

No. of Pages. 24

Code No.

**Y – 3037**

Register Number :

Time : 2 Hours

Name :

Max.Marks : 100

**Entrance Examination for Admission to the P.G. Courses in the  
Teaching Departments, 2026**

**CSS**

**APPLIED PSYCHOLOGY**

**GENERAL INSTRUCTIONS**

1. The Question Paper is having 100 Objective Questions, each carrying one mark.
2. The answers are to be marked **only** in the “**OMR Sheet**” provided.
3. **Negative marking** : **0.25 marks** will be deducted for each wrong answer .

**INSTRUCTIONS FOR FILLING THE OMR SHEET**

- The OMR sheet should not be folded or crushed.
- Use only blue/black ball point pen to fill the circles.
- Use of pencil is strictly prohibited.
- Circles should be darkened completely and properly.
- Cutting and erasing on this sheet is not allowed.
- Do not leave any stray marks on the sheet.
- Do not use marker or white fluid to hide the mark.

• **WRONG METHODS**



**CORRECT METHOD**



**DO NOT WRITE HERE**

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Choose appropriate answer from the options in the questions.

**(100 × 1 = 100 marks)**

1. According to Atkinson and Shiffrin's multi-store model of memory, which of the following correctly describes the sequence of information processing?
  - A. Long-term memory → Short-term memory → Sensory register
  - B. Sensory register → Short-term memory → Long-term memory
  - C. Short-term memory → Sensory register → Long-term memory
  - D. Sensory register → Long-term memory → Short-term memory

2. Organizational behavior primarily studies :
  - A. Machine and technology
  - B. Human behavior in organizational settings
  - C. Financial management
  - D. Marketing strategies
  
3. According to Festinger's cognitive dissonance theory, dissonance is most likely to produce attitude change when :
  - A. The behavior was performed under high external justification
  - B. The behavior was performed under low external justification
  - C. The individual has high self-esteem
  - D. The discrepant behavior is observed in others
  
4. What is the full form of LTP?
  - A. Long Time Potential
  - B. Last Turn Potential
  - C. Least Tuned Power
  - D. Long-Term Potentiation
  
5. The 'magic number 7, plus or minus 2' proposed by George Miller refers to the capacity of :
  - A. Long-term memory
  - B. Sensory memory
  - C. Short-term / working memory
  - D. Procedural memory
  
6. Which of the following is a personality assessment tool?
  - A. SWOT Analysis
  - B. Myers-Briggs Type Indicator
  - C. Lewin's Change Model
  - D. Transactional Analysis

7. The 'fundamental attribution error' (Ross, 1977) refers to the tendency to :
- A. Over estimate situational factors and under estimate Dispositional factors in explaining others' behaviour
  - B. Over estimate Dispositional factors and under estimate situational factors when explaining others' behaviour
  - C. Attribute one's own successes to internal causes and failures to external causes
  - D. Judge others more harshly than oneself
8. Which model of abnormality suggests that psychological disorders are caused by neurotransmitter imbalances or genetic predispositions?
- A. Psychodynamic Model
  - B. Behavioural Model
  - C. Biological Model
  - D. Cognitive Model

9. Assertion and Reasoning

Assertion (A) : The mean is always the best measure of central tendency to use

Reason (R) : The mean is sensitive to extreme scores, which can distort the measure of central tendency.

Options :

- 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.

10. Baddeley and Hitch's working memory model replaced the concept of short-term memory with a multi-component system. Which component is responsible for integrating information from multiple sources and linking working memory to long-term memory?
- A. Phonological loop                      B. Visuo-spatial sketchpad  
C. Central executive                      D. Episodic buffer
11. In the DSM-5, the "Five Axis" system used in previous versions has been :
- A. Expanded to seven axes  
B. Maintained as the primary diagnostic tool  
C. Replaced by a non-axial documentation system  
D. Simplified to two axes
12. Which is the largest lobe of the brain?
- A. Frontal lobe                      B. Parietal lobe  
C. Occipital lobe                      D. Temporal lobe
13. In a negatively skewed distribution, what is the correct relationship between the mean, median and mode?
- A. Mean > Median > Mode                      B. Mode > Median > Mean  
C. Mean = Median = Mode                      D. Median > Mode > Mean
14. Classical conditioning differs from operant conditioning primarily in that :
- A. Classical conditioning involves voluntary behaviour; operant conditioning involves involuntary behaviour  
B. Classical conditioning pairs a neutral stimulus with an unconditioned stimulus; operant conditioning relies on the consequences of behaviour  
C. Classical conditioning requires reinforcement; operant conditioning requires punishment  
D. Classical conditioning is faster; operant conditioning is slower

15. A person who experiences sudden, intense fear and physical symptoms like heart palpitations and shortness of breath, without a clear trigger, is likely suffering from :
- A. Generalized Anxiety Disorder      B. Panic Disorder  
C. Specific Phobia                      D. Obsessive-Compulsive Disorder
16. The "fight or flight" response is triggered by which system?
- A. Parasympathetic                      B. Central Nervous System  
C. Sympathetic Nervous System      D. Somatic Nervous System
17. A researcher records the eye color of participants. This is an example for which scale of measurement?
- A. Nominal                                B. Ordinal  
C. Interval                                D. Ratio
18. Which motivation theory emphasises fairness in reward distribution?
- A. Equity Theory                        B. Expectancy Theory  
C. Goal Setting Theory                D. Reinforcement Theory
19. Milgram's obedience experiments demonstrated that the most important factor increasing participants' defiance was :
- A. The physical proximity of the experimenter  
B. The presence of two rebellious confederates  
C. The visible suffering of the 'learner'  
D. The educational level of the participant

20. The phenomenon of 'spontaneous recovery' in classical conditioning refers to ;
- A. The reappearance of an extinguished conditioned response after a rest period
  - B. The gradual weakening of a conditioned response
  - C. The transfer of a conditioned response to a new stimulus
  - D. The strengthening of an unconditioned response
21. The "Negative Triad" (negative views of self, world and future) was proposed by Aaron Beck to explain :
- A. Schizophrenia
  - B. Bipolar Disorder
  - C. Depression
  - D. Anxiety
22. Which part of the brain is primarily involved in speech production and articulation?
- A. Broca's area
  - B. Wernicke's area
  - C. Hippocampus
  - D. Cerebellum
23. If all scores in a data set are increased by 5, the Standard Deviation will :
- A. Increase by 5
  - B. Decrease by 5
  - C. Remain unchanged
  - D. Become 0
24. Organizational commitment refers to :
- A. Employee loyalty and attachment to the organization
  - B. The number of hours worked per week
  - C. The level of stress employee experience
  - D. The structure of the organisation

25. In Asch's conformity experiments, the rate of conformity was significantly REDUCED when :
- A. The group size exceeded seven numbers
  - B. One confederate gave the correct answer (social support)
  - C. The lines were made more ambiguous
  - D. Participants were made more publicly accountable
26. In observational learning (Bandura), which of the following is NOT one of the four key processes?
- A. Attention
  - B. Retention
  - C. Reinforcement scheduling
  - D. Motor reproduction
27. Which of the following is considered a "positive symptom" of Schizophrenia?
- A. Alogia (poverty of speech)
  - B. Anhedonia
  - C. Hallucinations
  - D. Flat affect
28. The process of consolidating memories during sleep is associated with which brain structure?
- A. Amygdala
  - B. Hippocampus
  - C. Thalamus
  - D. Prefrontal cortex
29. A "Flat-topped" distribution is referred to as :
- A. Leptokurtic
  - B. Mesokurtic
  - C. Platykurtic
  - D. Skewed
30. Which of the following is the application of motivation theories in organisations?
- A. Job Characteristics Model
  - B. Transactional Analysis
  - C. Charismatic Leadership
  - D. Autogenic Training

31. Social facilitation theory (Zajone, 1965) proposes that the presence of others enhances performance on \_\_\_\_\_ tasks but impairs performance on \_\_\_\_\_ tasks.
- A. Complex; simple
  - B. Simple / well-learned; complex / novel
  - C. Individual; group
  - D. Cognitive; motor
32. Retroactive interference in memory occurs when :
- A. Old memories interfere with the formation of new memories
  - B. New learning interferes with the recall of older memories
  - C. Emotional arousal enhances memory consolidation
  - D. Sleep deprivation impairs long-term potentiation
33. A dissociative disorder characterised by the presence of two or more distinct personality states is known as :
- A. Dissociative Fugue
  - B. Dissociative Identity Disorder
  - C. Depersonalization Disorder
  - D. Dissociative Amnesia
34. The master gland of the endocrine system is the :
- A. Thyroid
  - B. Adrenal
  - C. Pancreas
  - D. Pituitary
35. The descriptive statistics based on the test scores of a representative group of individuals are called
- A. Z score
  - B. Norm
  - C. Reference statistics
  - D. Standard scores

36. A boundaryless organisation is characterised by :
- A. Strict hierarchical rules
  - B. Elimination of traditional barriers between departments and external partners
  - C. Focus only on financial outcomes
  - D. Rigid bureaucratic procedures
37. The 'bystander effect' discovered by Darley and Latané can be best explained by which two psychological mechanisms?
- A. Groupthink and deindividuation
  - B. Diffusion of responsibility and pluralistic ignorance
  - C. Social loafing and conformity
  - D. Obedience and compliance
38. Which level of processing, according to Craik and Lockhart's Levels of Processing theory, leads to the deepest encoding and best retention?
- A. Structural processing (appearance of words)
  - B. Phonemic processing (sound of words)
  - C. Semantic processing (meaning of words)
  - D. Syntactic processing (grammatical structure)
39. Which personality disorder is characterized by a pervasive pattern of disregard for, and violation of, the rights of others?
- A. Borderline Personality Disorder
  - B. Narcissistic Personality Disorder
  - C. Antisocial Personality Disorder
  - D. Histrionic Personality Disorder
40. Where is the neurotransmitter serotonin mostly found?
- A. Central Nervous System
  - B. Gastrointestinal tract
  - C. Blood stream
  - D. Lymphatic system



46. Which is the basic structural and functional unit of the nervous system?
- A. Neurons
  - B. Nephrons
  - C. Glial cells
  - D. Fibromalgia
47. If you multiply all scores in a dataset by 2, the correlation coefficient will :
- A. Double
  - B. Be halved
  - C. Remain unchanged
  - D. Become zero
48. A manager introduces flexible work arrangements, such as telecommuting and job sharing. This is an example of :
- A. Employee involvement programs
  - B. Organisational citizenship behavior
  - C. Stress inoculation training
  - D. Transactional leadership
49. According to Tajfel and Turner's Social Identity Theory, in-group favouritism is primarily motivated by :
- A. Competition over scarce resource
  - B. The desire to maintain a positive social identity
  - C. Genetic relatedness to in-group members
  - D. Historical intergroup conflicts
50. Cattell's distinction between fluid intelligence (Gf) and crystallised intelligence (Gc) suggests that :
- A. Both decline sharply after adolescence
  - B. Gf tends to decline with age while Gc remains stable or increases
  - C. Gc declines with age while Gf remains stable
  - D. Both increase steadily throughout the lifespan

51. Agoraphobia is best described as a fear of :
- A. Heights and high places
  - B. Small, enclosed places
  - C. Situations where escape might be difficult or help unavailable
  - D. Social evaluation by others
52. Which technique measures brain activity by detecting changes in blood oxygen levels?
- A. EEG
  - B. fMRI
  - C. CT scan
  - D. Lesion study
53. Given below are two statements
- Statement 1 : Reliability refers to the consistency of scores.
- Statement 2 : When a test is reliable, it has to be valid.
- In light of the given statements. Choose the correct answer
- A. Both statements are true
  - B. Both statements are false
  - C. Statement 1 is true, 2 is false
  - D. Statement 1 is false, 2 is true
54. During organizational change, employees resist due to fear of losing status. Which intervention would best address this?
- A. Increasing workload
  - B. Sensitivity training and team building
  - C. Ignoring employee concerns
  - D. Downsizing strategies

55. Petty and Cacioppo's Elaboration Likelihood Model (ELM) distinguish between two routes of persuasion. High-elaboration individuals are persuaded primarily through :
- A. Peripheral cues such as attractiveness and celebrity endorsement
  - B. The central route, focusing on argument quality and evidence
  - C. Emotional appeals and vivid imagery
  - D. Repetition and mere exposure effects
56. The concept of 'metacognition' as defined by Flavell refers to :
- A. The ability to process information at multiple levels simultaneously
  - B. One's knowledge and control over one's own cognitive processes
  - C. The capacity to transfer learning across different domains
  - D. The automatic processing of over-learned skills
57. Which disorder involves a preoccupation with imagined or slight defects in physical appearance?
- A. Somatic Symptom Disorder
  - B. Body Dysmorphic Disorder
  - C. Conversion Disorder
  - D. Illness Anxiety Disorder
58. A decrease in dopamine levels is classically associated with which disorder?
- A. Huntington's disease
  - B. Schizophrenia
  - C. Depression
  - D. Parkinson's disease
59. Which of the following is the correct sequence in the research process?
- A. Data Collection → Hypothesis → Research Design → Analysis
  - B. Hypothesis → Research Design → Data Collection → Analysis
  - C. Analysis → Hypothesis → Data Collection → Research Design
  - D. Research Design → Data Collection → Hypothesis → Analysis

60. The phenomenon of 'groupthink' as described by Janis is characterized by all of the following EXCEPT :
- A. Illusion of vulnerability
  - B. Collective rationalization
  - C. Increased individual accountability
  - D. Self-censorship of dissenting views
61. In connectionist / PDP model of memory, information is stored as :
- A. Discrete units in specific neural locations
  - B. Hierarchical schemas in long-term memory
  - C. Distributed patterns of activation across networks of units
  - D. Sequential scripts in episodic memory
62. The "Core Conditions" of empathy, unconditional positive regard, and congruence were established by:
- A. Sigmund Freud
  - B. Carl Rogers
  - C. Albert Ellis
  - D. B.F. Skinner
63. Which imaging method is best for detecting brain tumors or structural damage?
- A. Magnetic Resonance Imaging
  - B. Electroencephalograph
  - C. Computerised Axial Tomography Scan
  - D. LORETA

64. In inferential statistics, a Type I error occurs when :
- A. We fail to reject a false null hypothesis
  - B. We reject a true null hypothesis
  - C. The sample size is too small
  - D. The population variance is unknown
65. The actor-observer biases in attribution suggests that :
- A. Actors attribute their behaviour to the situation; observers attribute it to the actor's disposition.
  - B. Observers attribute behavior to the situation; actors attribute it to their own disposition.
  - C. Both actors and observers tend to make dispositional attributions.
  - D. Both actors and observers tend to make situational attributions.
66. The 'encoding specificity principle' (Tulving & Thomson) states that :
- A. Deeper encoding always leads to better retrieval
  - B. Memory retrieval is most effective when the retrieval context matches the encoding context
  - C. Recognition is always superior to recall
  - D. Emotional events are encoded more vividly than neutral events
67. In counselling, "Paraphrasing" is a technique used primarily to :
- A. Give advice to the client
  - B. Check the counsellor's understanding of the client's message
  - C. Diagnose the client's underlying pathology
  - D. Change the subject of conversation



73. What is the full form of SSRIs?
- A. Selective Serotonin Reuptake Inhibitors
  - B. Secluded Serotonin Retention Inhibitors
  - C. Serotonin Secreting Reuptake Inhibitors
  - D. Selective Serotonin Repulsive Inhalers
74. Which sampling method ensures that sub-groups of a population are represented proportionately?
- A. Simple Random Sampling
  - B. Snowball Sampling
  - C. Stratified Random Sampling
  - D. Convenience Sampling
75. The concept of 'deindividuation' proposed by Zimbardo refers to :
- A. The loss of self-awareness and personal responsibility in group situations, leading to disinhibited behaviour
  - B. The heightened sense of personal identity within a crowd
  - C. The process by which individuals conform to group norms
  - D. The reduction of prejudice through intergroup contact
76. The phenomenon of 'state dependent memory' and 'context-dependent memory' is best explained by which theoretical framework?
- A. Decay theory
  - B. Interference theory
  - C. Encoding specificity principle
  - D. Consolidation theory
77. Rational Emotive Behaviour Therapy (REBT) uses the "ABC" model. What does 'B' stand for?
- A. Behaviour
  - B. Biological predisposition
  - C. Belief system
  - D. Basic needs









## **ROUGH WORK**

## **ROUGH WORK**