Reg. No………………………………………….   Name……………………………………..……………..………

B A, B SC, B COM DEGREE END SEMESTER EXAMINATION - APRIL 2025

UGP (HONS.) SEMESTER - 2: MULTIDISCIPLINARY COURSE

COURSE: 24UPSYMDC101 – UNDERSTANDING SELF AND OTHERS

(For Regular 2024 Admission)

Time: 1.5 Hours   Max. Marks – 50

PART A

Read the questions below and choose the correct option from the options given.

Answer <u>ALL</u> questions (1 mark each)

1. A boy named Akash needs Rs.200 more to go out with his friends. He asks his mother for Rs.500 but she tells him he can have Rs.300 instead. In the end, Akash ended up with Rs.100 more than he originally planned. What compliance technique did Akash use?   (A, CO2)
   a. Foot-in-the-door
   b. Door-in-the-face
   c. Lowballing
   d. That's-not-all

2. A father suggests that his son's low marks in school are due to the child's laziness. The father has made ………………….. attribution.   (An, CO2)
   a. an external
   b. situational
   c. an internal
   d. a high consensus

3. Which of the following is *not* one of the Big Five Personality Factors?   (R, CO1)
   a. submissiveness
   b. agreeableness
   c. extroversion
   d. neuroticism

4. Which of the following best describes the phenomenon where individuals change their behavior to align with the perceived expectations or requests of others, even if they don't necessarily agree?   (An, CO2)
   a. Obedience
   b. Conformity
   c. Compliance
   d. Internalization

5. Karan does not know Anju well, but starts to like her when he hears from her friends that she has a crush on him. Which factor of interpersonal attraction is at play here?   (An, CO2)
   a. reciprocity of liking
   b. similarity
   c. physical attractiveness
   d. proximity

6. The tendency to favor one's own group and view outgroups negatively is

   known as ………. (A,CO3)

   a. Scapegoating
   b. Social categorization
   c. In-group bias
   d. Stereotype threat

7. According to Sigmund Freud, which of the following defense mechanisms buries
   threatening or upsetting events into the unconscious? (A, CO1)
   a. Regression
   b. Displacement
   c. Repression
   d. Projection

8. The phenomenon where group discussions lead to more extreme positions than the initial
   views of individual members is known as ……………. (U, CO2)
   a. Groupthink
   b. Social loafing
   c. Group polarization
   d. Deindividuation

9. Which of the following is an example of gender stereotyping? (E, CO3)
   a. Believing that all men are strong and all women are nurturing.
   b. Supporting equal rights for all genders.
   c. Recognizing that gender is a social construct.
   d. Encouraging children to pursue their interests regardless of gender.

10. How many source traits did Cattell identify using factor analysis? (R, CO1)
    a. 10
    b. 16
    c. 5
    d. 2 **(10 x 1 = 10 marks)**

PART B
Answer in one word or sentence for the questions below.
Answer **ALL** questions (1 mark each)

11. The "……………… ingroup identity model" aims to reduce prejudice by fostering a sense of
    shared identity. (U, CO3)

12. A person who attributes the behavior of others to internal factors and their own behavior
    to external factors is exhibiting which bias? (A, CO2)

13. A decision-making technique that involves generating a large number of ideas
    criticism is known as …………………. (U, CO2)

14. ……………… refers to the process by which children learn the behaviors and attitudes
    considered appropriate for their gender. (U, CO3)

15. To Freud, the psychosexual developmental stage during which a young boy experiences the Oedipus complex is the……………………… (R, CO1)

16. According to Robert Sternberg's three components of love, which component addresses the physical aspects? (U, CO2)

17. A team leader who focuses on building relationships with their team members and empowering them to achieve their goals is most likely which leadership style? (An, CO2)

18. Our ………………… consists of all the thoughts and feelings we have in response to the question, "Who am I?" (U, CO1)

19. ……………involves highlighting shared group memberships across different categories to reduce prejudice. (U, CO3)

20. You're more likely to remember news stories about plane crashes than news stories about car accidents, even though car accidents are much more common. What heuristic is applied here? (An, CO2)

(10 x 1 = 10 marks)

PARTC

Read the descriptions below and answer the questions that follow.
Attempt any __FIVE__ questions (3 marks each)

21. Neha is starting a new business. Despite high failure rates for startups in her industry, she confidently predicts her business will succeed without facing any significant challenges.
    a. Which cognitive bias is Neha demonstrating? (1 mark) (A, CO2)
    b. Suggest steps to overcome this bias. (2 marks) (C, CO2)

22. Describe a time when you or someone you know used the foot-in-the-door technique to gain someone's compliance. (3 marks) (A, CO2)

23. A parent is raising their child in a gender-neutral environment, avoiding traditional gender stereotypes in toys, clothing, and activities. However, the child is exposed to traditional gender roles through media and interactions with peers.
    a. Analyze the challenges the child might face in developing their gender identity.
    (3 marks) (An, CO3)

24. Imagine you are a manager tasked with building a high-performing team for a fast-paced, innovative tech startup.
    a. Which personality assessment would you employ and why? (2 marks) (A, CO1)
    b. Which aspects of personality would you emphasis on while hiring? (1 mark) (A, CO1)

25. A software development team, struggling with low morale and missed deadlines, has a new leader, Alex. Alex notices a lack of clear communication and individual accountability.
    a. Which leadership approach would best address the team's current challenges?
    (1 mark) (E, CO2)
    b. What specific strategies can Alex implement to improve team communication?
    (2 marks) (C, CO2)

26. A school implements a new standardized test that consistently shows lower scores for students from a specific socioeconomic background.
    a. How would this affect the expectations of the teachers and administration regarding the academic potential of these students? (1 mark) (E, CO3)

b. Discuss how this situation can perpetuate prejudice through the creation of self-fulfilling prophecies. (2 marks) (An, CO3)

27. Name an activity you do that is intrinsically motivated (1 mark) and one that is extrinsically motivated (1 mark). How do they differ?(1 mark) (An, CO1)

(5 x 3 = 15 marks)

PART D
Attempt any <u>THREE</u> questions (5 marks each)

28. Discuss how a transformational leader can positively influence team motivation and performance, providing specific examples. (An, CO2)

29. What are the "big five" dimensions of personality? Explain each dimension in detail. (A, CO1)

30. Give an example when you felt prejudiced against someone else. How did you discriminate against them? Why do you think you did this? (An, CO3)

31. Explain the various barriers to communication. List out situations from your life when you have faced these barriers. (An, CO2)

32. How does arousal theory explain motivation? (An, CO2)

(3 x 5 = 15 marks)