

18. Self-Efficacy is
- A) The ability to express one's potential
 - B) The belief about one's ability to perform actions that leads to expected outcomes.
 - C) A durable disposition to exhibit consistent performance
 - D) A collection of beliefs about ones' qualities and abilities
19. According to Adler ----- is a universal drive to adapt, improve and master the challenges of life?
- A) Strives for compensation
 - B) Avoidance of Inferiority
 - C) Social Interest
 - D) Striving for Superiority
20. A person reared in collectivist culture is likely to have a/an ----- self-view where as a person reared in an individualistic culture is likely to have a/an -----self-view.
- A) Self discrepant, Self Consistent
 - B) Interdependent, Independent
 - C) Self-consistent, self-discrepant
 - D) Independent, interdependent
21. The self-presentation strategy of ingratiation involves trying to make others
- A) Respect you
 - B) Afraid of you
 - C) Feel sorry for you
 - D) Like and Admire you
22. ----- is a personality syndrome marked by commitment, challenge and control and stress resistance.
- A) Optimism
 - B) Courage
 - C) Adventurous
 - D) Hardiness
23. When people change their outward behavior without changing their private belief system ----- is in operation
- A) Conformity
 - B) Compliance
 - C) Persuasion
 - D) Obedience
24. An individual's personal standard of what constitutes an acceptable balance of rewards and costs in a relationship is termed as
- A) Comparison level
 - B) Social Exchange
 - C) Alternatives comparing
 - D) Relationship satisfaction
25. Paralysis of an arm for which no organic pathology can be established is a typical case of
- A) Conversion disorder
 - B) Hypochondriasis
 - C) Dissociative disorder
 - D) Schizophrenia
26. Client Centered Therapy emphasizes mainly on
- A) Interpretation
 - B) Probing the unconscious
 - C) Clarification
 - D) All of the above

27. Bulimia Nervosa is
 A) A Sleep disorder B) An Eating disorder
 C) A Muscular disorder D) A Digestive disorder
28. According to Walter B Cannon, the sympathetic system serves an activating function while the parasympathetic system is involved in a
 A) Passive function B) Non Interfering function
 C) Vegetative function D) Inhibitory function
29. As per psycho analytical theory of personality which of the following is the irrational component of personality?
 A) Super ego B) Id
 C) Ego D) Instincts
30. The conflicts that are most difficult to manage are
 A) Pseudoconflicts B) Content based conflicts
 C) Value based Conflicts D) Ego based conflicts
31. A self-defeating attributional style which is characterized by loneliness associates the reason for the loneliness to
 A) Stable internal factors B) Unstable internal factors
 C) Stable external factors D) Unstable external factors
32. The laws of perceptual organization were put forth by
 A) Kohler B) Wundt
 C) Wertheimer D) Skinner
33. The techniques for the improvements of memory are generally termed as
 A) Memory registers B) Mnemonic slabs
 C) Memory spaces D) Mnemonics
34. The time interval between learning and retrieval is known as
 A) Response latency B) Reaction time
 C) Retention interval D) None of the above
35. Which of the following is a brain disorder characterized by serious memory disturbances and is a result of extreme and chronic alcoholic abuse?
 A) Parkinson's disease
 B) Amnesia confabulatory syndrome
 C) Acute alcoholic hallucinosis
 D) Korsakoff's syndrome
36. A task in which the participants must decide as quickly as possible whether a stimulus is a word or not a word
 A) Strooptask B) Lexical decision task
 C) Iconic list D) Semantic task

37. The term lock and key model of functioning is associated with the functioning of
 A) Neurotransmitter molecules B) Catalysts
 C) Skin senses D) Olfactory duct
38. Means end analysis is an important strategy of
 A) Sensory detection B) Signal detection
 C) Problem solving D) Hypothesis formulation
39. Minimal sufficiency principle is an important principle of
 A) Emotion B) Socialization
 C) Attitude formation D) Digestion
40. The sleep-waking cycle is regulated by the neuro hormone secreted by the pineal gland namely
 A) Serotonin B) Epinephrine
 C) Acetylcholine D) Melatonin
41. Which of the following is not a measure of central tendency?
 A) Kurtosis B) Mean C) Mode D) Median
42. The view that some important aspects of perception and of other cognitive processes are innate is known as
 A) Congenital B) Nativism
 C) Naturalism D) Genetic determinism
43. Which of the following is not a Neo Freudian?
 A) Jung B) Adler C) Eysenck D) Sullivan
44. Which of the following is the chemical that is secreted into the blood stream where it is sensed by the receptors in the hypothalamus and used to control the eating behavior of organisms
 A) Leptin B) Serotonin
 C) Acetylcholine D) Norepinephrine
45. The prophetic or the unconscious revealing nature of dreams has been challenged in the
 A) Royal road to the unconscious view
 B) Activation synthesis hypothesis
 C) Wish fulfillment theory
 D) Repressive nature of dreams
46. The observation that it is contingency that is crucial in classical conditioning and not contiguity was made by
 A) Pavlov B) Leon Kamin
 C) Robert Brown D) Robert Rescorla

57. The eye's responsiveness to each of the separate wavelengths that constitute a light stimulus is known as
- A) Visual Sensitivity B) Spectral sensitivity
C) Visual schemas D) None of the above
58. The observation that the influence that others exert on an individual increases with their number, immediacy and their status or strength is embedded in the
- A) Social Contact Theory B) Social exchange theory
C) Social facilitation theory D) Social impact theory
59. Which of the following is not considered an aspect of Body language?
- A) Body Movement B) Personal Space
C) Posture D) Gestures
60. The observation that remembering is most effective if the physical, mental and emotional context at the time of retrieval matches the context at the time learning, is contained in the
- A) Tip of the tongue phenomenon
B) Principle of Familiarity
C) Encoding specificity principle
D) Fragment completion principle
61. The error frequently encountered in eye witness testimony are the result of
- A) Source confusion B) Flash bulb memories
C) Interference D) None of the above
62. Memory for items of knowledge independent of the particular occasion with regard to the acquisition of knowledge is known as
- A) Semantic memory B) Episodic memory
C) Iconic memory D) Generic memory
63. The graphical representation of an individual's performance on several components of a test is represented by
- A) Test picture B) Test profile
C) Test report D) Test graph
64. The condition in which two variables becomes correlated because of the presence of another variable is known as
- A) Extraneous variables problem
B) Spurious condition
C) Third variable problem
D) Absence of real correlation
65. The practical 'how to' knowledge that is unwittingly accumulated through every day experience is known as
- A) Practical Intelligence B) Working knowledge
C) Wisdom D) Tacit knowledge

75. The thinking that can proceed without any awareness of the vast and intricate mental machinery that makes thought possible are generally
- A) Unconscious B) Subconscious
C) Non conscious D) Pre conscious
76. A sentence structure, in which one full sentence is included in the midst of another (e.g.: The girl who ate the chocolate threw the ball) is known as
- A) Complex sentence B) Mixed sentence
C) Compound sentence D) Embedded sentence
77. The physical zone surrounding us, the intrusion of which we guard against is known as
- A) Psychological space B) Psychical space
C) Personal space D) Private space
78. Vocabularies available to describe emotions are referred to as
- A) Emotion lexicons B) Emotional schemas
C) Emotional scripts D) None of the above
79. Sentences and non-sentences (Jumble of words) are not differentiated through meaning alone, but are governed by formal rules that specify how words and phrases can be combined. This condition is called
- A) Rules of grammar
B) Syntax
C) Phrase structure description
D) Verbigeration
80. The basic rule that affect many aspects of social behavior, in which one feels that somehow one must repay for whatever have been received from others is known as
- A) Communal harmony B) Self disclosure
C) Reciprocity principle D) Bargaining
81. The tendency of people to do better on simple task when in the presence of other people
- A) Social lethargy B) Social facilitation
C) Social neglect D) Social loafing
82. In motivation the tendency to make some behaviors, perceptions and feelings more probable than others is known as
- A) Habituation B) Lethargy
C) Customization D) Potentiation
83. Piloerection in animals manifests in humans as:
- A) Goosebumps B) Shivering
C) Stiffness D) None of the above

84. While engaged in a decision making situation the reluctance to choose an alternative that involves some risk is termed as
 A) Risk Phobia B) Risk threat
 C) Risk Aversion D) None of these
85. ----- is the mechanism in which negative feedback finds its application in maintaining a stable state of affairs
 A) Auto correction B) Servomechanism
 C) Auto Mechanism D) Self Correction
86. Scripts are ----- in nature.
 A) Procedural B) Automatic
 C) Mechanical D) Sensational
87. The idea, that genetic factors predispose an individual to a certain disorder, but its manifestation is dependent upon the impingement of environmental stress factors, is contained in the
 A) Nature – Nurture view B) Interactive hypothesis
 C) Diathesis – Stress hypothesis D) None of the above
88. The tendency of a decision making group to filter out undesirable input so that consensus can be reached quickly especially if it is in line with the leaders view point is known as
 A) Group ideology B) Group Consensus
 C) Group Cohesiveness D) Group think
89. The part of limbic system that is involved in the acquisition of explicit memory
 A) Medulla B) Hypocampus
 C) Cerebrum D) Cerebellum
90. The sense that is concerned with bodily positions and movement of the body parts relative to another is known as
 A) Vestibular sense B) Auditory sense
 C) Proprioceptive sense D) Kinesthetic sense
91. The study of people’s use of inter personal space is known as
 A) Proxemics B) Contract study
 C) Study of Interpersonal space D) Social Integrity study
92. The concept of life change units (LCUs) finds its application in the area of
 A) Behavioral research B) Developmental research
 C) Stress research D) Community wealth research
93. The concept of priming attains its relevance in the context of
 A) Implicit memory B) Explicit memory
 C) Primary memory D) Secondary memory

94. The use of personality (psychological) theory to describe and explain an individual's course through life is known as
 A) Psychobiography B) Psycho dynamism
 C) Psychophysiology D) None of the above
95. Expectation that favors will be returned is termed as
 A) Reciprocal expectation B) Reward expectation
 C) Reciprocity norm D) None of the above
96. According to Erikson, middle adulthood psychosocial conflict is
 A) Identity vs. Identity diffusion
 B) Intimacy vs. Isolation
 C) Generativity vs. Stagnation
 D) Integrity vs. Despair
97. The extent to which the results of a test(for e.g.: a projective technique) adds to what is already attained through other measures is termed as
 A) Additional support B) Supportive validity
 C) Concurrent validity D) Incremental validity
98. Aphagia which is the refusal to eat and in extreme cases to drink is brought about by lesions in the
 A) Ventromedial hypothalamus
 B) Lateral Hypothalamus
 C) Brain stem
 D) Pons
99. A collective label for all the processes by which we perceive selectively
 A) Learning B) Perception
 C) Attention D) Memory
100. Standard Scores are also known as
 A) Z scores B) Percentiles C) Ranges D) Medians
101. Extraneous variable is a/an
 A) Dependent variable B) Independent variable
 C) Sociocultural variable D) None of the above
102. ----- is a statistical index of the amount of variability in the data obtained through a particular measure
 A) Mean B) Median
 C) Mode D) Standard deviation
103. The condition where in a researcher's expectations or preferences about the outcome of a study influence the results obtained is referred to as
 A) Experimental fallacy B) Experimental bias
 C) Extraneous error D) Expectational error

114. An apparently inexplicable discrepancy between the appearance of a visual stimulus and its physical reality is known as
- A) Optical chiasma B) Optical ignorance
C) Optical illusion D) Optical neglect
115. A type of schema that organizes what people know about common activities is called
- A) Scatter diagram B) Set points
C) Semantic network D) Script
116. The cell body of a neuron is called
- A) Soma B) Nucleus
C) Axon D) Dendrite
117. Memory based on the decision as to how or whether information is personally relevant or not is the outcome of
- A) Self-serving bias B) Self-monitoring
C) Self-referent encoding D) None of the above
118. The set of possible pathways to the solution of a problem considered by the problem solver is known as
- A) Algorithm B) Problem space
C) Problem chamber D) Appriaisal space
119. The genetically determined range for the expression of personality traits is known as
- A) Genetic range B) Response range
C) Interaction range D) Reaction range
120. The process of deciding whether memories are based on external sources (perceptions and actual events) or internal sources(thoughts and imaginations) is known as
- A) Self-evaluation B) Self-monitoring
C) Reality testing D) Reality monitoring
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