

DO NOT OPEN THIS TEST BOOKLET UNTIL YOU ARE ASKED TO DO SO

COMBINED COMPETITIVE (PRELIMINARY) EXAMINATION, 2013

Serial No.

PSYCHOLOGY

Code No. 18



Time Allowed : Two Hours

Maximum Marks : 300

INSTRUCTIONS

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4. This Booklet contains 120 items (questions). Each item comprises *four* responses (answers). You will select *one* response which you want to mark on the Response Sheet. In case you feel that there is more than one correct response, mark the response which you consider the best. In any case, choose **ONLY ONE** response for each item.
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Your Roll No.

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ROUGH WORK

1. Which one of the following psychologists was most likely to ask his subjects to describe their thoughts in an attempt to understand the elements of conscious experience ?
 (A) Sigmund Freud (B) B. F. Skinner
 (C) Max Wertheimer (D) Wilhelm Wundt

2. Which one of the following cannot be employed as a dependent variable in a psychological experiment ?
 (A) Heart rate (B) Reaction time
 (C) Chronological age (D) Subject's attitudes

3. Which one of the following structure carries information away from the cell body of a nerve cell ?
 (A) Astrocyte (B) Axon
 (C) Dendrite (D) Glial cells

4. A researcher measured Neuroticism scores of the monozygotic (MZ) and dizygotic twin (DZ) pairs. Using Neuroticism scores, he further computed the correlation between the twin pairs. If Neuroticism has a genetic basis, the correlation :
 (A) For MZ twins will be higher than the correlation for DZ twins
 (B) For MZ twins will be smaller than the correlation for DZ twins
 (C) Will be the same for MZ and DZ twins
 (D) For MZ and DZ twins will be opposite in sign

5. If we perceive a thing / stimulus even in its absence, it is called :
 (A) Illusion (B) Perceptual error
 (C) Hallucination (D) Delusion

6. Match List 1 with List 2. Indicate your answer using the proper code :

List 1	List 2
(P) Pavlov	1. Trial and error learning
(Q) Skinner	2. Insight learning
(R) Thorndike	3. Operant conditioning
(S) Kohler	4. Classical conditioning

Codes

	P	Q	R	S
(A)	3	4	2	1
(B)	4	3	2	1
(C)	3	4	1	2
(D)	4	3	1	2

7. In an experiment, the subject required twenty trials to learn a given material. After five hours, he was asked to relearn the material and required four trials to relearn. What is his saving score ?
(A) 20% (B) 25%
(C) 75% (D) 80%
8. If you consciously succeed at putting a painful memory out of mind, you have used :
(A) Negative rehearsal (B) Suppression
(C) Redintegration (D) Repression
9. The concept of 'multiple intelligences' was proposed by :
(A) Cattell (B) Gardner
(C) Spearman (D) Sternberg
10. Which one of the following need is related to entrepreneurial behaviour and economic development ?
(A) Need for achievement (B) Need for power
(C) Need for safety (D) Self-esteem need
11. Which one of the following personality model/theory is not heavily based on factor analysis ?
(A) McCrae and Costa's model (B) Cattell's theory
(C) Allport's theory (D) Eysenck's theory
12. The stage of the general adaptation syndrome when arousal is lowered as the body copes with the stressor is the :
(A) Alarm stage (B) Coping stage
(C) Resistance stage (D) Exhaustion stage
13. During discussion on South Indian foods, Ashok stated, "South Indian food is excellent! I like different South Indian dishes very much." This statement represents the _____ component of Ashok's positive attitude towards South Indian food.
(A) cognitive (B) affective
(C) behavioral (D) biological
14. Eye contact is an example of :
(A) Non-verbal communication (B) Verbal communication
(C) Neither verbal nor non-verbal communication (D) Artistic communication
15. While using paper-pencil personality tests for personnel selection, the major problem is :
(A) the low reliability of paper-pencil personality tests
(B) the socially desirable responding
(C) the cultural bias of the test items
(D) the non-availability of comprehensive paper-pencil personality tests

23. The view that social communication and social interaction with caregivers play a central role in cognitive development was proposed in :
- (A) Piaget's theory (B) Vygotsky's theory
(C) Kohlberg's theory (D) Information processing approach
24. What does the good score on verbal analogy test indicate ?
- (A) Good fluid intelligence (B) Good crystallized intelligence
(C) Good mathematical ability (D) Creativity
25. Maslow's hierarchy of needs is shown by a specific diagram in which self-actualization is at the top. Which needs would be at the complete bottom in this diagram ?
- (A) Safety needs (B) Self-esteem needs
(C) Love and belongingness needs (D) Physiological needs
26. At present, most psychologists believe that behavior is :
- (A) Often shaped by relatively stable and enduring characteristics or traits
(B) Minimally affected by inherited characteristics
(C) Completely shaped by environmental influences
(D) Driven by unstable traits and mood
27. Threat is to coping as :
- (A) Alarm is to exhaustion
(B) Exhaustion is to alarm
(C) Primary appraisal is to secondary appraisal
(D) Secondary appraisal is to primary appraisal
28. Stereotype is an example of :
- (A) Cognitive component of attitude (B) Affective component of attitude
(C) Behavioral component of attitude (D) Unconsciously hostile attitude
29. Usually, the rumors spreading in the organization are the examples of :
- (A) Formal organizational communication (B) Grapevine
(C) Group think (D) Management-controlled communication
30. Which one of the following motivation theory can be best used for justifying the variable pay programmes used in several industries ?
- (A) Arousal theory (B) Drive theory
(C) Expectancy theory (D) Need theory

31. Which of the following psychologist/s contributed to the behavioristic model of psychology ?

Indicate your answer with the codes given :

1. Skinner
2. Titchener
3. Watson
4. Wundt

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

32. Arrange the following three types of psychological investigations in ascending order in terms of the researcher's ability to control secondary variance. Indicate your answer using the proper code given:

1. Laboratory experiments
2. Field experiments
3. Ex post facto field studies

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

33. Which of the following structure/s is/are related to speech ? Indicate your answer using the codes given:

1. Occipital lobe
2. Broca's area
3. Brain stem
4. Wernicke's area

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

34. The son or daughter develops achievement motivation if parents :

- (A) Are strict and punitive
(B) Are highly protective
(C) Are themselves high on power motive
(D) Encourage independent behavior and value child's accomplishments

35. The figure-ground relationship was of interest to _____ psychologists.

- (A) Behavioral (B) Gestalt
(C) Neo-behavioral (D) Humanistic

36. The concept of token economy is based on :

- (A) Imitation and observation learning (B) Social learning theory
(C) Classical conditioning (D) Operant conditioning

37. Which one of the following was not included in Atkinson and Shiffrin's model of memory ?
 (A) Sensory memory (B) Working memory
 (C) Short-term memory (D) Long-term memory
38. A set of basic sounds characteristic of all spoken languages, is referred to as :
 (A) Phonemes (B) Syntax
 (C) Exemplars (D) Morphemes
39. According to Arthur Jensen, what percent of variation in intelligence is explained by genetic factors ?
 (A) About 80% (B) About 60%
 (C) About 50% (D) About 30%
40. In the hierarchy of needs as per Maslow, physiological, safety and social needs are classified as :
 (A) Deficiency motivation (B) Work needs
 (C) Sociogenic needs (D) Growth motivation
41. Which one of the following proposed that personality could be conceptualized in terms of cardinal, central and secondary traits ?
 (A) Freud (B) Goldberg
 (C) Allport (D) Rogers
42. At times, people experience a desire to harm others when they have been prevented by others from obtaining what they wanted. This is called _____.
 (A) Frustration-catharsis hypothesis (B) Catharsis-frustration hypothesis
 (C) Learning-catharsis hypothesis (D) Frustration-aggression hypothesis
43. The conceptualization, that our attitudes are formed on the basis of rewards delivered by our parents for expressing the 'right view', is based on :
 (A) Operant conditioning theory (B) Information overload concept
 (C) False consensus effect (D) Classical conditioning theory
44. An organization formed a work team of instrumentation engineers to look into a specific technical problem. All team members had formally the same status. The communication among the team members can be best labelled as :
 (A) Formal communication (B) Informal communication
 (C) Vertical communication (D) Lateral communication
45. Annual or semi-annual ratings of each employee's performance, coupled with the feedback about the received ratings, are referred to as :
 (A) Psychophysical scaling (B) Performance appraisals
 (C) Rating inventories (D) Graphic rating scales

46. Gestalt psychology objected to structuralism because of its emphasis on :
 (A) Analysis (B) Introspection
 (C) Mentalism (D) Reflexes
47. Which one of the following is the preferred method in the field of ethology ?
 (A) Controlled experiments (B) Naturalistic observation
 (C) Clinical method (D) Physiological method
48. Which one of the following biochemical substances is NOT a neurotransmitter ?
 (A) Acetylcholine (B) Dopamine
 (C) Pepsin (D) Serotonin
49. According to _____, abnormal behavior is acquired through faulty learning.
 (A) Behaviorists (B) Humanistic psychologists
 (C) Phenomenologists (D) Psychoanalysts
50. Simple principles describing how we tend to organize discrete stimuli together in the perceptual world are known as :
 (A) Proximity principles (B) Closure laws
 (C) Perceptual constancies (D) Laws of grouping
51. Rotter has explained his concept of locus of control through :
 (A) Associationistic theory (B) Behaviouristic theory
 (C) Humanistic theory (D) Social learning theory
52. Memory which holds small amounts of information for about thirty seconds or less is called :
 (A) Working memory (B) Sensory memory
 (C) Immediate memory (D) Short-term memory
53. According to Chomsky, the underlying meaning contained in a sentence is known as :
 (A) Phoneme (B) Morpheme
 (C) Deep structure (D) Surface structure
54. According to Sternberg's triarchic theory the ability to formulate new ideas or to combine seemingly unrelated facts is referred to as _____ intelligence.
 (A) Componential (B) Experiential
 (C) Contextual (D) Fluid
55. 'Psychopathology of everyday life' provides evidence for :
 (A) Conscious motivation (B) Unconscious motivation
 (C) Deficiency motivation (D) Growth motivation

56. Ramesh is described as well-organised, careful, self-disciplined, responsible and scrupulous. Shankar is described as disorganized, careless, weak-willed and unscrupulous. Ramesh and Shankar differ on :
- (A) Neuroticism (B) Extraversion
(C) Openness to experience (D) Conscientiousness
57. Frustration is more likely to lead to aggression when it is viewed :
- (A) Only as unfair (B) Only as unexpected
(C) As either unfair or unexpected (D) As neither unfair nor unexpected
58. The unpleasant state, we experience when there is an obvious gap between our attitudes and actions, is called :
- (A) Cognitive imbalance (B) Cognitive dissonance
(C) Cognitive restructuring (D) Attitudinal inconsistency
59. A top boss in an organization expressed his concern that his subordinate managers tell him what they feel that he wants to hear. This communication barrier can be labelled as :
- (A) Filtering (B) Selective perception
(C) Information overload (D) Distorted perception
60. Requiring students to learn Sanskrit as an aid to English grammar is an example of :
- (A) Vertical transfer (B) Lateral transfer
(C) Downward information flow (D) Negative transfer
61. A branch of psychology that studies the behavioral mechanisms that have changed in response to environmental pressures over many generations is labelled as :
- (A) Biopsychology (B) Psychogenetics
(C) Environmental psychology (D) Evolutionary psychology
62. Which of the following is/are NOT true of case studies ? Indicate your answer using the given codes.
1. They can be time consuming and expensive
 2. Observer bias is a serious problem
 3. It is difficult to confidently draw generalized conclusions from their results
 4. They tend to be lacking in detailed, descriptive information
- (A) 2 only (B) 4 only
(C) 2 and 4 only (D) 1,3 and 4 only
63. Adreno corticotropic hormone (ACTH) is secreted by :
- (A) Adrenal cortex (B) Adrenal medulla
(C) Pituitary gland (D) Thyroid gland

64. Adult development is less predictable than childhood development because adult development is more closely tied to :
- (A) Social and environmental factors (B) Language and imitation
(C) Maturational and health factors (D) Organismic factors
65. Stimuli with strong, clear contours in which we perceive figure and ground as shifting back and forth are :
- (A) Reversible figures (B) Afterimages
(C) Figural aftereffects (D) Camouflaged figures
66. If a cash bonus is given to a salesperson for every tenth car sold, the schedule of reinforcement is called a :
- (A) Fixed interval schedule (B) Fixed ratio schedule
(C) Variable interval schedule (D) Variable ratio schedule
67. Akshay can remember very well who attended his last birthday party. Akshay probably has a good :
- (A) Semantic memory (B) Procedural memory
(C) Episodic memory (D) Associationistic memory
68. Which of the following are considered to be the basic components of thought ?
- (A) Concepts only (B) Concepts and propositions only
(C) Concepts and images only (D) Concepts, propositions and images
69. Which of the following test/s is/are considered as culture-fair tests ? Indicate your answer using the given codes :
1. Cattell's culture-fair test of intelligence
 2. Goleman's emotional intelligence scale
 3. Miller's Analogy test
 4. Raven's Progressive matrices test
- (A) 1 only (B) 1 and 2 only
(C) 1 and 4 only (D) 1, 3 and 4 only
70. McClelland assessed achievement motivation primarily by :
- (A) Rorschach inkblot test (B) Objective motivation inventory
(C) Thematic apperception test (D) Attitude inventory
71. One of the highly probable reasons for higher scores on Eysenckian Neuroticism is :
- (A) Lower activity of the brain cortex
(B) Higher activity of the brain cortex
(C) Lower activity of the autonomic nervous system
(D) Higher activity of the autonomic nervous system

72. Optimists tend to be more stress-resistant than pessimists. This is likely to be due to optimists using:
- (A) Problem-focused coping (B) Emotional coping
(C) Defensive coping (D) Denial
73. Which one of the following attitude-scaling method was NOT proposed by Thurstone ?
- (A) Paired-comparison (B) Summated ratings
(C) Equal-appearing intervals (D) Successive intervals
74. Which one of the following communication networks usually leads to high member satisfaction ?
- (A) Chain (B) Wheel
(C) Circle (D) All Channel
75. At the end of the course, the course teacher wants to assess whether the students have adequately mastered the course contents. For this purpose, he/she should employ _____.
- (A) Ability tests (B) Achievement tests
(C) Aptitude tests (D) Intelligence tests
76. A perspective in modern psychology which examines the role of ethnic identity on behavior is called the _____perspective.
- (A) Multicultural (B) Phenomenological
(C) Evolutionary (D) Humanistic
77. In an attempt to understand how traumatic brain injuries affect behavior, four accident victims were carefully observed, questioned and tested medically and psychologically. Which research method has been used in this work ?
- (A) Case study (B) Naturalistic observation
(C) Psychometric (D) Physiological
78. Which of the following structures are primarily involved in a stress response ? Indicate your answer by using proper code :
1. Hypothalamus 2. Pituitary gland
3. Adrenal gland 4. Corpus callosum
- (A) 1 and 2 (B) 2 and 3
(C) 1, 2 and 3 (D) 2, 3 and 4
79. Each of the following contributes to early menarchy except :
- (A) Better nutrition (B) Heavier body weight
(C) More exercise (D) Better overall health
80. The difficulties in sensing different colors may be partly due to the dysfunctioning of :
- (A) Rods (B) Cones
(C) Hair cells (D) Cochlear cells



89. If the accuracy of information to be communicated is the prime concern, _____ is probably a better communication network.

- (A) Wheel (B) All channel
(C) Circle (D) Chain

90. In order to continuously monitor the progress of the students, during teaching the teacher intermittently applied the multiple choice tests. This is an example of :

- (A) Placement evaluation (B) Follow up evaluation
(C) Formative evaluation (D) Summative evaluation

91. In a Muller-Lyer illusion experiment, the line with inward arrows was treated as a standard stimulus and the subject was required to adjust the line with outward arrows so that it appeared equal to the line of the standard stimulus. Which psychophysical method has been used in this experiment ?

- (A) Method of constant stimuli (B) Method of minimal changes
(C) Equal appearing interval method (D) Method of average errors

92. Match List I with List II and indicate your answer using the codes given below the lists.

List I

(Type of variable)

- (P) Artificially discrete variable
(Q) Continuous variable
(R) Qualitative variable
(S) Real discrete variable

List II

(Example)

1. Color
2. Nationality
3. Numerical ability
4. Selection test results in terms of selected and rejected.

	(P)	(Q)	(R)	(S)
(A)	4	1	3	2
(B)	2	3	1	4
(C)	4	3	1	2
(D)	2	1	3	4

93. Epinephrine and norepinephrine are secreted by :

- (A) Pineal gland (B) Pituitary gland
(C) Adrenal cortex (D) Adrenal medulla

94. Harlow's classic research with baby monkeys and wire or cloth artificial mothers has illustrated the importance of _____ in early development.

- (A) Physical contact (B) Regular feeding
(C) Classical conditioning (D) Freedom to explore

95. The binocular cue derived from the inward movement of the eyes as objects come closer is :

- (A) Convergence (B) Overlap
(C) Parallel Perspective (D) Retinal disparity



96. A finding reported that humans can learn to read a book while wearing goggles that invert their visual field. This finding supports the view that some aspects of perception are :
- (A) Modified by prototypical stimuli (B) Innate
(C) Guided by template matching (D) Learned
97. Melton and Irvin explained forgetting by using the following concepts. Indicate your answer by using the given codes.
- (1) Decay theory (2) Motivated forgetting
(3) Response competition (4) Unlearning
- (A) 4 only (B) 1 and 2 only
(C) 3 and 4 only (D) 1, 3 and 4 only
98. Once we have used a solution which works for several problems we frequently fail to perceive more direct solutions to similar problems. This is called :
- (A) Availability heuristics (B) Convergent thinking
(C) Functional fixedness (D) Mental set
99. According to Guilford's model of intelligence, creativity can be measured by :
- (A) Convergent thinking (B) Divergent thinking
(C) Emotional intelligence (D) Memory assessment
100. One of the major problems with instinct theory of motivation is that the existence of the instinct is inferred from the :
- (A) Experimental analysis of behavior (B) Behavior it was designed to explain
(C) Physiological measures (D) Observations

101. Match List I with List II. Indicate your answer using the codes given below the lists.

List I		List II	
(Personality characteristics)		(Tool)	
(P) Psychoticism		1. TAT	
(Q) Openness to experience		2. SVIB	
(R) Need for Power		3. EPQ-R	
(S) Interests		4. NEO-PI-R	

	(P)	(Q)	(R)	(S)
(A)	3	4	1	2
(B)	3	4	2	1
(C)	4	3	2	1
(D)	4	3	1	2

102. People are likely to sit down and wait for events to resolve things for them, if caught in a/an _____ conflict.
- (A) Approach-approach (B) Approach-avoidance
(C) Avoidance-avoidance (D) Double approach-avoidance
103. According to the elaboration likelihood model, such activities as evaluating the strength or rationality of arguments and deciding whether its contents agree or disagree with one's current beliefs and opinions refers to attitude change through:
- (A) Consistency (B) Consensus
(C) The peripheral route (D) The central route
104. A psychologist claimed that one of major problems in communication distortion is the difficulty in deriving deep structure from the surface structure of the sentences. This psychologist is likely to be a follower of :
- (A) Chomsky (B) Skinner
(C) Sapir (D) Whorf
105. Early detection and treatment of minor psychological disorders and thus preventing them from becoming major psychological disorders refers to _____ prevention.
- (A) Primary (B) Secondary
(C) Tertiary (D) Milieu

Question Nos. 106 to 108

Read the following data and answer the **three** questions following it :

A researcher hypothesized that the stress adversely affects the rate of learning. A group of 40 subjects was tested twice—once under normal conditions and once in stressed condition. Order of the two conditions was appropriately controlled. Under normal conditions, the subjects required 20 trials on an average, to learn the list, whereas under stressed condition the subjects required 16 trials on an average, to learn a comparable list with the same number of items and the same average association value :

106. What conclusions can you draw from the above data ?
- (A) The researcher's hypothesis is verified
(B) The researcher's hypothesis is partially verified
(C) The researcher's hypothesis is rejected
(D) The researcher's hypothesis cannot be evaluated without advanced statistical analysis
107. The variables controlled in this experiment are :
1. Stress
 2. Number of items in the list
 3. Trials required to learn
 4. Association value of the list
- (A) 2 only (B) 2 and 4 only
(C) 1, 2 and 4 only (D) 2, 3 and 4 only



108. In this experiment, trials required to learn is :
- (A) Real discrete variable (B) Continuous variable
 (C) Artificially discrete variable (D) Qualitative variable
109. Which one of the following gland releases hormones that regulate the activity of other endocrine glands ?
- (A) Adrenal (B) Anterior pituitary
 (C) Gonads (D) Thyroid
110. Social learning theorists suggest that gender identity is acquired on the basis of :
- (A) Innate cognitive mechanisms
 (B) Classical conditioning and gender schema
 (C) Classical conditioning and social pressures
 (D) Operant conditioning and observational learning

Question Nos. 111 to 115

Each of the following **five** questions consists of two statements : One labelled as Assertion (A), and the other labelled as Reason (R). You have to examine these two statements carefully and decide if the Assertion (A) and the Reason (R) are individually true, and if so whether the Reason is the correct explanation of the Assertion. Select your answer to the following **five** questions using the codes given below and mark your answer on the answer sheet accordingly.

Codes :

- (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
 (C) A is true but R is false
 (D) A is false but R is true

111. Assertion (A) : The relationship between attitudes and behaviour is only moderate
 Reason (R) : Other factors like the person's habits, social norms, the expected consequences of the action moderate the relationship between attitude and behaviour.
112. Assertion (A) : Edwards Personality Preference Schedule (EPPS) employs the forced-choice format.
 Reason (R) : The forced-choice format reduces the effect of acquiescence response set.
113. Assertion (A) : Persons experiencing chronic and severe stress are likely to suffer from illness.
 Reason (R) : There is inverted relationship between stress and performance.
114. Assertion (A) : There is a very high relationship between intelligence and creativity.
 Reason (R) : Divergent thinking is common both to intelligence and creativity.

115. Assertion (A) : Some executives continue to work without bothering for the incentives provided to them by the company.
Reason (R) : The behaviour of some executives is influenced by extrinsic motivation.
116. Even if the distance between the specific object and the perceiver increases, the perceived size remains reasonably stable. This phenomenon is labelled as :
(A) Perceptual constancy (B) Illusion
(C) Attention distraction (D) Perceptual error
117. An area of the brain presumed to be important in shifting new information from short-term memory to long-term memory is the :
(A) Occipital lobe (B) Corpus callosum
(C) Hippocampus (D) Pineal gland
118. Dividing a problem into a series of sub-problems and solving the sub-problems in a step-by-step fashion is referred to as :
(A) Algorithms (B) Heuristics
(C) Means-ends analysis (D) Trial and error
119. Which one of the following communication networks is most conducive for the spread of rumours ?
(A) Circle (B) Chain
(C) Wheel (D) Grapevine
120. The Government declared its new health scheme with aim of preventing psychological disorders from developing in the community. The scheme focuses on :
(A) Primary prevention (B) Secondary prevention
(C) Tertiary prevention (D) Bio-social prevention



ROUGH WORK

ROUGH WORK