

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

B A, B SC, B COM DEGREE END SEMESTER EXAMINATION - APRIL 2026

UGP (HONS.) SEMESTER - 2: 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

ANSWER ALL (1 mark each)

1. The evaluative component of self is known as (CO1, U)
 a) Self Concept b) Self Esteem c) Self Knowledge d) Self presentation
2. Mother Teresa's life was guided almost entirely by compassion and service to humanity. According to Allport's trait theory, which type of trait does this illustrate? (CO1, A)
 a) Central trait b) Cardinal trait c) Source trait d) Surface trait
3. Paralanguage refers to: (CO2, R)
 a) The actual words spoken
 b) The non-verbal elements of speech such as tone, pitch, and volume
 c) Written communication styles
 d) Body posture and gestures
4. The tendency to attribute our own behavior mainly to situational causes but the behavior of others mainly to internal (dispositional) causes. (CO2, U)
 a) Fundamental Attribution error
 b) Actor Observer Effect
 c) Correspondence Bias
 d) Self serving bias
5. Which of the following best illustrates the planning fallacy in everyday life? (CO2, An)
 a) Believing you can finish a research paper in two days, despite past experiences showing it usually takes a week
 b) Assuming traffic will always be worse than expected, so you leave extra early
 c) Overestimating the likelihood of rare events, such as winning the lottery
 d) Believing that your memory of past events is more accurate than it really is
6. Which of the following best defines *conformity*? (CO2, U)

- a) Changing behavior due to direct orders
 - b) Adjusting behavior or beliefs to match group norms
 - c) Persuading others to adopt your viewpoint
 - d) Resisting social pressure
7. Which leadership style emphasizes strict rules, clear authority, and close supervision? (CO2, R)
- a) Democratic
 - b) Autocratic
 - c) Laissez-faire
 - d) Transformational
8. A group of cautious individuals becomes even more cautious after discussion. This illustrates: (CO2, U)
- a) Risky shift
 - b) Group polarization
 - c) Compliance
 - d) Social facilitation
9. The glass ceiling effect refers to: (CO2, CO3, R)
- a) Visible barriers to promotion
 - b) Invisible barriers preventing advancement
 - c) Equal opportunities for all genders
 - d) Open competition in workplaces
10. The Robbers Cave Experiment was conducted by: (CO2, CO3, R)
- a) Milgram b) Sherif c) Asch d) Zimbardo

PART B

Answer in one word. Each question carries 1 mark

11. The projective test which uses inkblots as stimulus for assessing personality is ----- (CO1, R)
12. The processes through which we seek to determine the causes behind others' behavior is ----- (CO2, R)
13. The type of love according to Sternberg, which has passion and intimacy but lacks commitment is ----- (CO2, U)

14. The tendency of individuals to put in less effort when working in a group is ----- (CO2, R)
15. The goals that can only be achieved by cooperation between groups ----- (CO3, R)

PART C

Answer any 5 questions in not more than 50 words. Each question carries 2 marks

16. Analyse how a gap between real self and ideal self can affect individuals self esteem (CO1, An)
17. Explain any two non verbal cues of communication (CO2, U)
18. During a salary negotiation, the employer first offers ₹30,000 per month. Even though the candidate believes they deserve more, their counteroffer is only slightly higher because the initial figure influenced their judgment. Which heuristic does this situation illustrate? Explain (CO2, An)
19. Differentiate between Informational social influence and normative social influence (CO2, U)
20. With the help of an example, describe door in the face technique of compliance (CO2, U)
21. What is a status hierarchy in group structure? (CO2, U)

PART D

Answer any 3 questions in not more than 150 words. Each question carries 5 marks

22. Ravi is a young professional who recently got a stable job. He now feels financially secure and has rented a safe apartment. However, he often feels lonely in the new city and is eager to make friends and build relationships. Using Maslow's Hierarchy of needs analyze which levels of needs Ravi has already satisfied and which level he is currently striving to fulfill (CO1, An)
23. Ravi consistently arrives late to group meetings. Using Kelley's Attribution Theory, explain how his peers might determine whether his lateness is due to internal (personal) or external (situational) causes. (CO2, A)
24. Explain the five stages of group formation proposed by Tuckman with suitable examples. (CO2, U)
25. Evaluate how socialization process helps in development of gender role (CO3, CO2, E)

PART E

Read the following cases carefully and answer the questions. Each case study carries 5 marks

26. Sneha is a 4-year-old child who has started showing curiosity about differences between boys and girls. She enjoys spending time with her father and often imitates his actions. At times, she shows rivalry when her mother gives attention to her father, but gradually she begins to identify more with her mother. (CO1, An)
- a) Identify which psychosexual stage of development Sneha is in according to Freud's theory. Also write the complex seen in girls in this stage (2 marks)
 - b) Explain how successful resolution of the conflict in this stage can influence Sneha's personality and relationships in adulthood. (3 marks)
27. In a classroom, teachers often encourage boys to take part in sports while girls are guided toward arts and crafts. Over time, students begin to believe that certain activities are "meant" for their gender, shaping their self-concept and career aspirations. (CO2, CO3, An)
- a) Identify how socialisation influences gender roles in this case. (2 marks)
 - b) Suggest one strategy schools can adopt to promote gender equality in socialisation. (3 marks)