

U.G./P.G. ENTRANCE EXAMINATION, APRIL 2021

APPLIED PSYCHOLOGY

Time : Two Hours

Maximum : 100 Marks

*This question paper has 100 questions.**Answer all questions.**Each question carries 1 mark.*

1. The concept of 'tabula rasa' was introduced by :
 - (a) Hobbes.
 - (b) John Locke.
 - (c) Spencer.
 - (d) Hippocrates.
2. The father of Psychophysics :
 - (a) Fetchner.
 - (b) Titchener.
 - (c) Galton.
 - (d) Herbert Simon.
3. Which measure of central tendency is not appropriate when the series have extreme items ?
 - (a) Median.
 - (b) Mode.
 - (c) Crude Mode.
 - (d) Mean.
4. The basic movement of perception used in film is :
 - (a) Visual illusion.
 - (b) Kinaesthetic movement.
 - (c) Perceptual constancy.
 - (d) Stroboscopic motion.
5. Rejecting a null hypothesis when it is in fact true results in :
 - (a) Correct rejection.
 - (b) Type I error.
 - (c) Type II error.
 - (d) Variance.
6. Which form of therapy places emphasis on the assumption that maladaptive thoughts are the basis of many psychological disorders ?
 - (a) Rational-emotive therapy.
 - (b) Psychoanalysis.
 - (c) Client centred therapy.
 - (d) Behaviour therapy.
7. Minimum energy required for a sensation is called :
 - (a) Absolute threshold.
 - (b) Differential threshold.
 - (c) J.N.D.
 - (d) Minimal change.

Turn over

8. Probability of Type I error is :
- (a) Power of the test. (b) Standard error.
(c) Sampling error. (d) Level of significance.
9. Which of the following is not a descriptive statistics ?
- (a) Mean. (b) Variance.
(c) *t*-test. (d) Standard deviation.
10. Measuring what is intended to measure is :
- (a) Consistency. (b) Validity.
(c) Reliability. (d) All the above.
11. The term "mental tests" was first employed by :
- (a) Spearman. (b) Binet.
(c) James. (d) Cattell.
12. The method of 'paired comparison' was introduced by :
- (a) Watson. (b) Galton.
(c) Thurstone. (d) Weber.
13. Multivariate analysis is used in the case of :
- (a) More than two DV's. (b) More than two IV's.
(c) One IV and one DV. (d) More than two DV's and IV's.
14. The sequence of stages of moral reasoning identified by Kohlberg are :
- (a) Pre-conventional, conventional, post conventional.
(b) Pre-conceptual, conceptual, post conceptual.
(c) Pre-operational, operational, post operational.
(d) Pre-conformist, conformist, post conformist.
15. The existence of seventh primary emotion suggested by some theorists is :
- (a) Outrage. (b) Gratitude.
(c) Contempt. (d) Frustration.

16. Father of Scientific Psychology :
- (a) Wilhelm Wundt. (b) Watson.
(c) Kohler. (d) Freud.
17. What was the method used by structuralism to study the contents and structure of consciousness?
- (a) Introspection. (b) Observation.
(c) Experimentation. (d) Case study.
18. Odd-even method of splitting the test in order to estimate split-half reliability is most appropriate for _____.
- (a) Projective tests.
(b) Neuro-psychological tests.
(c) Power tests.
(d) Speed tests.
19. Our belief that social influence plays a smaller role in shaping our own action than it does in shaping the actions of others is known as :
- (a) Autokinetic phenomenon.
(b) Normative Social Influence.
(c) Cognitive Dissonance.
(d) Introspection Illusion.
20. The brain structure that plays an important role in feelings of hunger is :
- (a) Hippocampus. (b) Hypothalamus.
(c) Parietal lobe. (d) Thalamus.
21. A friend mentions to you that "she remembers everything that ever happens to her." What concept from memory research most directly contradicts this belief?
- (a) Recovered memory. (b) Selective attention.
(c) Eidetic memory. (d) Constructive memory.

22. Psychologists in the area of _____ focus on man machine interaction, physical fatigue and strain and workplace design.
- (a) Training in development.
 - (b) Industrial psychology.
 - (c) Developmental Psychology.
 - (d) Ergonomics.
23. A fixed interval schedule is one that is based on a :
- (a) Varying number of responses.
 - (b) Varying period of time.
 - (c) Set number of responses.
 - (d) Set period of time.
24. The interval between the highest and the lowest score is popularly known as :
- (a) Range.
 - (b) Quartile deviation.
 - (c) Mean deviation.
 - (d) Standard deviation.
25. The lobe mostly concerned in keeping us physically oriented in our environment is :
- (a) Frontal.
 - (b) Parietal.
 - (c) Dorsal.
 - (d) Temporal.
26. An inhibitory neurotransmitter :
- (a) Dopamine.
 - (b) Serotonine.
 - (c) Norepinephrine.
 - (d) Thyroxin.
27. Color has three visible aspects-Hue, Brightness and :
- (a) Intensity.
 - (b) Frequency.
 - (c) Saturation.
 - (d) Dullness.
28. Systematic desensitization is particularly effective for the treatment of :
- (a) Depression.
 - (b) Phobia.
 - (c) Panic.
 - (d) Generalized Anxiety.

29. The variable that is systematically changed in an experiment :
- (a) Independent variable. (b) Dependent variable.
(c) Mediating variable. (d) All of the above.
30. Fritz Perls is associated with :
- (a) Gestalt therapy. (b) Reality therapy.
(c) REBT. (d) CBT.
31. Logotherapy is introduced by :
- (a) Victor Frankl. (b) Wilhem James.
(c) William Glasser. (d) Joseph Wolpe.
32. Fluid intelligence is coined by :
- (a) Cattell. (b) Sternberg.
(c) Guilford. (d) Thurstone.
33. The study of similarities and differences in the behavior of different species is called :
- (a) Differential Psychology.
(b) Biology.
(c) Comparative Psychology.
(d) Environmental Psychology.
34. The name Robert Sternberg is associated with :
- (a) Theory of multiple intelligence.
(b) Theory of multifactor intelligence.
(c) Triarchic theory of intelligence.
(d) PASS theory of intelligence.
35. How many chromosomes are there in each nucleus of germ cells :
- (a) Twenty three pair. (b) Twenty three.
(c) Twenty four. (d) Forty six.

36. Who coined the term "IQ" ?
- (a) Alfred Binet. (b) Stern.
(c) Galton. (d) Eysenck.
37. The most essential feature of memory is :
- (a) Recall. (b) Retention.
(c) Retrieval. (d) Rehearsal.
38. Systematic desensitization is based on the principles of :
- (a) Classical conditioning.
(b) Operant conditioning.
(c) Modelling.
(d) Intuition.
39. Father of Functionalism _____.
- (a) William James. (b) R.B.Cattel.
(c) Adler. (d) Erickson.
40. Father of Psychoanalysis _____.
- (a) Sigmund Freud. (b) Jung.
(c) Erich Fromm. (d) Karen Horney.
41. Social Learning School was developed by :
- (a) Galen. (b) Albert Bandura.
(c) George Berkely. (d) Francis Bacon.
42. The concept of Dualism was proposed by :
- (a) Immanuel Kant. (b) Earnst Weber.
(c) Descartes. (d) Darwin.
43. In social psychology, the auto kinetic effect was used by Sherif in his study of :
- (a) Leadership. (b) Conformity.
(c) Person Perception. (d) Altruism.

44. The Axis I of the Diagnostic and Statistical Manual of Mental Disorders provide the information about :
- (a) Mental retardation.
 - (b) Clinical disorders.
 - (c) Personality disorders.
 - (d) Schizophrenia and Other Psychotic Disorders.
45. Therapies that focus on the self-talk, problem solving strategies and belief systems of clients are referred to as _____ therapies.
- (a) Cognitive.
 - (b) Psychodynamic.
 - (c) Psychoanalytical.
 - (d) Behavioural.
46. Individuals prone to depression often make _____ and _____ attribution for their problems.
- (a) Internal, stable.
 - (b) Internal, unstable.
 - (c) External, unstable.
 - (d) External, stable.
47. In which of the following therapies clients are encouraged to express their true thoughts and feelings and become their true selves in :
- (a) Psychodynamic therapy.
 - (b) Psychoanalysis.
 - (c) Behaviour therapy.
 - (d) Client centred therapy.
48. Tendency to overemphasize personal characteristics and ignore situational factors in judging others' behaviour :
- (a) Self-serving bias.
 - (b) Self-perception fallacy.
 - (c) Fundamental attribution error.
 - (d) Social facilitation illusion.
49. The extent to which people believe that they can bring about an outcome is referred to as :
- (a) Self-regulation.
 - (b) Self-actualization.
 - (c) Self-determination.
 - (d) Self-efficacy.

50. Negative reinforcement is :
- (a) Avoiding unpleasant stimulus.
 - (b) Punishment.
 - (c) Giving rewards as reinforcement.
 - (d) None of the above.
51. According to Jean Piaget Young infants are in which stage of development ?
- (a) Proximal.
 - (b) Psychosocial.
 - (c) Attachment.
 - (d) Sensorimotor.
52. Rapid eye movements are most closely associated with which of the following ?
- (a) Alpha waves.
 - (b) Delta waves.
 - (c) Dreaming.
 - (d) Stage II sleep.
53. Which of the following is NOT a conclusion that can be drawn from the Hawthorne studies ?
- (a) Money motivates work group to perform to their full potential.
 - (b) Work groups develop social norms about an acceptable level of output.
 - (c) Social relations at work matter a lot.
 - (d) The mere fact of knowing that they are participating in research can influence.
54. _____ proposed the theory of Classical Conditioning.
- (a) Skinner.
 - (b) Pavlov.
 - (c) Thorndike.
 - (d) Spearman.
55. Structuralism was popularized by _____.
- (a) William James.
 - (b) Edward B. Titchener.
 - (c) Fetchner.
 - (d) Goickle.
56. The concept of operant conditioning was introduced by _____.
- (a) B.F. Skinner.
 - (b) Rogers.
 - (c) Pavlov.
 - (d) Bluler.

57. _____ was the first person to apply Associationist principles to Psychology.
- (a) Hermann Ebbinghaus. (b) Ellis.
(c) Fritz Perls. (d) Koffka.
58. Oversimplified attitudes about the entire groups of people are called :
- (a) Prejudices. (b) Stereotypes.
(c) Prototypes. (d) Negative instances.
59. The concept of locus of control was introduced by :
- (a) Hulse. (b) Festinger.
(c) Rotter. (d) Bandura.
60. Which of the following is the highest level of significance ?
- (a) 0.01. (b) 0.05.
(c) 0.1. (d) 0.5.
61. The most stable measure of central tendency is :
- (a) Arithmetic Mean. (b) Median.
(c) Mode. (d) Standard deviation.
62. Father of Positive Psychology is :
- (a) Ryan. (b) Baker.
(c) Luthens. (d) Seligman.
63. Which level of measurement possesses an absolute zero point ?
- (a) Interval. (b) Ratio.
(c) Nominal. (d) Ordinal.
64. The first step in developing a training program includes :
- (a) Designing the training program.
(b) Training needs analysis.
(c) Evaluating the training program.
(d) Choosing the training method.

65. Aphasia is a neurobiological disorder symptomatized as :
- (a) Difficulty localising objects in space.
 - (b) Language breakdown.
 - (c) Inability to recognize people from their faces.
 - (d) Insensitivity to pain.
66. Directly observable characteristics are called :
- (a) Phenotypes.
 - (b) Chromosomes.
 - (c) Epigenesis.
 - (d) Genotypes.
67. Individuals labelled as psychopaths are suffering from :
- (a) Schizophrenia.
 - (b) Antisocial personality disorder.
 - (c) Borderline personality disorder.
 - (d) Obsessive compulsive disorder.
68. The degrees of freedom available for standard deviation is :
- (a) $n - 1$.
 - (b) $n - 2$.
 - (c) $n - 3$.
 - (d) n .
69. Coefficient of correlation ranges from :
- (a) -1 to $+1$.
 - (b) 0 to $+1$.
 - (c) -1 to 0 .
 - (d) 1 to 2 .
70. The tendency of the organism to prefer own species and live in group is called :
- (a) Aggressiveness.
 - (b) Gregariousness.
 - (c) Ethnocentrism.
 - (d) Filial Behaviour.
71. The study of an individual perception and use of space, including territorial space, is called :
- (a) Paralanguage.
 - (b) Proxemics.
 - (c) Dialectic.
 - (d) Kinesics.

72. Who proposed that psychology should focus on consciousness ?
- (a) Titchener. (b) Freud.
(c) Cattell. (d) Eysenck.
73. The first Psychology laboratory was established in the year :
- (a) 1904. (b) 1879.
(c) 1976. (d) 1910.
74. A study to determine the degree of relationship between two events is called :
- (a) Naturalistic observation. (b) Correlation method.
(c) Controlled experiment. (d) Survey method.
75. Archetype is a terminology associated with :
- (a) Jung. (b) Freud.
(c) Adler. (d) Skinner.
76. Who proposed the famous PASS theory on psychology ?
- (a) Binet-Simon. (b) Cattell.
(c) J.P. Das. (d) Thurstone.
77. The sharing of information about oneself is referred as :
- (a) Communal sharing. (b) Social exchange.
(c) Self disclosure. (d) Experience sampling.
78. The transformation of energy into electric impulse is :
- (a) Transduction. (b) Threshold.
(c) Sensation. (d) Stimulation.
79. Our belief that social influence plays a smaller role in shaping our own action than it does in shaping the actions of others is known as _____.
- (a) Auto-kinetic phenomenon.
(b) Normative Social Influence.
(c) Cognitive Dissonance.
(d) Introspection Illusion.

80. A persistent unwanted and unreasonable thought is known as :

- (a) Hallucination.
- (b) Compulsion.
- (c) Fuge.
- (d) Obsession.

81. James Lange theory of emotion states that :

- (a) You feel emotion then bodily reaction.
- (b) Emotion and viscerals are simultaneous.
- (c) You react with your body first then you feel emotion.
- (d) None of the above.

82. Self-actualization over concern with attractiveness; tendency to irritability; temper outbursts if attention seeking is frustrated are symptoms of :

- (a) Narcissistic Personality Disorder.
- (b) Histrionic Personality Disorder.
- (c) Anorexia Nervosa.
- (d) Obsessive-Compulsive disorder.

83. The lobe mostly concerned in keeping us physically oriented in our environment is :

- (a) Frontal.
- (b) Parietal.
- (c) Dorsal.
- (d) Temporal.

84. While teaching a dog how to shake hands, which of the following reinforcement schedule would facilitate the most rapid learning ?

- (a) Fixed ratio.
- (b) Variable ratio.
- (c) Continuous.
- (d) Variable interval.

85. Thematic Apperception Test is based upon the defense mechanism of :

- (a) Projection.
- (b) Sublimation.
- (c) Reaction Formation.
- (d) Repression.

86. Which of the clinical procedures are based, in part of classical conditioning ?
- (a) Transference.
 - (b) Token economy.
 - (c) Systematic desensitization.
 - (d) Two chair technique.
87. The _____ law of psychology deals with least noticeable difference in different stimuli
- (a) Getsalt Law.
 - (b) Watson Law.
 - (c) Binet-Simon Law.
 - (d) Weber-Fechner Law.
88. Hope, happiness, optimism and flow takes together as :
- (a) Cognitive psychology.
 - (b) Positive psychology.
 - (c) Humanistic psychology.
 - (d) Evolutionary psychology.
89. The match between individual and organizational expectations is called :
- (a) Person job fit.
 - (b) Psychological contract.
 - (c) Person organization fit.
 - (d) Performance management.
90. The multiple choice test is to tab the measure of memory dealing with :
- (a) Recognition.
 - (b) Reconstruction.
 - (c) Relearning.
 - (d) Recall.
91. In a scientific method, specifying a problem involves :
- (a) Collecting Data.
 - (b) Defining the variable.
 - (c) Posing questions about the phenomenon.
 - (d) Analyzing Data.

92. According to Hershey and Blanchard Situational Leadership Theory, which of the following leadership style will be effective for followers who are high on both job and psychological maturity ?
- (a) Selling.
 - (b) Telling.
 - (c) Participating.
 - (d) Delegating.
93. According to Allen and Meyer, which type of Organizational commitment is characterized by a sense of obligation to stay in the organization because it is the right thing to do ?
- (a) Intrinsic commitment.
 - (b) Continuance commitment.
 - (c) Normative commitment.
 - (d) Affective commitment.
94. According to Lewin's force field analysis, in order to bring about a change :
- (a) Forces opposing change should be reduced.
 - (b) Forces resisting the change should be increased.
 - (c) Forces driving change should not be enhanced.
 - (d) Forces driving change should be reduced.
95. According to the earliest theories of hunger, the primary signal that motivates us to eat is :
- (a) Food in the mouth.
 - (b) The firing of neurons in the brain.
 - (c) The sight of food.
 - (d) Stomach contraction.
96. The Yerkes Dōdson law predicts that most people would perform an easy task best if they are at a :
- (a) High level of arousal.
 - (b) Low level of arousal.
 - (c) Optimal level of arousal.
 - (d) State of homeostasis.

97. According to Herzberg's two factor theory, which of the following is a Hygiene factor ?
- (a) Skill variety. (b) Status.
(c) Opportunity for decision-making. (d) Autonomy.
98. According to Erikson, the central development task of adolescence concerns :
- (a) Integrity. (b) Industry.
(c) Identity. (d) Intimacy.
99. Prozac usually used as an antidepressant drug belongs to :
- (a) Serotonin and Norepinephrine Reuptake Inhibitors(SNRIs).
(b) MAO inhibitors.
(c) Tricyclic antidepressants.
(d) Selective serotonin Reuptake Inhibitors(SSRIs).
100. Hopelessness theory is an attempt to explain :
- (a) Depression. (b) Schizophrenia.
(c) Anxiety disorder. (d) Personality disorder.

(100 × 1 = 100 marks)