

**MA Psychology**  
**First Semester**  
**Social Psychology**  
**(MPY - 02)**

Duration: 3Hrs.

Full Marks: 70

**(PART-B: Descriptive)**

Duration: 2 hrs. 40 mins.

Marks: 50

**1. Answer any five from the following:**

**2×5=10**

- a) What is the 'Glass Ceiling effect'?
- b) What is planning fallacy?
- c) State the 'Devil's Advocate' approach to group decision making.
- d) How can collective guilt be induced in the people to reduce racism?
- e) Explain the technique of Bonafide Pipeline.
- f) What is known as third person effect?
- g) What is persuasion?

**2. Answer any four from the following:**

**5×4=20**

- a) Explain Fiedler's Contingency model of leadership
- b) Discuss the utilization of schemas as a source of interaction with others.
- c) Illustrate the negative stress relief model of prosocial behavior.
- d) Explain any two patters that lead to familicide acts.

- e) Delineate the Cognitive Experiential Self Theory.
- f) Explain the Empathy-Altruism hypothesis.

**3. Answer any two from the following:**

**10×2=20**

- a) “Some romantic relationship does blossom into lifelong commitment, but for many couples the glow of love fades and leaves behind empty relationships”. Justify the statement with relevant examples.
- b) Describe the factors that lead to attitude formation.
- c) State and describe the potential dangers of Group Decision making with suitable examples.

\*\*\*\*\*

**MA Psychology  
First Semester  
Social Psychology**

**(MPY - 02)**

**PART A: Objective**

**Duration: 20 minutes**

**Marks – 20**

**Choose the correct alternative by putting tick mark:**

**1x20=20**

- 1) We can get hint of deception from what is known as:
  - a) Eye Contact
  - b) Para language
  - c) Micro expressions
  - d) None of the above
- 2) Information received first tends to be weighted more heavily than received later on. This is known as:
  - a) Recency effect
  - b) Source effect
  - c) Primacy effect
  - d) Both a and b
- 3) Attitude strength do not imply:
  - a) Intensity
  - b) Importance
  - c) Identification
  - d) Accessibility
- 4) Which of the following is not a tactic based on commitment?
  - a) Foot-in-the-Door
  - b) Lowball
  - c) The Door-in-the-Face
  - d) Bait-and-Switch Tactic
- 5) Among the following which are the prominent cognitive factors that influence aggression.
  - a) Appraisals
  - b) Social learning
  - c) Script
  - d) Both a & b
- 6) Statistical technique for combining data from independent studies in order to determine that specific variable have significant effects across the studies are known as:
  - a) Factor Analysis
  - b) Discriminant Analysis
  - c) Meta Analysis
  - d) None of the above

7) The following are the processes that underlie the impact of schemas on social cognition. Arrange them in the correct sequence:

(i) Encoding (ii) Retrieval (iii) Attention

a) (i) (ii), (iii)

b) (ii), (iii), (i)

c) (iii), (i), (ii)

d) (i),(iii),(ii)

8) Which out of the following is not an error of social thought?

a) Optimistic Bias

b) Thought suppression

c) Counterfactual thinking

d) Mood Congruent effect

9) Solomon Asch experimental research work was highly influenced by the work of:

a) Behaviouristic Psychologists

b) Cognitive Psychologists

c) Psychoanalytic Psychologists

d) Gestalt Psychologists

10) Classical Conditioning that occurs in the absence of conscious awareness of the stimuli involved is known as:

a) Priming

b) Third-person-effect

c) Mere exposure

d) None of the above

11) Social Psychology grew in:

a) Germany

b) UK

c) USA

d) Italy

12) In Milgram's Experiment on obedience, subjects believed that Milgram was studying:

a) Obedience

b) Learning

c) Aggression

d) Conformity

13) Cognitive consistency models of attitude change are based on the belief that discomfort results when:

a) There is too little change in the environment

b) There is too much change in the environment

c) Aspects of environment are contradictory

d) A speaker is perceived as untrustworthy

14) An experimenter tests the hypothesis that physical exercise helps people's mood (makes them happier). Subjects in the experimental group participate on Monday and Tuesday and those in the control group on Wednesday and Thursday. What is the extraneous variable?

a) The hypothesis

b) Day of the week

c) The exercise

d) The mood

15) Passionate love Scale was proposed by:

- a) Sternberg
- b) Hatfield and Sprecher
- c) Galton
- d) None of the above

16) Which of the following personality variables are associated with prosocial behavior?

- a) Empathy
- b) Low Egocentrism
- c) Internal locus of control
- d) All of the above

17) Fleeting facial expressions are known as:

- a) Micro expressions
- b) Eye contact
- c) Interchannel Discrepancies
- d) None of the above

18) The method of summated ratings was adopted by:

- a) Thurstone
- b) Likert
- c) Osgood
- d) Guttaman

19) Which of the following function of attitude permit us to express our central values and beliefs?

- a) Self esteem functions
- b) Ego defensive functions
- c) Knowledge functions
- d) Identity functions

20) **Assertion (A):** Putting others in a good mood increases compliance

**Reason (R):** People tend to get advice, get information and get sympathy

- a) Both (A) and (R) are true and (R) is the correct explanation of (A)
- b) Both (A) and (R) are true but (R) is not the correct explanation of (A)
- c) (A) is true, but (R) is false.
- d) (A) is false, but (R) is true.

\*\*\*\*\*