

**2 0 1 8**

( 5th Semester )

**PSYCHOLOGY**

Paper No. : PSY-501

**( Social Psychology )**

*Full Marks : 70*

*Pass Marks : 45%*

*Time : 3 hours*

( PART : B—DESCRIPTIVE )

( Marks : 45 )

*The questions are of equal value*

1. (a) Discuss the nature and scope of psychology in detail.

*Or*

- (b) Elaborate on observation and experimentation of research methods in social psychology.

2. (a) Define social cognition. What are the barriers/ errors in social cognition? Analyze casual attribution theory.

Or

- (b) Define social perception. Mention the factors that influence impression formation. Analyze correspondence interference theory.
3. (a) What are prejudice and discrimination? Discuss on the origin of prejudice and methods/techniques to reduce its effects.

Or

- (b) Elucidate on the functions and formation of attitudes highlighted from various studies.
4. (a) Explain the factors influencing conformity. Why do people conform? Give reasons to substantiate your remark.

Or

- (b) Give illustrations on foot-in-the-door theory, lowball theory, door-in-the-face theory and that's not all theory.
5. (a) Define leadership. Broadly discuss the different leadership styles in an organization.

Or

- (b) Elaborate on the essential features/ characteristics of a group. Write a summary on status and norms as key components of a group.

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( 5th Semester )

**PSYCHOLOGY**

Paper No. : PSY-501

**( Social Psychology )**

( PART : A—OBJECTIVE )

( Marks : 25 )

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

SECTION—I

( Marks : 15 )

**A.** Put a Tick (✓) mark against the correct answer in the brackets provided : 1×10=10

1. Social psychology attempts to understand
- (i) thoughts, feelings and behaviour of others
  - (ii) perception and behaviour of groups
  - (iii) relationship and influences of others
  - (iv) philosophy of mind and language

Choose the correct option :

- (a) (i), (ii) and (iii)      (    )
- (b) (ii), (iii) and (iv)    (    )
- (c) (iii), (iv) and (i)     (    )
- (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) Le Bon ( )

3. Which is not an element of social cognition?

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

4. The basic channels of non-verbal communication are

- (i) posture
- (ii) touching
- (iii) eye contact
- (iv) facial expression

Choose the correct option :

- (a) (i), (ii) and (iii) ( )
- (b) (ii), (iii) and (iv) ( )
- (c) (iii) and (iv) ( )
- (d) All of the above ( )

5. An unpleasant state that occurs when there is inconsistency between our behavior and attitude is
- (a) compliance ( )
  - (b) cognitive dissonance ( )
  - (c) implicit association ( )
  - (d) forewarning ( )
6. Tokenism is an example of
- (a) schema ( )
  - (b) prejudice ( )
  - (c) discrimination ( )
  - (d) in-group ( )
7. A technique for gaining compliance by stimulating the person's interest and curiosity is
- (a) pique technique ( )
  - (b) consolidation ( )
  - (c) deadline technique ( )
  - (d) flattery ( )

8. A technique based on getting others to like us in order to gain requests/favour and becomes likeable is
- (a) flattery ( )
  - (b) self-promotion ( )
  - (c) ingratiation ( )
  - (d) social influence ( )
9. When members are linked together via category as a whole rather than each other, it is called
- (a) common-bond group ( )
  - (b) common-identity group ( )
  - (c) cohesiveness ( )
  - (d) group thinking ( )
10. In order to understand group dynamics, one must have
- (i) goals
  - (ii) identity
  - (iii) cohesion
  - (iv) roles
- Choose the correct option :
- (a) (i) and (ii) ( )
  - (b) (ii) and (iii) ( )
  - (c) (i), (ii) and (iii) ( )
  - (d) All of the above ( )

- B.** Match the following from List—I with that of List—II by writing the codes of List—II in the brackets provided : 1×5=5

*List—I**List—II*

- |                        |         |   |
|------------------------|---------|---|
| (a) Norman Triplett    | (     ) | (i) Primary group                           |
| (b) Schemas            | (     ) | (ii) 1st experiment in<br>Social Psychology |
| (c) Bona fide pipeline | (     ) | (iii) Conformity                            |
| (d) Solomon Asch       | (     ) | (iv) Primacy                                |
| (e) Family             | (     ) | (v) Racial attitude                         |

SECTION—II

( Marks : 10 )

C. Answer the following questions :

2×5=10

1. Write a note on correlational method.



2. Briefly explain the two major tactics of impression management.

3. Distinguish between attitude, implicit and explicit attitude.

4. Distinguish between conformity and compliance.

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

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