

**2024**

**( FYUGP )**

**( 4th Semester )**

**PSYCHOLOGY**

**( Minor )**

**Paper Code : M-PSY-04**

**( Social Psychology )**

*Full Marks : 75*

*Pass Marks : 40%*

*Time : 3 hours*

**( PART : B—DESCRIPTIVE )**

**( Marks : 50 )**

*The figures in the margin indicate full marks  
for the questions*

1. (a) Briefly explain the origin and early development of social psychology. 10

*Or*

- (b) Discuss on the methods of systematic observation and correlational method of social psychology.

2. (a) What is impression formation? Highlight the classic experiment on impression formation by Asch. 2+8=10

*Or*

- (b) Explain in detail Kelley's theory of attribution. 10

3. (a) Explain how attitudes form and change. 10

*Or*

- (b) Explain on the causes of prejudice and the techniques for reducing prejudice.

4. (a) What is conformity? Explain the different types of conformity. 2+8=10

*Or*

- (b) Define compliance. Explain the various principles of compliance. 2+8=10

5. (a) Discuss on the nature of group. Write a note on group decision-making process. 5+5=10

*Or*

- (b) Define leadership. Broadly discuss the different leadership styles in an organization. 2+8=10

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**PSYCHOLOGY**

( Minor )

Paper Code : M-PSY-04

( **Social Psychology** )

( PART : A—OBJECTIVE )

( Marks : 25 )

*The figures in the margin indicate full marks for the questions*

SECTION—I

( Marks : 15 )

Put a Tick (✓) mark against the correct answer in the brackets provided :  $1 \times 15 = 15$

1. Social psychology attempts to understand

- (a) thoughts, feelings and behaviours of others ( )
- (b) self-reflection of oneself ( )
- (c) philosophy of mind and language ( )
- (d) All of the above ( )

2. Who is considered the father of modern social psychology?

- (a) Floyd Allport ( )
- (b) Norman Triplett ( )
- (c) Kurt Lewin ( )
- (d) La Piere ( )

3. Observation of behaviour in natural setting is

- (a) participant observation ( )
- (b) quantitative observation ( )
- (c) structural observation ( )
- (d) naturalistic observation ( )

4. The mental process that people use to make sense of the social world around them is

- (a) social categorization ( )
- (b) social cognition ( )
- (c) social comparison ( )
- (d) social identity ( )

5. Which is **not** an element of social cognition?

- (a) Schemas ( )
- (b) Social interference ( )
- (c) heuristics ( )
- (d) Correspondence ( )

6. The basic channel of non-verbal communication are

- (a) posture ( )
- (b) touching ( )
- (c) eye contact ( )
- (d) All of the above ( )

7. An unpleasant state that occurs when there is inconsistency between our behaviour and attitude is

- (a) compliance ( )
- (b) cognitive dissonance ( )
- (c) implicit association ( )
- (d) forewarning ( )

8. Which of the following is a technique to overcome prejudice?

- (a) Scapegoating ( )
- (b) Persuasion ( )
- (c) Vicarious conditioning ( )
- (d) Compliance ( )

9. The behavioural component of prejudice is

- (a) discrimination ( )
- (b) stereotyping ( )
- (c) implicit personality theorizing ( )
- (d) holding a negative attitude toward a person ( )

10. Which of the following is **not** a social influence?

- (a) Compliance ( )
- (b) Conformity ( )
- (c) Obedience ( )
- (d) Leadership style ( )

11. Norm of reciprocity is associated with

- (a) conformity ( )
- (b) obedience ( )
- (c) compliance ( )
- (d) Milgram's research ( )

12. A technique based on getting others to like us in order to gain requests/favour and become likeable is

- (a) flattery ( )
- (b) self-promotion ( )
- (c) persuasion ( )
- (d) social influence ( )

13. In order to understand group dynamics, one must have

- (a) goals ( )
- (b) holes ( )
- (c) identity ( )
- (d) All of the above ( )

14. Gandhiji is an example of

- (a) transactional leader ( )
- (b) democratic leader ( )
- (c) autocratic leader ( )
- (d) transformational leader ( )

15. Which of the following is **not** correct regarding group?

- (a) It is a collection of individuals ( )
- (b) It is interdependent ( )
- (c) It interacts with one another directly and not indirectly ( )
- (d) None of the above ( )



( 7 )

SECTION—II

( Marks : 10 )

Answer any *five* questions in brief :

2×5=10

1. What is social psychology?

2. What do you mean by attribution?

3. Define representativeness and availability heuristics.

( 10 )

4. What is attitude?

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5. Differentiate between prejudice and discrimination.

6. What is social influence?

7. Explain foot-in-the-door technique.

8. What is group polarization?

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9. How does decision making take place in a group?  
Comment.

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