

**B. Sc. DEGREE END SEMESTER EXAMINATION : OCTOBER 2022****SEMESTER 3 : PSYCHOLOGY****COURSE : 19U3CRPSY03 : LIVING IN THE SOCIAL WORLD***(For Regular - 2021 Admission and Improvement / Supplementary - 2020 Admission)*

Time : Three Hours

Max. Marks: 75

**PART A****Answer All (1 mark each)**

1. What is the meaning of term 'sociometry'?
2. When a person's expectation of another influences how the other person acts, the result is -----.
3. Juan, the head of human resources at a large company, has been instructed to make sure that about 2 percent of all newly hired managers are women in order to reduce the risk of a discrimination lawsuit. This practice represents -----.
4. Who proposed the cognitive dissonance?
5. ----- is defined as the in depth examination and analysis of an extensive amount of information about one unit or one case
6. -----exist when women encounter more career barriers than men in their careers and as a result women find it difficult to move into top positions in workplace.
7. Tendency to make a dispositional attribution even when a person's behaviour was caused by the situation is called as -----.
8. An attitude which is not consciously available to us is known as -----
9. The desire to establish and maintain many rewarding interpersonal relationships.
10. Who proposed naïve psychology attribution theory?

**(1 x 10 = 10)****PART B****Answer any 8 (2 marks each)**

11. Define non-love.
12. Explain how one come to terms with the certainty of death and its unsettling implications.
13. Differentiate between forewarning and counterattitudinal inoculation
14. Analyse the reasons that may act as the potential causes of overconfidence bias
15. What is deception?
16. What is realistic conflict theory?
17. Explain social identity theory.
18. Explain the various processes through which socialisation takes place
19. What is reactance and how does it resist persuasive communication?
20. Explain an application of attribution theory.

**(2 x 8 = 16)****PART C****Answer any 5 (5 marks each)**

21. Give an account on schemas and prototype.
22. Write a short note on impression management.
23. What are the consequences of discrimination based on religion, caste and gender in India

24. Explain attribution and Kelley's theory of attribution.
25. Write a short note of physical attractiveness.
26. Explain the process of socialisation in the light of Psychoanalytic perspective
27. Critically evaluate the A B C- model of attitude change?

**(5 x 5 = 25)**

**PART D**

**Answer any 2 (12 marks each)**

28. Explain in detail the various cognitive consistency theories of attitude change
29. Elaborate on the nature and origin of stereotyping.
30. Explain impression formation and tactics to manage impression.
31. Give an account of experimental and correlational method.

**(12 x 2 = 24)**