

**BA PSYCHOLOGY
FOURTH SEMESTER
SOCIAL PSYCHOLOGY II
BPY – 401**

(Use Separate Answer Scripts for Objective & Descriptive)

Duration : 3 hrs.

Full Marks : 70

[PART-A: Objective]

Time : 20 min.

Marks : 20

Choose the correct answer from the following:

1X20=20

1. The extent to which behavior by one person is shown by others as well refers to ____
 - a. Distinctiveness
 - b. Consensus
 - c. Consistency
 - d. Attribution
2. Imagine that someone handed you a cake that looked very much like human vomit—a cake you knew would taste delicious; would you eat it? _____ is an example of
 - a. False Consensus Effect
 - b. Availability heuristic
 - c. Magical Thinking
 - d. Heuristics
3. Self-Serving Bias refers to the tendency
 - a. The extent to which a given person responds in the same way to a given stimulus across time
 - b. The processes through which we seek to determine the causes behind others' behavior
 - c. To attribute positive outcomes to our own traits or characteristics (internal causes) but negative outcomes to factors beyond our control (external causes).
 - d. The tendency to attribute others' behavior to internal causes to a greater extent than is actually justified.
4. Social psychologist use the term to describe efforts to make impression on others.
 - a. Attribution
 - b. Heuristics
 - c. Impression management
 - d. Impression formation
5. Sandy was a juror in the trial for a man accused of stealing guns from a sporting goods store. The defendant was not very well spoken and came from a very poor background, but Sandy listened carefully to the evidence presented and made her decision based on that. Sandy was using _____ processing
 - a. Central -route
 - b. Cognitive -route
 - c. Peripheral -route
 - d. Visual -route
6. Which of the following is not one of the three things people do to reduce cognitive dissonance?
 - a. Change their behavior
 - b. Form a new attitude
 - c. Change their attitude
 - d. Ignore the conflict

7. Exposure to weak attacks upon people's attitudes so that when stronger attacks come, they will have refutations available is called as
 - a. Attitude polarization
 - b. Attitude inoculation
 - c. Biases assimilation
 - d. Sleeper effect
8. What does Implicit Association Test measures?
 - a. Implicit attitudes
 - b. Believe
 - c. Explicit attitude
 - d. Attitude
9. Mary loves to play pool and has become quite good at the game. Lately, she has noticed that she seems to play better when there are people watching her than when she is playing alone. This difference in Sandy's playing is most likely the result of _____.
 - a. Social I facilitation
 - b. Social loafing
 - c. Social impairment
 - d. Social laziness
10. Slime effect refers to
 - a. The tendency to attribute others' behavior to internal causes to a greater extent than is actually justified
 - b. The processes through which we seek to determine the causes behind others' behavior.
 - c. Likeable behaviours toward superiors induce suspicion of ulterior motivation, which is confirmed when dislikeable behaviors toward subordinates are observed
 - d. Our efforts to interpret, analyze, and use information about the social world
11. An elementary group consists of
 - a. 2 individuals
 - b. 5 individuals
 - c. 7 individuals
 - d. 10 individuals
12. Groups have been classified into primary and secondary group by
 - a. Cooley
 - b. Piaget
 - c. Newcomb
 - d. Zander
13. Minimal level of divisive friction is an indicator of
 - a. Low group morale
 - b. High group morale
 - c. Conformity
 - d. Obedience
14. Relationship between a leader and his followers depend on
 - a. Membership character
 - b. Fatherly attitude
 - c. Ideology of the leader
 - d. All of these
15. One condition responsible for the formation of a primary group is
 - a. Proximity
 - b. Cohesiveness
 - c. Stability
 - d. Socialisation
16. _____ are the set of behaviors that group members are expected to perform
 - a. Norms
 - b. Roles
 - c. Status
 - d. morale

17. _____ is a type of leadership
- a. Authoritarian
 - b. Democratic
 - c. Charismatic
 - d. All of these
18. _____ is an important factor of group influence
- a. Ideology
 - b. Hierarchy
 - c. Conformity
 - d. Cohesiveness
19. _____ is an individual's position or rank in a group
- a. Status
 - b. Morale
 - c. Obedience
 - d. Compliance
20. _____ is the form of social influence being projected in response to a direct command
- a. Obedience
 - b. Compliance
 - c. Conformity
 - d. Status

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(PART-B : Descriptive)

Time : 2 hrs. 40 min.

Marks : 50

[Answer question no.1 & any four (4) from the rest]

1. "Non-verbal communication channels are the most reliable source of understanding others" - describe its role in social perception. 10
2. What is the role of schemas in person perception? Write a note on co variation principle proposed by Kelly. 3+7=10
3. How is attitude related to behavior? Describe at least two physiological measurement of attitude. 6+4=10
4. Discuss about 'credibility' as an essential feature of source? A group of friends of yours come and force you to join them in house party in which you are not interested. What method will you apply to resist their proposal? 4+6=10
5. What do you understand by primary and secondary groups? 5+5=10
6. Give two definitions of a leader. Write down any eight functions of a leader. 2+8=10
7. Distinguish between authoritarian and democratic leadership. 10
8. Write short notes on 5x2+10
 - a. Group morale
 - b. Group cohesiveness

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