

Code No.

T – 2111

**Entrance Examination for Admission to the P.G. Courses in the
Teaching Departments, 2024**

CSS

APPLIED PSYCHOLOGY

General Instructions

1. The Question Paper is having 100 Objective Questions, each carrying one mark.
2. The answers are to be (✓) 'tick marked' **only** in the "**Response Sheet**" provided.
3. **Negative marking : 0.25 marks** will be deducted for each wrong answer .

Time : 2 Hours

Max. Marks : 100

To be filled in by the Candidate

Register Number	in Figures								
	in words								

Choose appropriate answer from the options in the questions.

(100 × 1 = 100 marks)

1. Who has worked primarily on the concept of achievement motivation?

A. Murray	B. Freud
C. Mary Ainsworth	D. Ryan and Deci

DO NOT WRITE HERE

-
2. Who has proposed trial and error learning?
- | | |
|--------------|-------------|
| A. Pavlov | B. Skinner |
| C. Thorndike | D. Seligman |
3. Which theorists propose that the whole is larger than the sum of its parts?
- | | |
|---------------|----------------------|
| A. Behavioral | B. Psycho analytical |
| C. Cognitive | D. Gestalt |
4. The first experimental laboratory of psychology was set in
- | | |
|-----------|-----------------|
| A. Munich | B. Leipzig |
| C. Moscow | D. Pennsylvania |

5. _____ was one of the main tenets of Carl Roger's Client-Centered Therapy.
- A. Individuation
 - B. Unconditional Positive Regard
 - C. Finding meaning of life
 - D. Unconditional Sympathy
6. The personality dimensions of Extroversion Introversion and Neuroticism are assessed by
- A. Sixteen Personality Questionnaire
 - B. Temperament and Character Inventory
 - C. Eyesenck Personality Questionnaire
 - D. Myers-Briggs Type Indicator Inventory
7. The concept of collective unconscious is given by
- A. Melanie Klein
 - B. Sigmund Freud
 - C. Carl Yung
 - D. Erickson
8. Which of the following best describes parametric statistics in Psychological research?
- A. A statistical method used for analyzing non-normal distributions
 - B. A set of techniques based on assumptions about the population distribution
 - C. Techniques primarily used for qualitative data analysis
 - D. Statistical tools suitable for small sample sizes
9. What is the purpose of the p-value in hypothesis testing?
- A. To determine the effect size of the observed relationship
 - B. To quantify the strength of evidence against the null hypothesis
 - C. To estimate the power of the statistical test
 - D. To indicate the directionality of the relationship between variables
10. If a person is excessively concerned with cleanliness and orderliness, then he is said to be fixated at
- A. Phallic stage
 - B. Oral Stage
 - C. Anal Stage
 - D. Latency Stage
11. Cattell named aspects of personality that can be easily seen in the outward behaviours of individuals as
- A. Surface traits
 - B. Unique traits
 - C. Cardinal traits
 - D. Source traits

12. In classical conditioning theory, the natural unlearned response to an unconditioned stimulus is known as
- A. Reconditioned response
 - B. Higher order condition response
 - C. Conditioned response
 - D. Unconditioned response
13. Which parametric statistic is appropriate for examining the relationship between two continuous variables in Psychological research?
- A. Chi-square test
 - B. Independent samples t-test
 - C. Pearson correlation coefficient
 - D. Mann–Whitney U test
14. An individual's efforts to manage internal or external demands that tax his or her resources is called as
- A. Resilience
 - B. Coping
 - C. Appraisal
 - D. Motivation
15. When conducting an experiment with two independent groups in psychological research, which parametric test is commonly used to compare means?
- A. Analysis of Variance (ANOVA)
 - B. Paired samples t-test
 - C. Wilcoxon signed-rank test
 - D. Kruskal-Wallis test
16. When people perform better in front of an audience, this is known as
- A. Social transformation
 - B. Social self-efficacy
 - C. Social facilitation
 - D. Social connectedness
17. When a person has to make a choice between two equally desirable choices, such as having to attend a party and having to go to shopping, then the person is said to be facing_____
- A. Approach approach conflict
 - B. Approach – avoidance conflict
 - C. Avoidance – avoidance conflict
 - D. Multiple approach–avoidance conflict

18. The 'id' acts on _____ principle
A. Conscience
B. Pleasure
C. Pain
D. Moral
19. The concept of mental age was given by
A. Theodore Simon
B. Thordike
C. Alfred Binet
D. Spearman
20. Which of the following is a pure projective test?
A. Thematic Apperception test
B. Sentence-completion test
C. Draw-a-man test
D. Rorschach Inkblot test
21. Free association is a technique of
A. Psychoanalytic therapy
B. Cognitive Behaviour therapy
C. Gestalt therapy
D. Existential therapy
22. According to the Language Relativity Hypothesis
A. Culture determines the language we use
B. Language determines the thoughts we have
C. Thoughts determine the language we use
D. Upbringing determines the thoughts we have
23. Mechanical solutions are obtained by using
A. Heuristics
B. Algorithm
C. Problem-solving
D. Trial and error
24. Which of the schools proposes that each person has the ability to become the best person he or she could be?
A. Behavioural
B. Gestalt
C. Humanistic
D. Cognitive
25. The curve of forgetting is proposed by
A. Hebb
B. Ebbinghaus
C. Lashley
D. Baddeley

26. "Intelligence is the aggregate or global capacity of the individual to act purposefully, to think rationally, and to deal effectively with his environment." This definition was given by
- A. Binet
 - B. Wechsler
 - C. Gardner
 - D. Guilford
27. Baqer Mehdi developed a test for measuring_____
- A. Aptitude
 - B. Memory
 - C. Intelligence
 - D. Creativity
28. When a person is seeking to gain achievement, reputation, and status, he is said to be in the _____ needs level in Maslow's hierarchy.
- A. Security
 - B. Love and belongingness
 - C. Self- esteem
 - D. Aesthetic
29. In Erickson's theory of personality development, the conflict of industry versus inferiority occurs during _____
- A. Young adulthood
 - B. Infancy
 - C. Middle age
 - D. School years
30. According to Gestalt's principles of perception, the tendency to complete figures that are incomplete is known as _____
- A. Proximity
 - B. Closure
 - C. Continuity
 - D. Contiguity
31. Which of the following not a dimension of five-factor model of personality?
- A. Conservatism
 - B. Openness
 - C. Extraversion
 - D. Conscientiousness
32. In Social Psychology, which of the following is a common way of getting compliance from another person?
- A. Foot-in-the-door technique
 - B. Door in the face technique
 - C. Lowball technique
 - D. All of the above.
33. What is the correct order of language development milestones in infants?
- A. Babbling, cooing, single words, telegraphic speech
 - B. Cooing, babbling, telegraphic speech, single words
 - C. Cooing, babbling, single words, telegraphic speech
 - D. Single words, babbling, cooing, telegraphic speech

34. Multiple Personality Disorder is a type of
- A. Depressive Disorder
 - B. Dissociative Disorder
 - C. Anxiety Disorder
 - D. Psychosis
35. Rob is rewarded with a chocolate after answering every five questions correctly. What kind of reinforcement pattern is being followed here?
- A. Continuous reinforcement
 - B. Fixed Ratio Schedule
 - C. Variable Interval Schedule
 - D. Fixed Interval Schedule
36. Which of the following is not a component of observational learning proposed by Bandura?
- A. Attention
 - B. Memory
 - C. Imitation
 - D. Performance
37. The type of forgetting that occurs when existing memory interferes with the recall of newly learned material is known as
- A. Encoding failure
 - B. Disuse
 - C. Retroactive Interference
 - D. Proactive Interference
38. Whenever Ram gets angry at his boss, he comes home and shouts at his wife. Ram is using _____ defense mechanism
- A. Repression
 - B. Suppression
 - C. Displacement
 - D. Projective Identification
39. The two-factor theory of intelligence was proposed by
- A. Thordike
 - B. Binet
 - C. Thurstone
 - D. Spearman
40. Which of the following best describes a Type II error in hypothesis testing?
- A. Rejecting the null hypothesis when it is true
 - B. Accepting the null hypothesis when it is false
 - C. Incorrectly concluding that there is a significant effect when there isn't one
 - D. Incorrectly concluding that there is no significant effect when there actually is one
41. Albert Ellis has given _____
- A. Grief therapy
 - B. Rational emotive behaviour therapy
 - C. Supportive therapy
 - D. Acceptance and commitment therapy

42. Rashmi who always gets 'A' grade in her individual assignments does not fare well in work that requires a group effort. This mechanism is known as
- A. Social infacilitation B. Social incompetence
C. Social impairment D. Social loafing
43. Oedipal and Electra complex occurs in _____stage of psychosexual development.
- A. Phallic stage B. Oral stage
C. Genital stage D. Latency stage
44. Blessy has got an IQ of 88 in an intelligence test. She falls in _____range of intellectual functioning
- A. Above Average B. Dull Normal
C. Average D. Mild Mental Retardation
45. The basic units of sound in language are called
- A. Morphemes B. Phonemes
C. Syntax D. Semantics
46. Sushma mostly feels her hands are dirty and keeps washing them repeatedly for a long time. What kind of a disorder she is suffering from?
- A. Depression B. Panic Disorder
C. Dissociative Disorder D. Obsessive Compulsive Disorder
47. Tachistoscope is an instrument used to measure _____
- A. Attention B. Memory
C. language D. Motor Skills
48. An infant's knowledge that an object exists even when it is out of sight is known as
- A. Object-relation B. Object-constancy
C. Object-consolidation D. Object-permanence
49. Which of the following is NOT a monocular cue of depth perception?
- A. Accommodation B. Convergence
C. Relative size D. Texture gradient

50. The concept of basic anxiety was given by
 A. Alfred Adler
 B. Sigmund Freud
 C. Karen Horney
 D. Erik Erikson
51. _____ is the thick band of neurons connecting left and right sides of the Cerebral Cortex.
 A. Corpus callosum
 B. Hypothalamus
 C. Medulla
 D. Thalamus
52. In classical conditioning theory, the sudden reappearance of a conditioned response following extinction is called
 A. Spontaneous recovery
 B. Higher order conditioning
 C. Stimulus generalization
 D. Stimulus discrimination
53. The concept of learned helplessness was given by
 A. Skinner
 B. Watson
 C. Seligman
 D. Thordike
54. _____ is the satiation center related to eating in brain
 A. Ventro-medial hypothalamus
 B. Lateral hypothalamus
 C. Substantia niagra
 D. Amygdala
55. Type A personality is most commonly associated with
 A. Gastrointestinal Disorders
 B. Asthma
 C. Diabetes
 D. Coronary Heart Diseases
56. The following are the statistical measures: 1) Correlation 2) Standard Deviation 3) Range 4) Mean. Which of the following is a correct option representing the measure of the variability of data?
 A. 1 and 2
 B. Standard deviation
 C. 2 and 3
 D. 3 and 4
57. According to Piaget's theory of cognitive development, which stage is characterized by the ability to think logically about concrete events and grasp concrete analogies and perform arithmetical operations?
 A. Sensorimotor
 B. Preoperational
 C. Concrete operational
 D. Formal operational

58. The primary function of the myelin sheath is to:
- A. Increase the strength of the nerve impulse
 - B. Determine whether the postsynaptic neuronal response is excitation or inhibition
 - C. Determine whether the postsynaptic nerve will fire an action potential
 - D. Increase the speed of neuronal firing
59. A recessive trait is:
- A. Expressed when it is overridden by a dominant trait.
 - B. Expressed when the environmental circumstances are permissible.
 - C. Not expressed because of the presence of a dominant trait.
 - D. A trait that has been deleted from the human genome by evolution
60. Which of the following is the latest version of the Wechsler Intelligence Scale for Children (WISC)?
- A. WISC-III
 - B. WISC-IV
 - C. WISC-V
 - D. WISC-VI
61. Which is not a characteristic of Emotions?
- A. Emotions are universal
 - B. Emotions are personal
 - C. Emotions rise abruptly
 - D. There is a Positive correlation between the upsurge of emotions and intelligence.
62. Which of the following is correct according to Canon Bard's Theory of emotion?
- A. Felt emotion is the perception of bodily changes
 - B. Felt emotion and bodily responses are independent events and occur simultaneously
 - C. The interpretation of bodily arousal denotes emotions
 - D. Bodily changes comes prior to felt emotions
63. Which of the following is true about naturalistic observation?
- A. Bias in the recording of data is unlikely to occur.
 - B. It is important for the researcher to be unobtrusive.
 - C. It is an excellent method for determining cause-and-effect relationships.
 - D. Bias in the interpretation of data is unlikely to occur

64. A researcher wants to see whether a protein-enriched diet will enhance the maze-running performance of rats. One group of rats are fed the high-protein diet for the duration of the study; the other group continues to receive ordinary rat chow. In this experiment, the diet fed to the two groups of rats is the_____ variable.
- A. Correlated
 - B. Dependent
 - C. Control
 - D. Independent
65. For which of the following is Wilhelm Wundt primarily known?
- A. The establishment of the first formal laboratory for research in psychology
 - B. Establishing that the mind and body cannot be distinguished and that they are the same entities
 - C. The discovery of how signals are conducted along nerves in the body
 - D. The development of the first formal program for training in psychotherapy
66. Which of the following would a behaviorist consider an expression of anger?
- A. An adult plotting to have a co-worker demoted or fired
 - B. An adult slamming the door upon leaving a room
 - C. A child daydreaming about fighting a bully at school
 - D. A child having recurrent dreams about running away from home
67. Electrical stimulation of which of the following parts of the nervous system in rats is most likely to elicit eating, drinking or aggressive behaviour?
- A. Medulla
 - B. Mamillary bodies
 - C. Hippocampus
 - D. Hypothalamus
68. Which of the following describes the correct sequence of passage of electrical activity as it is received from a single nerve cell?
- A. Axon–Dendron–Soma–Vesicle
 - B. Soma–Cell body–Axon–Dendrite
 - C. Dendrite–Soma–Axon–Vesicle
 - D. Dendrite–Cell body–Vesicle–Axon
69. When we are reading, the distance of each letter from those around it affects which word we see. For example: SCARCITY means something different from SCAR CITY. PROSECUTE is different from PROSE CUTE. Which Gestalt principle are we using to decide which letters to consider part of full words?
- A. Similarity
 - B. Proximity
 - C. Closure
 - D. Continuity

70. Smells can often bring up emotional memories because the neural pathways for smell go through the_____
- A. The reticular formation B. Olfactory bulb
C. The temporal lobe D. The limbic system
71. An artist doing a pencil drawing could use which of the following to add depth to her/his drawing?
- A. Retinal disparity B. Linear perspective
C. Closure D. Kinesthesia
72. What is the major difference between classical and operant conditioning?
- A. Operant conditioning was established well before Classical conditioning
B. Operant Conditioning is used to train organisms to perform specific acts, and classical conditioning is used to get organisms to stop performing specific acts
C. Classical conditioning involves pairing stimuli, and operant conditioning involves pairing a response with a stimulus
D. Classical conditioning is more difficult to use but more effective than operant Conditioning
73. A college student who has walked around a mall several times with no particular purpose in mind is able to locate a shoe store in the mall very quickly when she wants to buy new shoes. The student's capability is an example of _____ learning
- A. insight B. latent
C. associative D. observational
74. A 47-year-old man states that he went to the oral surgeon as a boy and had 10 teeth removed. Although Xylocain (a pain killer) was used, the extraction was still quite painful and provoked a great deal of fear. At the same time, patients at other stations were having cavities filled and the sound of the drill could be heard. Today, the man becomes quite anxious when he hears the sound of a dentist's drill. The conditioned stimulus is:
- A. The sound of the drill B. The oral surgeon
C. The feeling of anxiety D. Xylocain
75. The 'aha' experience occurs in_____and it was put forward by _____
- A. Insight learning; Albert Bandura
B. Latent learning; Alfred Kohler
C. Observational learning ; Albert bandura
D. Insight learning; Alfred Kohler

76. Chunking is a method of:
- A. Increasing the perceptual capacity of the brain
 - B. Increasing the storage capacity in STM
 - C. Increasing the storage capacity in the LTM
 - D. Increasing the Storage Capacity of Procedural memory of a person
77. According to the serial Position effect, when recalling a list of words you should have the greatest difficulty with those:
- A. at the beginning of the list
 - B. in the middle of the list
 - C. at the end and in the middle of the list
 - D. at the end of the list
78. Alzheimer's illness is caused due to an increase in which of the neurotransmitters?
- A. Dopamine
 - B. Serotonin
 - C. GABA
 - D. Acetyl Choline
79. Babies who can crawl will stop at the edge of the 'visual cliff' apparatus. What does this suggest?
- A. They cannot see the virtual edge of the cliff
 - B. They have poor depth perception
 - C. They perceive textural depth cues
 - D. They become fearful and cannot perceive textural depth cues
80. Theoretically, The correct order of the stages of dying are:
- A. Depression - Anger - Bargaining - Denial - Acceptance
 - B. Denial - Depression - Bargaining - Acceptance - Anger
 - C. Denial - Acceptance - Bargaining - Depression - Anger
 - D. Denial - Anger - Bargaining - Depression - Acceptance

81. Radha, a preschooler, insists on dressing herself each morning for going to nursery, even though she generally selects mismatching outfits, misses buttons, and wears her shoes on the wrong feet. When her mother tries to dress radha or fix her outfit, she brushes her mother off and insists on doing it herself. What conflict of psychosocial development best describes Radha's behavior?
- A. Trust vs. Mistrust
B. Autonomy vs. Shame and Doubt
C. Initiative vs. Guilt
D. Industry vs. Inferiority
82. Shyam was born in 1937. In 1947, he scored 130 on an intelligence test. What was Shyam's mental age when he took the test?
- A. 9
B. 11
C. 10
D. 13
83. Mill has been stranded at the airport for more than 12 hours. She is very sleepy but doesn't have a pillow. Her inability to see that her suitcase can be used as a pillow demonstrates the concept of
- A. Confirmation bias
B. Bottom-up processing
C. Divergent thinking
D. Functional fixedness
84. If you are more likely to consider baseball as a sport than race car driving, then your _____ for the concept of "sport" is more closely aligned with baseball than with race car driving.
- A. Algorithm
B. Heuristic
C. Prototype
D. Mental set
85. The Cognitive Dissonance theory of Attitude formation was put forward by
- A. Kelly
B. Leon Festinger
C. Fritz Heider
D. Doob
86. The method used to test the likelihood of people buying a new product is
- A. Self-report method
B. Experimental method
C. Case study method
D. Public opinion polling
87. According to the DSM-V multiaxial assessment format, Axis II captures:
- A. General Medical Conditions
B. Personality Disorders
C. Clinical Disorders
D. Psychosocial Problems

88. Jack claims that he often has dreams that predict future events. He claims to have a type of ESP called:
- A. Telepathy
 - B. Precognition
 - C. Clairvoyance
 - D. Psychokinesis
89. Most of the hallucinations of schizophrenia patients involve the sense of
- A. Smell
 - B. Hearing
 - C. Vision
 - D. Touch
90. Bobby has never been able to keep a job. He's been in and out of jail for charges such as theft, sexual assault, and spousal abuse. Bobby would most likely be diagnosed as having
- A. A dissociative identity disorder
 - B. Major depressive disorder
 - C. An antisocial personality
 - D. Sexual Dysfunction
91. The technique in which desired behaviors are rewarded with points or poker chips that can later be exchanged for various rewards is called
- A. Counter conditioning
 - B. Systematic desensitization
 - C. Token economy
 - D. Exposure therapy
92. According to cognitive dissonance theory, dissonance is most likely to occur when
- A. A person's behavior is not based on strongly held attitudes
 - B. Two people have conflicting attitudes and find themselves in disagreement
 - C. An individual does something that is personally disagreeable
 - D. An individual is coerced into doing something that he or she does not want to do
93. Needs for personal growth, and self-fulfillment fall under _____ according to Maslow's need Hierarchy.
- A. Esteem needs
 - B. Aesthetic needs
 - C. Need for Self-actualization
 - D. Cognitive needs
94. The term used in psychology to denote those people who express their power motivation by manipulating and exploiting others in a deceptive and unscrupulous fashion is
- A. Oedipus complex
 - B. Cleopatra complex
 - C. Electra complex
 - D. Machiavellinism

95. The method of research which observes the same individuals at different points in time is called
- A. Longitudinal method
 - B. Cross sectional method
 - C. Lifelong method
 - D. Life span method
96. _____ is a non-parametric test
- A. ANOVA
 - B. Chi-square
 - C. t-test
 - D. Correlation
97. The Harlows' studies of attachment in monkeys showed that:
- A. Provision of nourishment was the single most important factor motivating attachment
 - B. A cloth mother produced the greatest attachment response
 - C. Whether a cloth or wire mother was present mattered less than the presence or absence of other infants
 - D. Attachment in monkeys is based on imprinting
98. Which of the following is NOT a factor influencing individual behavior in organizations?
- A. Personality
 - B. Perception
 - C. Competition
 - D. Attitudes
99. Which leadership style involves making decisions without consulting others?
- A. Democratic leadership
 - B. Autocratic leadership
 - C. Transformational leadership
 - D. Laissez-faire leadership
100. In the context of decision-making, what is bounded rationality?
- A. Making decisions based on limited information and cognitive capabilities
 - B. Making decisions based on perfect information and rational analysis
 - C. Making decisions without considering the consequences
 - D. Making decisions based solely on intuition

ANSWER SHEET

1	A	B	C	D	E	26	A	B	C	D	E	51	A	B	C	D	E	76	A	B	C	D	E
2	A	B	C	D	E	27	A	B	C	D	E	52	A	B	C	D	E	77	A	B	C	D	E
3	A	B	C	D	E	28	A	B	C	D	E	53	A	B	C	D	E	78	A	B	C	D	E
4	A	B	C	D	E	29	A	B	C	D	E	54	A	B	C	D	E	79	A	B	C	D	E
5	A	B	C	D	E	30	A	B	C	D	E	55	A	B	C	D	E	80	A	B	C	D	E
6	A	B	C	D	E	31	A	B	C	D	E	56	A	B	C	D	E	81	A	B	C	D	E
7	A	B	C	D	E	32	A	B	C	D	E	57	A	B	C	D	E	82	A	B	C	D	E
8	A	B	C	D	E	33	A	B	C	D	E	58	A	B	C	D	E	83	A	B	C	D	E
9	A	B	C	D	E	34	A	B	C	D	E	59	A	B	C	D	E	84	A	B	C	D	E
10	A	B	C	D	E	35	A	B	C	D	E	60	A	B	C	D	E	85	A	B	C	D	E
11	A	B	C	D	E	36	A	B	C	D	E	61	A	B	C	D	E	86	A	B	C	D	E
12	A	B	C	D	E	37	A	B	C	D	E	62	A	B	C	D	E	87	A	B	C	D	E
13	A	B	C	D	E	38	A	B	C	D	E	63	A	B	C	D	E	88	A	B	C	D	E
14	A	B	C	D	E	39	A	B	C	D	E	64	A	B	C	D	E	89	A	B	C	D	E
15	A	B	C	D	E	40	A	B	C	D	E	65	A	B	C	D	E	90	A	B	C	D	E
16	A	B	C	D	E	41	A	B	C	D	E	66	A	B	C	D	E	91	A	B	C	D	E
17	A	B	C	D	E	42	A	B	C	D	E	67	A	B	C	D	E	92	A	B	C	D	E
18	A	B	C	D	E	43	A	B	C	D	E	68	A	B	C	D	E	93	A	B	C	D	E
19	A	B	C	D	E	44	A	B	C	D	E	69	A	B	C	D	E	94	A	B	C	D	E
20	A	B	C	D	E	45	A	B	C	D	E	70	A	B	C	D	E	95	A	B	C	D	E
21	A	B	C	D	E	46	A	B	C	D	E	71	A	B	C	D	E	96	A	B	C	D	E
22	A	B	C	D	E	47	A	B	C	D	E	72	A	B	C	D	E	97	A	B	C	D	E
23	A	B	C	D	E	48	A	B	C	D	E	73	A	B	C	D	E	98	A	B	C	D	E
24	A	B	C	D	E	49	A	B	C	D	E	74	A	B	C	D	E	99	A	B	C	D	E
25	A	B	C	D	E	50	A	B	C	D	E	75	A	B	C	D	E	100	A	B	C	D	E

ROUGH WORK

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