

Ba/M-PSY-04

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(FYUGP)

(4th Semester)

PSYCHOLOGY

(MINOR)

Paper : M-PSY-04

(Social Psychology)

Full Marks : 75

Pass Marks : 40%

Time : 3 hours

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

(PART : A—OBJECTIVE)

(Marks : 25)

SECTION—I

(Marks : 15)

Choose the correct option :

1×15=15

1. The statement “Behaviour is a function of the person and the environment” was given by

- (a) Bandura**
- (b) Lewin**
- (c) Skinner**
- (d) Allport**

2. Which of the following is **not** a scope of social psychology?

- (a) Attitudes
- (b) Group behaviour
- (c) Personality traits
- (d) Social influence

3. Schemas are best described as

- (a) emotional reactions
- (b) organized mental frameworks
- (c) learned behaviours
- (d) genetic traits

4. Kelley's theory of attribution focuses on

- (a) personality traits
- (b) emotional intelligence
- (c) covariation information
- (d) reinforcement

5. Impression management refers to

- (a) judging others inaccurately
- (b) controlling the impressions others form of us
- (c) automatic social perception
- (d) attribution errors

6. Which component of attitude involves feelings?
- (a) Cognitive
 - (b) Behavioural
 - (c) Affective
 - (d) Conative
7. Prejudice is best defined as
- (a) discriminatory behaviour
 - (b) negative attitude toward a group
 - (c) social influence
 - (d) group conformity
8. Which is **not** a type of conformity?
- (a) Compliance
 - (b) Identification
 - (c) Internalization
 - (d) Persuasion
9. Foot-in-the-door technique is related to
- (a) obedience
 - (b) compliance
 - (c) conformity
 - (d) leadership

10. Milgram's experiment is associated with
- (a) conformity
 - (b) compliance
 - (c) obedience
 - (d) persuasion
11. Group norms are
- (a) written rules only
 - (b) shared expectations of behaviour
 - (c) individual beliefs
 - (d) leadership traits
12. Group polarization occurs when
- (a) groups become less extreme
 - (b) group members disagree
 - (c) group decisions become more extreme
 - (d) leadership fails
13. Social loafing refers to
- (a) increased individual effort
 - (b) reduced effort in group tasks
 - (c) leadership failures
 - (d) conflict

14. Transformational leadership is characterized by

- (a) strict control
- (b) punishment-based authority
- (c) inspiration and motivation
- (d) passive management

15. In social perception, the tendency to attribute one's own behaviour to situational causes but the behaviour of others to dispositional causes. This is

- (a) actor-observer effect
- (b) self-serving bias
- (c) augmenting
- (d) negativity bias

SECTION—II

(Marks : 10)

Answer any *five* of the following questions in brief :

2×5=10

- 1.** Write any two areas covered under the scope of social psychology.
- 2.** What are schemas?

3. Explain non-verbal communication with one example.
4. What is attribution?
5. What is fundamental attribution error?
6. Mention two disadvantages of group decision-making.
7. Explain briefly that's-not-all technique.

(PART : B—DESCRIPTIVE)

(Marks : 50)

1. (a) Trace the origin and development of social psychology as a discipline, highlighting the contribution of major thinkers and key historical events. 10

Or

- (b) Describe the use of field experiments in social psychology with examples.

2. (a) Discuss Kelley's theory of attribution. 10

Or

- (b) Explain impression management and discuss the strategies people use to manage impressions in social interactions.

3. (a) Explain the process of attitude formation and attitude change. 10

Or

- (b) Discuss the causes of prejudice and explain the techniques for reducing prejudice with suitable examples.

4. (a) What is compliance? Describe the compliance techniques of foot-in-the-door with suitable examples. 2+8=10

Or

- (b) Explain the concepts of conformity, compliance and obedience with suitable examples. 10

5. (a) Discuss group think and group polarization, and their impact on decision quality. 10

Or

- (b) Compare transformational and autocratic leadership styles highlighting their characteristics, advantages and limitations.

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