

**B A, B SC, B COM DEGREE END SEMESTER EXAMINATION - NOVEMBER 2025****UGP (HONS.) SEMESTER - 1: MULTIDISCIPLINARY COURSE****COURSE: 24UPSYMDC101 - UNDERSTANDING SELF AND OTHERS***(For Regular 2025 and Improvement/Supplementary 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 ALL questions (1 mark each)**

1. Stanley Milgram's famous experiment, where participants administered electric shocks to others, primarily studied which form of social influence? (U, CO2)
  - a. Conformity
  - b. Compliance
  - c. Obedience
  - d. Persuasion
2. Which of the following factors is *not* one that influences interpersonal attraction? (R, CO2)
  - a. Physical attractiveness
  - b. Reciprocity of liking
  - c. Similarity
  - d. Latitude of acceptance
3. The personality dimensions of neuroticism, extraversion, openness, agreeableness, and conscientiousness together constitute which of the following? (U, CO1)
  - a. the Eysenck Personality Inventory.
  - b. the 16PF.
  - c. the Big Five model of personality.
  - d. the MMPI
4. Which theory suggests that prejudice arises from competition between groups for scarce resources? (U, CO3)
  - a. Social identity theory
  - b. Realistic conflict theory
  - c. Scapegoat theory
  - d. Social learning theory

5. A charity asks you to sign a petition supporting their cause. After you sign, they ask if you'd also like to donate money. This is an example of \_\_\_\_\_. (A, CO2)
- a. Door-in-the-face
  - b. Foot-in-the-door
  - c. Lowballing
  - d. That's-not-all
6. The fundamental attribution error refers to the tendency of: (A, CO2)
- a. observers to favor external attributions in explaining the behavior of others.
  - b. observers to favor internal attributions in explaining the behavior of others.
  - c. actors to favor external attributions in explaining the behavior of others.
  - d. actors to favor internal attributions in explaining their behavior.
7. The halo effect can be a serious problem associated with which of the following personality assessments? (An, CO1)
- a. projective tests
  - b. self-report measures
  - c. rating scales
  - d. interviews
8. In the Big Five theory of personality, "E" stands for which of the following? (R, CO1)
- a. empathy.
  - b. energy.
  - c. external.
  - d. extraversion.
9. A leader who focuses on clear goals, provides specific instructions, and closely monitors performance is demonstrating which leadership style? (An, CO2)
- a. Transformational
  - b. Laissez-faire
  - c. Transactional
  - d. Democratic

10. The "glass cliff" phenomenon describes \_\_\_\_\_. (U, CO3)
- Women being promoted to safe and secure leadership positions.
  - Women being placed in precarious leadership roles during times of crisis.
  - Women being excluded from leadership positions altogether.
  - Women having access to the same leadership opportunities as men.

(1 x 10 = 10)

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

11. The \_\_\_\_\_ heuristic suggests people estimate the likelihood of events based on how easily examples come to mind. (U, CO2)
12. \_\_\_\_\_ is the process of developing a sense of belonging to a particular gender. (U, CO3)
13. The phenomenon where group members become more committed to their initial decision as they gather more information is known as \_\_\_\_\_. (U, CO2)
14. Freud's view of personality development is based on the concept of \_\_\_\_ stages. (R, CO1)
15. \_\_\_\_\_ is the behavioral manifestation of prejudice. (U, CO3)
16. According to Sternberg, a couple whose love is based off of intimacy and passion but who are not yet committed to a long-term relationship are in the form of love called \_\_\_\_\_ love. (An, CO2)
17. \_\_\_\_\_ is a set of group expectations for appropriate thoughts and behaviors of its members. (U, CO2)
18. The "jigsaw classroom" is designed to \_\_\_\_\_. (U, CO3)
- Separate students based on their abilities.
  - Create competitive learning environments.
  - Foster interdependence and cooperation among students.
  - Emphasize individual achievements.
19. Maslow used the term \_\_\_\_\_ to describe the tendency of certain individuals to fully use their talents and potentials. (R, CO1)

20. Believing that wearing a "lucky" charm will directly cause a sports team to win is an example of \_\_\_\_\_, which involves attributing causal relationships between events that are not actually connected. (An, CO2)

(1 x 10 = 10)

**PART C****Read the descriptions below and answer the questions that follow.****Attempt any FIVE questions (3 marks each)**

21. A school committee, tasked with choosing a new extracurricular program, is facing a tight deadline. They've had several meetings, but are struggling to reach a consensus, with some members dominating the discussion and others remaining silent.
- How can the committee ensure all members' opinions are heard and considered? (2 marks) (E, CO2)
  - What steps can the committee take to avoid groupthink? (1 mark) (C, CO2)
22. During a performance review, your boss, David, speaks positively about your work. However, he avoids direct eye contact, crosses his arms, and frequently glances at his watch.
- How do David's words and body language contradict each other? (1 mark) (An, CO2)
  - What potential interpretations can be drawn from his non-verbal cues? (2 marks) (An, CO2)
23. A community organization is working to bridge the divide between two groups with a history of conflict. They decide to create a shared community garden, where members from both groups work together to cultivate and maintain the space.
- Analyze how this shared activity can promote intergroup cooperation and reduce prejudice. (3 marks) (An, CO3)
24. Omar consumed a large dinner and felt overly full. However, when his favourite strawberry pie was presented, he ate three large slices.
- Which motivational theory explains Omar's behaviour? Why? (2 marks) (An, CO1)
  - Explain how the dessert operates as a motivation here. (1 mark) (A, CO1)
25. A 10-member tech team, led by Ravi, is developing a new smartphone. They face deadlines, disagreements, and conflicting priorities.
- What leadership style should Ravi use? Why? (2 marks) (E, CO2)
  - How can Ravi stop social loafing? (1 mark) (C, CO2)

26. Anjana, a high-performing executive with great performance reviews, is passed over for a senior role. A less experienced male colleague with lower performance gets the promotion instead.

a. Which phenomenon is likely at play here? (1 mark) (A, CO3)

b. Discuss the potential impact it might have on her career trajectory and motivation.

( 2 marks) (E, CO3)

27. A new student, Anya, arrives in your class. She's quiet, wears glasses, and enjoys reading during her free time. Based on her demeanor, you assume she's likely majoring in English Literature or Library Science.

a. Which heuristic led to this conclusion? Give reasons for your answer. (2 marks) (A, CO2)

b. What are the potential pitfalls of this heuristic? (1 mark) (E, CO2)

**(3 x 5 = 15)**

#### **PART D**

**Attempt any THREE questions (5 marks each)**

28. Analyze Stanley Milgram's obedience experiments and discuss the ethical implications of his research. (An, CO2)

29. Do you think first impressions tend to become lasting impressions? Give reasons for your answer.

(An, CO2)

30. Discuss the role of "gender schemas" in the development of gender identity, and explain how they can contribute to gender stereotypes. (E, CO3)

31. Identify non verbal communication cues that you use on a daily basis. How does it help in your communication with others? (A, CO2)

32. Compare the arousal and incentive theories of motivation. (E, CO1)

**(5 x 3 = 15)**