. Match List – I with List – II

- | | |
|------------------------|--|
| A. Convergent thinking | 1. Knowledge of the practical aspects of using language |
| B. Incubation | 2. Seeking a known solution to a problem |
| C. Mental set | 3. Tendency to stick to strategies or solutions that have worked in the past |
| D. Pragmatics | 4. Problem bearing worked on subconscious level |

	A	B	C	D
(A)	1	2	4	3
(B)	2	4	3	1
(C)	3	1	2	4
(D)	4	3	1	2

24. The Theory which says that an individual is constantly in a state of activity, rather than a state of equilibrium or rest
(A) Expectancy - value theory
(B) Horner's theory
(C) Raynor - Entin approach
(D) Dynamics-of-action theory



25. Facial expression of certain primary emotions include

1. Innate
2. Learned
3. Derived from experiences

- (A) 1, 2 and 3
(B) 1 only
(C) 2 and 3 only
(D) 1 and 3 only

26. **Assertion A :** Individuals are motivated to discover the underlying causes of behaviour.

Reason R : Effort is under a person's control and he is amenable to change.

- (A) Both A and R are correct
(B) Both A and R are correct and R is an explanation for A
(C) Both A and R are not correct
(D) Both A and R are correct but R is not a correct explanation for A

27. Identify the appropriate sequence according to Guilford model of human intellect

- (A) Products, contents, operations
(B) Operations, contents, products
(C) Contents, products, operations
(D) Contents, operations, products

28. Match the terms with their definition

1. General adaptation syndrome
2. Social Readjustment Rating Scale
3. Adrenocorticotrophic hormone (ACTH)
4. Taylor's manifest anxiety Scale
- A. Measures the impact of readjustment to 43 major life events
- B. Substance released by hypothalamus that stimulates pituitary gland
- C. Series of bodily reactions common to all stress
- D. A test used to select subjects high and low in anxiety

- | | 1 | 2 | 3 | 4 |
|-----|---|---|---|---|
| (A) | A | B | C | D |
| (B) | B | C | D | A |
| (C) | C | A | B | D |
| (D) | D | A | C | B |

29. Jensen study involves comparison of

- (A) Siblings and Fraternal twins
(B) Identical and Fraternal twins
(C) Peer groups
(D) Blacks and whites

30. The components of emotional intelligence include

1. Perception, affection and expression of emotions
 2. recognition, expression and control of emotions
 3. Temperament, recognition and expression of emotion
 4. Intelligence, recognition and control of emotions
- (A) 1, 2, 3 and 4 (B) 4 only
(C) 2 only (D) 1 and 3 only



31. Assertion A : People are more creative than they give themselves credit for

Reason R : Most education focuses on developing convergent thinking.

- (A) A is correct R is wrong
- (B) A is wrong R is correct
- (C) A and R are correct but R is not a correct explanation for A
- (D) A and R are correct and R is correct explanation for A

32. Identify the correct sequence of administering and scoring Rorschach Ink blot test

- (A) Inquiry, suggesting, Naming and interpretation
- (B) Naming, inquiry, suggesting, interpretation
- (C) Interpretation, inquiry, suggesting, naming
- (D) Suggesting, inquiry, naming, interpretation

33. Match the terms with their definitions

- 1. Anoxia
- 2. Performance components
- 3. Conventiality
- 4. Novelty
- A. Related to convergent thinking that gives single right answer
- B. Extreme lack of oxygen at birth that can cause mental retardation
- C. Refers to divergent thinking that can give more than one response
- D. Actual mental processes used to execute a task

- | | 1 | 2 | 3 | 4 |
|-----|---|---|---|---|
| (A) | A | B | C | D |
| (B) | B | D | A | C |
| (C) | C | D | B | A |
| (D) | D | A | C | B |

34. Which one of the following is not true of a person with type A personality ?

- (A) Sleeplessness
- (B) Time urgency
- (C) Meticulous analysis of problem
- (D) Compulsion for time keeping

35. Personality tests are not helpful in answering questions such as

- 1. How does personality change with age ?
- 2. Do identical twins differ in personality ?
- 3. How can one personality type can be changed into another ?
- 4. How are personality traits related to socio economic status ?

- (A) 2 only
- (B) 3 only
- (C) 1 and 2 only
- (D) 1, 2, 3 and 4

36. Assertion A : Subjective experience is considered as important as objective reports by Humanistic theories of personality

Reason R : Personality maladjustment occurs when a difference develops between a person's self-image and the reality of a situation

- (A) Both A and R are correct and R is not an explanation for A
- (B) Both A and R are correct and R is a correct explanation for A
- (C) A is correct and R is wrong
- (D) A is wrong and R is correct



37. Identify the stages in Alcohol dependence
- (A) Social drinking, habitual drinking, Bingeing and addiction
 - (B) Habitual drinking, social drinking, addiction and Bingeing
 - (C) Bingeing, social drinking, addiction and habitual drinking
 - (D) Social drinking, Bingeing, habitual drinking and addiction

38. Match the following :

- | | |
|-----------------|--------------------|
| 1. Rogers | A. MBTI |
| 2. Bandura | B. TAT |
| 3. Myers-Briggs | C. Positive regard |
| 4. Murray | D. Modelling |

- | | 1 | 2 | 3 | 4 |
|-----|---|---|---|---|
| (A) | A | B | C | D |
| (B) | B | C | D | A |
| (C) | C | D | A | B |
| (D) | D | A | B | C |

39. Which is not of the best way for knowing discrimination index ?

- (A) Item-total correlation
- (B) ANOVA
- (C) t-ratio
- (D) Coefficient of concordance

40. The multiple regression equation is mainly used for

- 1. analysis
 - 2. prediction
 - 3. factor loading
- (A) 1, 2 and 3 (B) 1 and 2
(C) 1 and 3 (D) 2 and 3

41. **Assertion A :** Human behaviour is an outcome of an interaction of several factors

Reason R : Factor analysis is a technique to establish relationships between groups of variables

- (A) A is correct and R is wrong
- (B) A is wrong and R is correct
- (C) A and R are correct and R is not an explanation for R
- (D) A and R are correct and R is an explanation for A

42. Match the following keeping in view the context

- | | |
|--------------------------|--------------------------|
| 1. Proximity error | A. Illusion |
| 2. Movement error | B. Multiple choice items |
| 3. Error of anticipation | C. Rating scale |
| 4. Order effect | D. Method of limits |

- | | 1 | 2 | 3 | 4 |
|-----|---|---|---|---|
| (A) | B | C | D | A |
| (B) | C | A | D | B |
| (C) | A | B | C | D |
| (D) | D | A | C | B |

43. In which of the following do you find errors of habituation and anticipation ?

- (A) Method of average error
- (B) Method of minimal changes
- (C) Method of constant stimuli
- (D) Method of pair comparison



44. Discriminant validity is called
1. When test correlated from expected referants
 2. When a test is able to differentiate in different expected criteria
 3. When a test is not correlated with their expected referents
- (A) 1 only (B) 2 only
(C) 3 only (D) 1, 2 and 3

45. **Assertion A :** Alcoholics have a physiological and psychological dependence on alcohol

Reason R : Alcohol abuse is a learned behaviour and can be unlearned

- (A) A and R are correct
(B) A and R are wrong
(C) A and R are correct and R is an explanation for A
(D) A and R are correct but R is not an explanation for A

46. Match the terms with their definition

1. Case study
 2. Unstructured interview
 3. Quasi experimental design
 4. Controled variable
- A. Extraneous variable
B. A research to establish cause of some event
C. A descriptive research that derives inferences, conclusions and generalizations
D. Facilitates insight into a particular situation in the early stage of investigation

- | | 1 | 2 | 3 | 4 |
|-----|---|---|---|---|
| (A) | A | B | C | D |
| (B) | B | C | D | A |
| (C) | C | D | B | A |
| (D) | D | A | C | B |

Question 47 – 50 are based on the paragraph. Read the paragraph.

Both genetics and learning are involved in the acquisition and modification of behaviour. Neither alone can account for the relatively simple learning that takes place in the animal laboratory or the vast repertoire of behaviours that humans acquire over a life time. Learning is clearly both an important process and a complex one. It is most basically a set of mechanisms that have evolved over the course of genetic history to allow us to adopt to environmental conditions by acquiring new behaviours and modifying old ones.

47. In which of the following genetics and learning are involved ?
1. Animal laboratory
 2. Acquisition of behaviour
 3. Modification of behaviour
 4. Environment
- (A) 1, 2, 3 and 4
(B) 1 and 3
(C) 2 and 4
(D) 2 and 3
48. The mechanisms evolved over the course of genetic history has allowed us
1. To adopt environmental conditions
 2. To acquire new behaviours
 3. To modify old behaviours
 4. To change our life styles
- (A) 1, 2, 3 and 4
(B) 1, 2 and 3
(C) 2 and 4 only
(D) 1 and 2 only



49. Which is considered as most important in human learning ?
1. Curiosity
 2. Reinforcement
 3. Knowledge of results
 4. Level of aspiration
- (A) 1, 2 and 3
(B) 1, 3 and 4
(C) 2, 3 and 4
(D) 1, 2 and 4
50. The fundamental property of learning is that it
- (A) Modifies some stimulus-response relations
(B) Promotes physical maturation
(C) Requires perceptual skills
(D) Modifies human behaviour
51. A social psychologist would attempt to explain an individuals behaviour in terms of _____
- (A) individual differences in personality
(B) the influence of past events
(C) the influence of other people
(D) the interaction of heredity and environment
52. Match the following :
- | | |
|--------------------------|--------------|
| 1. Sociogram | A. Likert |
| 2. Social distance | B. Festinger |
| 3. Cognitive dissonance | C. Moreno |
| 4. Semantic differential | D. Bogardus |
- | | 1 | 2 | 3 | 4 |
|-----|---|---|---|---|
| (A) | C | D | B | A |
| (B) | B | C | D | A |
| (C) | A | B | C | D |
| (D) | D | C | A | B |

53. **Assertion (A)** : Children's gender development occurs through observation and imitation of gender related behaviour

Reason (R) : Through rewards and punishments, children experience and learn gender appropriate and gender inappropriate behaviour

- (A) A and R are false
(B) A and R are true but R is not the correct explanation
(C) A is true but R is false
(D) A and R are true and R is the correct explanation for A

54. Identify the correct order of sequence in the manifestation of attitudes

1. Emotional
2. Behavioural
3. Cognitive

Codes :

- (A) 3, 2, 1
(B) 1, 2, 3
(C) 3, 1, 2
(D) 1, 3, 2

55. The stage proposed by Piaget in which conceptualization and prelogical reasoning develops

- (A) Sensori-motor stage
(B) Pre-operational stage
(C) Concrete operational stage
(D) Formal operational stage



56. Which of the following make a communicator more persuasive ?
1. Credibility
 2. Physical Attractiveness
 3. Lack of vested interest
 4. Similarity to the target audience

Codes :

- (A) 1, 2 and 3
(B) 2, 3 and 4
(C) 1, 2 and 4
(D) 1, 3 and 4

57. The stages of moral development are

1. Pre moral stage
2. Conventional conformity
3. Self – accepted values

- (A) 1, 2 and 3
(B) 1 and 2
(C) 2 and 3
(D) 1 and 3

58. Match **List I** with **List II**

A. Critical period	1. Typical behaviour for children of various ages
B. Maturation	2. Ability to learn a behaviour
C. Readiness	3. The period where the child can learn a behaviour or not learn later
D. Developmental scales	4. Gradual unholding of inherent traits

	A	B	C	D
(A)	3	4	2	1
(B)	2	3	1	4
(C)	4	2	3	1
(D)	1	2	4	3

59. **Assertion A :** Children adopt values that may differ significantly from those held by the parents

Reason R : The continued influence and interaction with age mates assumes greater importance in determining the older child's values

- (A) A is correct and R is wrong
(B) A is incorrect and R is correct
(C) A and R are incorrect
(D) A and R are correct and R is an explanation for A

60. Identify the correct sequence of cut-off points for post natal development

- (A) Adulthood, Childhood, Adolescence and Infancy
(B) Infancy, Adolescence, Adulthood and Childhood
(C) Infancy, Childhood, Adolescence and Adulthood
(D) Childhood, Adulthood, Adolescence and Infancy

61. Motivation could be described as

- (A) An instinctual response to a need
(B) A modifier of behaviour
(C) An acquired response to a need
(D) An energizer of behaviour



62. Unconditional acceptance of person is the essence of

1. Psychoanalytical approach
2. Behaviouristic approach
3. Rogerian approach
4. Counsellor centred approach

- (A) 1, 2, 3 and 4
 (B) 2 and 3 only
 (C) 3 only
 (D) 4 only

63. Match the following :

- | | |
|-----------------|--------------------------------------|
| 1. Galton | A. Stanford-Binet |
| 2. Alfred Binet | B. General mental capacity |
| 3. Lewis Terman | C. Hereditary genius |
| 4. Spearman | D. Mental capacity develops with age |

- | | 1 | 2 | 3 | 4 |
|-----|---|---|---|---|
| (A) | C | D | A | B |
| (B) | D | C | B | A |
| (C) | A | B | C | D |
| (D) | B | C | D | A |

64. Developing a detailed description of the tasks involved in a job and ascertaining the knowledge skills and abilities necessary for an employee to perform the job successfully

- (A) Assessment
 (B) Job analysis
 (C) Job satisfaction
 (D) Job enrichment

65. McClelland focused on these needs select the ones he proposed which explain motivation

1. Need for achievement
2. Need for power
3. Need for affiliation

- (A) 1 only
 (B) 1 and 2 only
 (C) 2 and 3 only
 (D) 1, 2 and 3

66. Match List I with List II

- | | |
|-------------|--|
| A. Flanagan | 1. Structure and process of organisation |
| B. Moreno | 2. Activity analysis |
| C. Jerkins | 3. Sociogram |
| D. Viteles | 4. Nominating Technique |

- | | A | B | C | D |
|-----|---|---|---|---|
| (A) | 4 | 1 | 2 | 3 |
| (B) | 3 | 2 | 1 | 4 |
| (C) | 1 | 4 | 3 | 2 |
| (D) | 2 | 3 | 4 | 1 |



67. Assertion A : Leaders establish a special relationship with a small group of their followers who make up the in-group

Reason R : Leaders tend to choose in-group members because they have attitude and personality characteristics that are similar to him

- (A) A is correct and R is wrong
- (B) A is wrong and R is correct
- (C) Both A and R are wrong
- (D) Both A and R are correct and R is an explanation for A

68. The extreme form of _____ is marked by an endless stream of talk that runs from one topic to another, a total lack of inhibition in relationships, and intense activity

- (A) Conversion reaction
- (B) Disorganized schizophrenia
- (C) Mania
- (D) Antisocial personality

69. Which of the following are characteristics of schizophrenia ?

- 1. Multiple personality
- 2. Thought disorders
- 3. Delusions
- 4. Hallucinations

Codes :

- (A) 1, 2 and 3
- (B) 1, 3 and 4
- (C) 2, 3 and 4
- (D) 1, 2 and 4

70. Match the following :

- | | |
|---------------------------------|------------------|
| 1. Antianxiety drug | A. Catharsis |
| 2. Severe depression with mania | B. Valium |
| 3. Emotional release | C. Token Economy |
| 4. Positive Reinforcement | D. Lithium |

- | | 1 | 2 | 3 | 4 |
|-----|---|---|---|---|
| (A) | A | C | B | D |
| (B) | B | D | A | C |
| (C) | C | A | D | B |
| (D) | D | B | C | A |

71. Assertion (A) : Play therapy may help the child to overcome the problem at hand

Reason (R) : Play may serve as a release of tensions and anxieties that otherwise might not be expressed

- (A) A is false but R is true
- (B) Both A and B are true but R is not the correct explanation
- (C) A is true but R is false
- (D) Both A and R are true and R is the correct explanation of A



72. Identify the effective sequence of non-verbal communication to behave assertively

1. Adequate eye contact
2. Serious requests with a serious face
3. Stand up straight to convey seriousness
4. Speak clearly

Codes :

- (A) 4, 3, 2, 1 (B) 3, 2, 1, 4
(C) 2, 3, 4, 1 (D) 1, 2, 3, 4

Q. No. 73 to 75 are based on the following passage :

Development is a pattern of movement or change that occurs throughout the life span. Development involves the interplay of biological, cognitive and socio emotional processes. Development is influenced by the interaction of maturation and experience. The debate over the role of maturation and experience is another version of the nature-nurture controversy. Development may be described as either continuous (gradual, cumulative change) or discontinuous (an abrupt sequence of stage). Whether the development is determined more by earlier experiences or later experiences is a hotly debated issue.

73. The inability to distinguish between one's perspective and someone else's perspective is

- (A) Conservation
- (B) Egocentrism
- (C) Concrete operational thought
- (D) Assimilation

74. Development is always described as

1. Gradual
 2. Cumulative
 3. Abrupt
 4. Accidental
- (A) 1, 2, 3 and 4
(B) 1 and 2 only
(C) 3 and 4 only
(D) 2 and 4 only

75. The most hotly debated issue with regard to development is

1. It is determined more by earlier experiences
 2. It is determined more by later experiences
 3. It is determined more by physical growth
 4. It is determined more by Muscular strength
- (A) 1, 3 and 4
(B) 1, 2 and 3
(C) 1 and 2
(D) 3 and 4



Space for Rough Work