

INDIAN INSTITUTE OF TECHNOLOGY KHARAGPUR

Department of Humanities & Social Sciences

End- Autumn Semester Examination, 2011

Subject Name: General Psychology ; **Subject No.** HS20002

No. of Students: 140; **Time:** 3 Hours; **Full Marks:** 50

Instructions: Answer all question from Section - A. Each question is followed by four alternatives. Write only the correct answer. For example- 1a or 1b or 1c. Each question carries equal marks.

Section-A

Marks=25

1. A is a group of similar objects, events, ideas, or people.
a. Schema b. Concept c. Prototypes d. Construct
2. A methodical, step-by-step, logical rule or procedure that guarantees solving a particular problem...
a. Trial and error b. Heuristics c. Algorithm d. Insight
3. A sudden and often novel realization of the solution to a problem.
a. Trial and error b. Heuristics c. Algorithm d. Insight
4. An inability to see a problem from a fresh perspective in problem solving...
a. Confirmation bias b. Fixation c. Belief perseverance d. Functional Fixedness
5. A tendency to approach a problem in a particular way, especially if that way was successful in the past.
a. Confirmation bias b. Fixation c. Mental Set d. Functional Fixedness
6. The tendency to think of things only in terms of their usual functions is....
a. Confirmation bias b. Fixation c. Mental Set d. Functional Fixedness
7. A tendency to estimate the likelihood of an event in terms of how typical (how similar to the prototype) it seems.
a. Overconfidence b. Availability Heuristic c. Representative heuristic d. Heuristics
8. Paying attention only to evidence that confirms a belief while decision making
a. Confirmation bias b. Fixation c. Belief perseverance d. Functional Fixedness
9. The smallest distinctive sound unit in a spoken language.
a. Morphemes b. Words c. Alphabets d. Phonemes
10. The smallest unit that carries meaning may be a word or a part of a word.
a. Morphemes b. words c. Alphabets d. Phonemes

11. Telegraphic speech stage of language development is also known as :
 a. Babbling stage b. One-word stage c. Two-word stage d. Long Phrases Stage
12. Learning that occurs as a result of presentation of repeated pairing of two stimuli is...
 a. Classical conditioning b. Operant conditioning c. Habituation d. Modeling
13. Although intelligence may be one of the most difficult concepts to define, most experts agree that there are three elements that seem to be keys to understanding intelligence. These elements are: 1) the ability to act purposefully; 2) the ability to think rationally; and 3) the ability to
 a. Use language b. Understand the world around us c. Show maturity
 d. Deal effectively with the environment
14. Unlearned, naturally occurring automatic response to the unconditioned stimulus is called...
 a. Conditioned stimulus b. Unconditioned response c. Conditioned response
 d. Unconditioned learning
15. According to the Triarchic theory of intelligence, Contextual intelligence is the ability to:
 (a) Function in physically demanding situations
 (b) Understand words as they relate to situations, not just definitions
 (c) Demonstrate flexibility of thought (d) Function in practical, everyday situation
16. What determines intelligence?
 (a) Genetics/Hereditry (b) Environment (c) Above both (d) Social variables
17. "IQ" stands for:
 (a) Intellectual quota (b) Intelligence quota (c) Intelligence quotient (d) None of the above
18. Which of the following tests are administered individually?
 (a) Stanford- Binet Intelligence Scale (b) Wechsler adult intelligence scale
 (c) Wechsler intelligence scale for children (d) All of the above
19. Intelligence refers to:
 a. One's aptitude b. One's achievement c. One' cognitive ability d. One's aggression
20. Emotional intelligence refers to:
 a. One's ability to understand and regulate emotion in self and others
 b. One's ability to deal with creativity c. One's ability to deal with conflict
 d. One's ability to deal with problem solving
21. In which kind of temporal sequence in classical conditioning UCS and CS are presented simultaneously?
 a. Simultaneous sequence b. Backward sequence c. Delayed sequence d. Crossed sequence
22. Which of the following is a culture- free test:
 a. Raven's progressive matrices b. Weschler adult intelligence test
 c. Kauffman adult intelligence test d. Bhatia's battery of intelligence tests

23. In which type of learning, behavior is strengthened if followed by reinforcement or diminished if followed by punishment?
 a. Operant conditioning b. Modeling c. Social learning d. Classical conditioning
24. Encouraging a new behavior by reinforcing successive approximations is called...
 a. Chaining b. Shaping c. Learning d. Motivating
25. According to psychodynamic approach, the most deeper level of human mind is ...
 a. Consciousness b. Preconscious c. Unconscious d. None of the above
26. A personality characterized by high motivation, lack of patience, feel short of time, mostly under work pressure is called
 a. Type A b. Type B c. Type C d. Type D
27. A personality characterized by proneness to depression is...
 a. Type A b. Type B c. Type C d. Type D
28. Personality type prone to cancer is...
 a. Type A b. Type B c. Type C d. Type D
29. Which part of long term memory contains impersonal facts and everyday knowledge...
 a. Declarative memory b. Procedural memory c. Semantic memory
 d. Episodic memory
30. Highest level of Maslow's theory of motivation is...
 a. Biological b. Social c. Self actualization d. Esteem
31. A conflict state where more than one positive force are present is called a ...
 a. Approach-approach conflict b. Approach-avoidance conflict
 c. Avoidance-avoidance conflict d. Multiple conflict
32. When motivation lies in internal satisfaction then it becomes...
 a. Extrinsic motivation b. Intrinsic motivation c. Intrinsic satisfaction d. Extrinsic satisfaction
33. The desire of a person to meet the standards of excellence is known as...
 a. Power motive b. Achievement motive c. Affiliation motive d. Curiosity motive
34. The lowest ladder of Maslow's theory of needs are...
 a. Biological b. Social c. Self actualization d. Esteem
35. Defence mechanism in which unwanted thoughts are suppressed in the unconscious...
 a. Repression b. Denial c. Rationalization d. Projection
36. Defence mechanism in which a person totally refuses to accept reality?
 a. Repression b. Denial c. Rationalization d. Projection

37. The Rorschach Inkblot test is a ...
 a. Projective test b. Psychometric test c. Self-report d. Behavioural analysis
38. The word personality has been taken from the latin word 'persona' which means...
 a. Person b. Mask c. Personality d. Personification
39. Which one is not included in the theory of Neo five factors of personality?
 a. Openness to experience b. Neuroticism c. Agreeableness d. Emotional stability
40. According to which principle proposed by Freud says that people seek pleasure and try to avoid pain?
 a. Reality principle b. Pleasure principle c. Oedipus complex d. Electra complex
41. The three structural elements of personality are...
 a. Id, ego and superego b. Id, libido and superego c. Libido, Id and ego d. Ego, Id and Libido
42. A consequence that increases the likelihood that behavior will occur again is called...
 a. Motivator b. Reinforcer c. Generator d. Promoter
43. In classical conditioning the tendency for a stimuli similar to conditioned stimulus to evoke similar responses is called
 a. Discrimination b. Generalization c. Spontaneous recovery d. Conditioning
44. Mental representation of the layout of one's environment is...
 a. Cognitive map b. Latent learning c. Heuristic d. Algorithm
45. The phenomena, in which learning of task A affects learning of task B, may be positive negative or neutral is called...
 a. Generic transfer b. Specific transfer c. Behavioural transfer d. Verbal transfer
46. The process of observing and imitating behavior is...
 a. Modeling b. Observation c. Imitation d. Modulating
47. In classical conditioning, the ability to distinguish between a conditioned stimulus and other stimuli that do not signal and UCS....
 a. Discrimination b. Generalization c. Spontaneous recovery d. Conditioning
48. The process of linking new information with existing memories and knowledge in Long term memory is...
 a. Maintenance rehearsal b. Elaborative rehearsal c. General rehearsal
 c. Specific rehearsal

49. The part of long term memory which contains long-term memories of conditioned responses and learned skills is called...
- a. Declarative memory b. Procedural memory c. Semantic memory d. False memory
50. The part of long term memory which contains personal experiences linked with specific times and places...
- a. Declarative memory b. Procedural memory c. Semantic memory
d. Episodic memory

Section-II

Total Marks= 25

Instruction: Answer all the following questions.

1. Define memory. Describe the nature and types of memory with suitable examples. Critically examine the phenomena of interference in memory. **(Marks= 5)**
2. Describe the meaning, nature and different types of motivation. Explain the cyclic process of motivation. Critically examine the relevance of Maslow's need theory in today's time. **(Marks= 5)**
3. Write short notes on the following:
 - a. Spontaneous recovery **(Marks= 2.5)**
 - b. Need for achievement **(Marks= 2.5)**
4. Answer the following:
 - a. Distinguish between Illusion and Hallucination **(Marks= 2.5)**
 - b. Distinguish between Heuristics and Algorithm **(Marks= 2.5)**
5. Develop and design a psychological experiment on learning where you have to see the influence of punishment on learning (performance in terms of time taken and errors). Describe the rationale behind each step of the design. Also create a hypothetical result and discuss the implications of your study.

OR

Develop and design a study based on the theory of classical conditioning. Explain its salient features with suitable examples. **(Marks= 5)**