



Reg. No. : .....

Name : .....

**Fourth Semester B.Sc. (Psychology) Degree Examination, July 2018**  
**First Degree Programme under CBCSS**  
**PG 1441 : SOCIAL BEHAVIOUR**  
**(2014 Admn. Onwards)**

Time : 3 Hours

Max. Marks : 80

**Instruction :** Answer *all* questions. *Each* carries *one* mark.

A. Choose the correct answer.

- 1) The tendency to overestimate the impact of dispositional causes on others behaviour.  
a) Fundamental attribution error      b) Self monitoring  
c) Self serving bias                      d) Persuasion
- 2) The factor in an experiment that is systematically varied by the researcher.  
a) Independent variable                  b) Dependent variable  
c) Extraneous variable                  d) Intervienning variable
- 3) A method of research in which behaviour is systematically observed and recorded.  
a) Systematic observation              b) Survey  
c) Correlation method                  d) Case study
- 4) Face is the image of soul is famous observation made by  
a) Shakespeare                          b) Milton  
c) Cicero                                  d) Tagore
- 5) The extend to which the reactions by one person are also shown by others.  
a) Consistency                          b) Distinctiveness  
c) Consensus                              d) Discounting principle

B. Fill in the blanks.

- 6) Mental models of the typical qualities of members of some group or category is \_\_\_\_\_
- 7) Brief and incomplete facial expressions that occur on individual faces is \_\_\_\_\_

P.T.O.



- 8) \_\_\_\_\_ is the extend to which an individual responds in the same manner to different stimuli or different occasions.
- 9) Method in which a scientist systematically observes two or more variables to determine whether changes in one are accompanied by changes in the other is \_\_\_\_\_
- 10) Efforts by individuals to produce favorable impressions on others is known as \_\_\_\_\_
- (1×10=10 Marks)**

Answer **any 8** questions. **Each** carries **2** marks.

11. Staring.
12. Experimentation.
13. Prejudice.
14. Gender stereotypes.
15. Debriefing.
16. Trivialization.
17. Attitude Accessibility.
18. Gender identity.
19. Dependent variable.
20. Persuasion.
21. Illusion of out group homogeneity.
22. Counterfactual thinking.

**(8×2=16 Marks)**

Answer **any 6**. **Each** carries **4** marks.

23. Gender stereotypes.
24. Elaborate different approaches to persuasion.
25. Explain impression formation.



26. Potential sources of error in social cognition.
27. Role of prejudice in communal issues.
28. Origins of prejudice.
29. Tactics of impression management.
30. History of social psychology.
31. Resistance to persuasion.

(6×4=24 Marks)

Answer **any 2** of the following. **Each** carries **15** marks.

32. Define social psychology, its focus, origin and development.
33. Explain the ABC components of attitudes and its functions.
34. What is social cognition ? Describe heuristics in social cognition.
35. Define prejudice and stereotype. Briefly explain techniques to reduce prejudice.

(15×2=30 Marks)

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