

Test Paper : III  
Test Subject : **PSYCHOLOGY**  
Test Subject Code : **A-20-03**

Test Booklet Serial No. : \_\_\_\_\_  
OMR Sheet No. : \_\_\_\_\_  
Hall Ticket No. 

|  |  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|--|
|  |  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|--|

  
(Figures as per admission card)

**Name & Signature of Invigilator**

Name : \_\_\_\_\_ Signature : \_\_\_\_\_

**Paper : III**  
**Subject : PSYCHOLOGY**

Time : 2 Hours 30 Minutes Maximum Marks : 150

Number of Pages in this Booklet : **16** Number of Questions in this Booklet : **75**

**Instructions for the Candidates**

- Write your Hall Ticket Number in the space provided on the top of this page.
- This paper consists of seventy five multiple-choice type of questions.
- At the commencement of examination, the question booklet will be given to you. In the first 5 minutes, you are requested to open the booklet and compulsorily examine it as below :
  - To have access to the Question Booklet, tear off the paper seal on the edge of this cover page. Do not accept a booklet without sticker-seal and do not accept an open booklet.
  - Tally the number of pages and number of questions in the booklet with the information printed on the cover page. Faulty booklets due to pages/questions missing or duplicate or not in serial order or any other discrepancy should be got replaced immediately by a correct booklet from the invigilator within the period of 5 minutes. Afterwards, neither the Question Booklet will be replaced nor any extra time will be given.**
  - After this verification is over, the Test Booklet Number should be entered in the OMR Sheet and the OMR Sheet Number should be entered on this Test Booklet.
- Each item has four alternative responses marked (A), (B), (C) and (D). You have to darken the circle as indicated below on the correct response against each item.  
**Example :**

|   |   |   |   |
|---|---|---|---|
| A | B | C | D |
|---|---|---|---|

  
where (C) is the correct response.
- Your responses to the items are to be indicated in the **OMR Sheet given to you**. If you mark at any place other than in the circle in the Answer Sheet, it will not be evaluated.
- Read instructions given inside carefully.
- Rough Work is to be done in the end of this booklet.
- If you write your name or put any mark on any part of the OMR Answer Sheet, except for the space allotted for the relevant entries, which may disclose your identity, you will render yourself liable to disqualification.
- You have to return the test question booklet and OMR Answer Sheet to the invigilators at the end of the examination compulsorily and must not carry it with you outside the Examination Hall.
- Use only Blue/Black Ball point pen.**
- Use of any calculator or log table etc., is prohibited.**
- There is no negative marks for incorrect answers.**

**అభ్యర్థులకు సూచనలు**

- ఈ పుట పై భాగంలో ఇవ్వబడిన స్థలంలో మీ హాల్ టికెట్ నంబరు రాయండి.
- ఈ ప్రశ్న పత్రము డెబ్బైఐదు బహుళాప్తిక ప్రశ్నలను కలిగి ఉంది.
- పరీక్ష ప్రారంభమున ఈ ప్రశ్నాపత్రము మీకు ఇవ్వబడుతుంది. మొదటి ఐదు నిమిషములలో ఈ ప్రశ్నాపత్రమును తెరిచి కింద తెలిపిన అంశాలను తప్పనిసరిగా సరిచూసుకోండి.
  - ఈ ప్రశ్న పత్రమును చూడడానికి కవర్ పేజీ అంచున ఉన్న కాగితపు సీలును చించండి. స్టిక్కర్ సీలులేని మరియు ఇదివరకే తెరిచి ఉన్న ప్రశ్నాపత్రమును మీరు అంగీకరించనద్దు.
  - కవరు పేజీ పై ముద్రించిన సమాచారం ప్రకారం ఈ ప్రశ్నపత్రములోని పేజీల సంఖ్యను మరియు ప్రశ్నల సంఖ్యను సరిచూసుకోండి. పేజీల సంఖ్యకు సంబంధించి గానీ లేదా సూచించిన సంఖ్యలో ప్రశ్నలు లేకపోవుట లేదా నిజప్రతి కాకపోవుట లేదా ప్రశ్నలు క్రమపద్ధతిలో లేకపోవుట లేదా ఏదైనా తేడాలుండుట వంటి దోషపూరితమైన ప్రశ్న పత్రాన్ని వెంటనే మొదటి ఐదు నిమిషాల్లో పరీక్షా పర్యవేక్షకునికి తిరిగి ఇచ్చిమేనే దానికి బదులుగా సరిగ్గా ఉన్న ప్రశ్నపత్రాన్ని తీసుకోండి. తదనంతరం ప్రశ్నపత్రము మార్చబడదు అదనపు సమయం ఇవ్వబడదు.
  - పై విధంగా సరిచూసుకొన్న తర్వాత ప్రశ్నాపత్రం సంఖ్యను OMR పత్రము పై అదేవిధంగా OMR పత్రము సంఖ్యను ఈ ప్రశ్నాపత్రము పై నిర్దిష్టస్థలంలో రాయవలెను.
- ప్రతి ప్రశ్నకు నాలుగు ప్రత్యామ్నాయ ప్రతిస్పందనలు (A), (B), (C) మరియు (D) లుగా ఇవ్వబడ్డాయి. ప్రతి ప్రశ్నకు సరైన ప్రతిస్పందనను ఎన్నుకొని కింద తెలిపిన విధంగా OMR పత్రములో ప్రతి ప్రశ్నా సంఖ్యకు ఇవ్వబడిన నాలుగు వృత్తాల్లో సరైన ప్రతిస్పందనను సూచించే వృత్తాన్ని బాల్ పాయింట్ పెన్ తో కింద తెలిపిన విధంగా పూరించాలి.  
**ఉదాహరణ :**

|   |   |   |   |
|---|---|---|---|
| A | B | C | D |
|---|---|---|---|

  
(C) సరైన ప్రతిస్పందన అయితే
- ప్రశ్నలకు ప్రతిస్పందనలను ఈ ప్రశ్నపత్రముతో ఇవ్వబడిన OMR పత్రము పైన ఇవ్వబడిన వృత్తాల్లోనే పూరించి గుర్తించాలి. అలాకాక సమాధాన పత్రంపై వేరొక చోట గుర్తిస్తే మీ ప్రతిస్పందన మూల్యాంకనం చేయబడదు.
- ప్రశ్న పత్రము లోపల ఇచ్చిన సూచనలను జాగ్రత్తగా చదవండి.
- చిత్తుపనిని ప్రశ్నపత్రము చివర ఇచ్చిన ఖాళీస్థలములో చేయాలి.
- OMR పత్రము పై నిర్ణీత స్థలంలో సూచించనలసిన వివరాలు తప్పించి ఇతర స్థలంలో మీ గుర్తింపును తెలిపే విధంగా మీ పేరు రాయడం గానీ లేదా ఇతర చిహ్నాలను పెట్టడం గానీ చేసినట్లయితే మీ అనర్హతకు మీరే బాధ్యులవుతారు.
- పరీక్ష పూర్తయిన తర్వాత మీ ప్రశ్నపత్రాన్ని మరియు OMR పత్రాన్ని తప్పనిసరిగా పరీక్షపర్యవేక్షకుడికి ఇవ్వాలి. వాటిని పరీక్ష గది బయటకు తీసుకువెళ్ళకూడదు.
- నీలి/నల్ల రంగు బాల్ పాయింట్ పెన్ మాత్రమే ఉపయోగించాలి.
- లాగరిథమ్ టేబుల్స్, క్యాలిక్యులేటర్లు, ఎలక్ట్రానిక్ పరికరాలు మొదలగునవి పరీక్షగదిలో ఉపయోగించడం నిషేధం.
- తప్పు సమాధానాలకు మార్కుల తగ్గింపు లేదు.





## PSYCHOLOGY

### Paper – III

1. Experiments with Luchin's water jar problem illustrate the effect of \_\_\_\_\_ on problem solving.  
(A) Functional fixedness  
(B) Mental set  
(C) Trial and error thinking  
(D) Subgoal analysis
2. Syllogisms such as "all men are mortal and Ashok is a man, therefore Ashok is a mortal" exemplify \_\_\_\_\_ reasoning.  
(A) Linear                      (B) Deductive  
(C) Inductive                (D) Conditional
3. The position that thought patterns are influenced by language is called  
(A) Cultural dependency  
(B) Linguistic determinism  
(C) Cognitive bias  
(D) Sociolinguistic genesis
4. Episodic memory has the following characteristics
  1. Memory has an emotional component
  2. Distinct past event take longer time to retrieve and recall
  3. Memory experiences are often reconstructed  
(A) 1, 2 and 3                (B) 1 and 2  
(C) 2 and 3                    (D) 1 and 3
5. Which of the following is not one of Erickson's first four stages of psychosocial development ?  
(A) Trust v/s Mistrust  
(B) Autonomy v/s Doubt and shame  
(C) Identity v/s Role decision  
(D) Industry v/s Inferiority
6. Which of the following is not one of the kinds of components included in Sternberg's theory of intelligence ?  
(A) Meta components  
(B) Performance components  
(C) Knowledge acquisition components  
(D) Information processing components
7. **Assertion (A) :** A person can hold "seven plus or minus two units of information" in short term storage  
  
**Reason (R) :** Chunking can increase the size of each unit, thus producing different total amounts of information.  
  
(A) A is correct, but R is wrong  
(B) Both A and R are correct  
(C) A is wrong, but R is correct  
(D) Both A and R are wrong



8. In general there is an IQ advantage for

- (A) First born children
- (B) Last born children
- (C) Children born neither first nor last
- (D) Twins

9. Tulving proposed the following types of long term memory

- 1. Episodic
- 2. Semantic
- 3. Procedural
- 4. Flashbulb

- (A) 1, 2 and 4
- (B) 1, 2 and 3
- (C) 1 and 4
- (D) 1, 2, 3 and 4

10. The factors identified by Bandura which facilitate observational learning are

- 1. Attention
- 2. Memory
- 3. Production
- 4. Motivation

- (A) 1, 2 and 3      (B) 1 and 4
- (C) 3 and 4      (D) All the above

11. Match the following

- |                                  |               |
|----------------------------------|---------------|
| 1. Placing information in a form | A. Storage    |
| 2. Retaining information         | B. Forgetting |
| 3. Recovering of information     | C. Encoding   |
| 4. Failure to get information    | D. Retrieval  |

- (A) 1B 2A 3C 4D    (B) 1C 2A 3D 4B
- (C) 1C 2D 3A 4B    (D) 1B 2D 3C 4A

12. Arrange the following in a correct sequence

- (A) Perception, cognition, automation
- (B) Fixation, cognition, automation
- (C) Cognition, fixation, automation
- (D) Perception, cognition, automation

13. **Assertion (A)** : Norms reveal what groups of people have done

**Reason (R)** : Norms are thus a collective report of behaviour and do not necessarily indicate anything about what any individual will do

- (A) Both A and R are true and R is the correct explanation of A
- (B) Both A and R are true and R is not the correct explanation of A
- (C) A is true but R is false
- (D) A is false but R is true



- 14.** Bobby uses sentences such as 'daddy goed away and Sherps say ba-a-a.' This shows that he has learnt
- (A) To imitate his friends
  - (B) Rules of inflection
  - (C) Inappropriate vocabulary
  - (D) Inappropriate syntax
- 15.** A person who is high in achievement motivation to prefer tasks that are
- (A) Very easy
  - (B) Intermediate in difficulty
  - (C) Very difficult
  - (D) Either very easy or very difficulty
- 16.** Match the following :
- |        |                              |
|--------|------------------------------|
| 1. SER | A. Habit strength            |
| 2. IR  | B. Conditioned inhibition    |
| 3. SIR | C. Reactive inhibition       |
| 4. SHR | D. Evoked reaction potential |
- (A) 1D 2C 3B 4A
  - (B) 1A 2B 3C 4D
  - (C) 1B 2C 3D 4A
  - (D) 1C 2D 3A 4B
- 17.** Which of the following physiological processes does not involve the parasympathetic branch of autonomic nervous system ?
- (A) Perspiration on a hot day
  - (B) Blood pressure
  - (C) Artery
  - (D) Salivation
- 18.** Those who take the TAT
- (A) Answer questions about their needs
  - (B) Write stories about ambiguous pictures
  - (C) Write stories about their training and expectations
  - (D) Describe their past accomplishment
- 19.** \_\_\_\_ occurs when an individual perceives an environmental threat to physical and psychological wellbeing that he or she feels unable to deal with
- (A) Frustration
  - (B) Anxiety
  - (C) Depression
  - (D) Stress



**20.** Arrange the sequence of events according to Schachter's two factor theory

1. Perception
2. Appraisal
3. Emotional experience
4. Physiological response

- (A) 1, 4, 3 and 2  
(B) 1, 4, 2 and 3  
(C) 1, 2, 3 and 4  
(D) 4, 3, 2 and 1

**21.** Sham has a stressful job and consumes alcohol in the evening to relax. He is using the method called \_\_\_\_\_ to cope with stress.

- (A) Direct action  
(B) Palliation  
(C) Gaining predictability  
(D) Gaining control

**22.** Which of the following are impediments to problem solving ?

1. Mental set
2. Heuristics
3. Functional fixedness
4. Memory loss

- (A) 1 and 2  
(B) 2 and 4  
(C) 1 and 3  
(D) All of the above

**23.** Match the following :

- |                           |                         |
|---------------------------|-------------------------|
| 1. Arousal motive         | A. Justification theory |
| 2. Extrinsic rewards      | B. Yerlae's-dodson law  |
| 3. Two factor theory      | C. Benjamin Franklin    |
| 4. Facial feedback theory | D. Stanley Schachter    |

- (A) 1B 2A 3D 4C  
(B) 1C 2B 3A 4D  
(C) 1D 2C 3B 4A  
(D) 1A 2B 3C 4D

**24.** Arrange the following in correct sequence of problem solving

1. Recognition of problem
2. Hypotheses generation
3. Definition of problem accurately
4. Testing of hypothesis

- (A) 1, 2, 3 and 4      (B) 2, 3, 4 and 1  
(C) 1, 3, 2 and 4      (D) 4, 2, 3 and 1

**25.** Prior to training in the classical conditioning paradigm which of the following is true ?

- (A) CS → UCR  
(B) CS → UCS  
(C) CS → CR  
(D) UCS → UCR



**26. Assertion (A) :** Instrumental conditioning is described as a contingency situation

**Reason (R) :** The reinforcement will not be attained unless the response is made.

- (A) A is correct
- (B) R is correct
- (C) A is correct, but R is not an explanation for A
- (D) A is correct and R is an explanation for A

**27. Which of the following statements about health and social relations are not true ?**

- (A) Unmarried and socially isolated people have overall higher death rates than married people
- (B) Being low on social network index puts one at higher risk of mortality than smoking
- (C) Lack of social relationships makes males 2 to 3 times more susceptible to mortality during the next decade
- (D) Low social network index increases risk factors more for females than for males

**28. A robber thoroughly observes a bank before robbing. He hates surprises. He is using \_\_\_\_\_ method to cope with his stress.**

- (A) Direct action
- (B) Palliation
- (C) Gaining predictability
- (D) Gaining control

**29. One of the primary differences between an algorithm and a heuristics is**

- (A) Algorithms take a longer time to find a solution
- (B) Heuristics work most, but not all the time
- (C) Algorithms are used less often than heuristics in artificial intelligence
- (D) All of the above

**30. Assertion (A) :** Calculation of IQ is considered inappropriate for adults

**Reason (R) :** There is no evidence to show a continuing growth of MA to correspond to the ever increasing of chronological age.

- (A) A is not correct
- (B) R is correct
- (C) A and R are correct, R explains A
- (D) Both A and R are correct but R do not explain A





**31.** Factor analysis is a measure of

- (A) Correlation
- (B) Prediction
- (C) Association
- (D) Significance of difference

**32.** Which of the following characteristics differentiate ANOVA from t-test ?

- (A) Ability to compare three and more groups
- (B) Ability to investigate more than one independent variables
- (C) The use of post hoc comparisons
- (D) All the above

**33.** Arrange the following categories of mentally retarded on the basis of their capabilities

- 1. Custodial care
- 2. Minimal skills
- 3. Trainable
- 4. Educable

- (A) 4, 3, 2 and 1      (B) 2, 3, 4 and 1
- (C) 1, 2, 3 and 4      (D) 4, 3, 1 and 2

**34.** Which of the following has a direct control over a function of pituitary gland ?

- (A) Pons                      (B) Cerebral cortex
- (C) Hypothalamus      (D) Mid brain

**35.** Match the following :

- |                        |                  |
|------------------------|------------------|
| 1. Cerebellum          | A. Sleep         |
| 2. Reticular formation | B. Emotion       |
| 3. Medulla             | C. Reflexes      |
| 4. Limbic system       | D. Motor control |

- (A) 1D 2C 3A 4B
- (B) 1A 2B 3C 4D
- (C) 1B 2C 3D 4A
- (D) 1C 2D 3A 4B

**36.** According to Gardner, there are different adaptive abilities that he calls intelligence

- 1. Linguistic intelligence
  - 2. Logical mathematical intelligence
  - 3. Musical intelligence
  - 4. Experiential intelligence
- (A) 1 and 2                      (B) 1, 2 and 3  
(C) 2 and 3                      (D) All the above

**37.** Match the following :

- |                        |                        |
|------------------------|------------------------|
| 1. Conditions of worth | A. Eastern perspective |
| 2. Self actualization  | B. Jung                |
| 3. Abhidhamma          | C. Rogers              |
| 4. Archy types         | D. Maslow              |

- (A) 1C 2B 3A 4D
- (B) 1D 2A 3B 4C
- (C) 1C 2D 3A 4B
- (D) 1D 2C 3A 4B





**38.** Arrange in the sequence stages in working memory

1. Visuospatial sketch pad
2. Phonological loop
3. Central executive

(A) 1, 2 and 3      (B) 3, 2 and 1  
(C) 2, 1 and 3      (D) 2, 3 and 1

**39. Assertion (A) :** Minimum of intelligence is probably necessary for successful creative thinking

**Reason (R) :** The type of thinking the individual shows seems more important than the level of intelligence for creative thinking

- (A) A and R are correct since R is the correct explanation for A  
(B) A is correct  
(C) A and R are correct, but they are not related  
(D) R is not correct

**40.** The posterior lobe of pituitary

- (A) Produces growth hormones  
(B) Secretes oxytocin which causes the release of milk in nursing mothers  
(C) Regulates metabolism  
(D) Is an active most of the time

**41.** The hormone epinephrine dramatically alters energy levels in the body and is produced by the \_\_\_\_\_ gland.

- (A) Pancreas      (B) Thyroid  
(C) Adrenal      (D) Pituitary

**42. Assertion (A) :** REM sleep is sometimes called “paradoxical sleep”

**Reason (R) :** During REM sleep several bodily functions operate in patterns very similar to those found in a waking state

- (A) A is correct  
(B) R is not correct  
(C) A and R are not correct  
(D) A and R are correct and R explains A

**43.** Which of the following physiological factors regulate hunger ?

1. Taste receptors
  2. Stomach contraction
  3. Receptors in stomach
  4. Insulin
  5. Hypothalamus
- (A) 1, 2, 3 and 4      (B) 1, 2 and 3  
(C) 1 and 2      (D) All the above

**44. Assertion (A) :** “We perceive a thing as we are and not as they are”

**Reason (R) :** People process and interpret stimuli in their own ways depending upon their personal, social and cultural conditions

- (A) A is false but R is true  
(B) Both A and R are true, but R is not the correct explanation  
(C) A is true but R is false  
(D) Both A and R are true and R is the correct explanation



Read the passage below and answer the questions (45-47) that follow based on your understanding of the passage.

Information in short-term memory has a very short life span if it is not rehearsed constantly. Two theories that offer explanations for these are the interference model and the time decay model. According to the interference model there is only a certain amount of Space available in STM, so when information entering exceeds the amount of space some items are forgotten or replaced by the new information. The items that are forgotten are usually in the middle of the list.

45. According to the interference model, what factors contribute to poorer memory for the middle of a list ?
- (A) Serial position effect
  - (B) Proactive interference
  - (C) Retroactive interference
  - (D) Both (B) and (C)
46. Proactive interference is defined as the
- (A) Detrimental effect of prior learning on retention of recently learned material
  - (B) Rapid decay of more recently learned material
  - (C) Rapid decay of previously learned material
  - (D) Detrimental effect of the similarity between old items and new items

47. When the category of the items to be remembered is changed after several trials, there is

- (A) A release from retroactive interference
- (B) A release from proactive interference
- (C) No change in recall
- (D) A decrease in retroactive interference

Read the passage below and answer the questions (48-50) that follow based on your understanding of the passage.

Many psychologists believe that aggression is a behaviour which is learned through operant conditioning, in which rewards and punishments shape a person's behaviour. Modeling, or vicarious conditioning is also thought to contribute to the development of aggressive behaviour. In contrast with this predominant school of thought is the school that believes that aggression is an inborn tendency and that because humans use their intelligence to aggress, they have never developed natural controls on aggression against their own species, as have other animals.

48. The belief that aggression is learned is held by
- (A) Social learning theorists
  - (B) Phenomenological theorists
  - (C) Psychodynamic theorists
  - (D) Experimental theorists



49. Which of the following statement is false ?

- (A) If a child is rewarded for random, aggressive behaviour, chances are good that the behaviour will be repeated
- (B) If a child is punished for acting aggressively, the likelihood of that behaviour reoccurring is lessened
- (C) If aggression is reinforced irregularly the aggressive behaviour is gradually discouraged
- (D) Both (B) and (C)

50. The approach in which it is believed that aggression is an inborn tendency has been most support by the work of

- (A) Freud
- (B) Lorenz
- (C) Rogers
- (D) Bandura

51. A system of psychology which studied the purposes of behaviour and the adaptation of an organism behaviour to the environment

- (A) Structuralism
- (B) Functionalism
- (C) Behaviorism
- (D) Psychoanalysis

52. When there is enhancement in performance due to the presence of others, it is termed as

- (A) reciprocity
- (B) social facilitation
- (C) social exchange
- (D) social influence

53. An intense compelling fear of some situation or object is called as

1. Mania
2. Phobia
3. Paranoia
4. Psychosis

- (A) 1 only
- (B) 2 only
- (C) 2 and 3
- (D) 2 and 4

54. Field independence refers to

- (A) A personality dimension which reflects a persons preference for depending on external sources of information in perceptual situation
- (B) Reflection of person's preference for depending on internal sources of information in perceptual situation
- (C) Social orientation which reflects a persons dependence on society
- (D) Cluster of information arising from the field surrounding the perceiver



55. Match the following :

- |   |                               |
|---|-------------------------------|
| 1. Loosing personal sense of responsibility in a group                            | A. Systematic desensitization |
| 2. Basic assumption that most neurotic patterns are conditioned anxiety responses | B. Deindividuation            |
| 3. Part of thalamus that sends information to the visual cortex                   | C. Counter conditioning       |
| 4. Replacing one habit with another   | D. Lateral geniculate nucleus |
- (A) 1D 2A 3C 4B    (B) 1A 2B 3D 4C  
(C) 1C 2A 3D 4B    (D) 1B 2A 3D 4C

56. Which of the following are involved in person-centered therapy ?

1. Reflection of feelings
  2. Therapist being genuine
  3. Showing accurate empathy
  4. Therapist is directive
- (A) 1 and 2                      (B) 1, 2 and 3  
(C) 2, 3 and 4                (D) All the above

57. **Assertion (A):** The overriding character of neurosis is the evidence of anxiety

**Reason (R) :** The neurotic usually can continue to function in everyday life

- (A) A is correct but R is wrong  
(B) A is wrong but R is correct  
(C) Both A and R are wrong  
(D) Both A and R are correct

58. Arrange the stages of conflict in the correct order

1. Intention
2. Incompatibility
3. Behaviour
4. Cognition
5. Outcome

- (A) 2, 4, 1, 3, 5                (B) 1, 2, 3, 4, 5  
(C) 3, 2, 4, 1, 5                (D) 1, 4, 3, 5, 2

59. When we assign the cause of people's behaviour to their personality it is called

- (A) situational attribution  
(B) dispositional attribution  
(C) causal disposition  
(D) causal attribution

60. Latent learning experiments are designed to study

- (A) motivation in learning  
(B) stress and its effects on performance  
(C) the time required by the subject to response  
(D) representational process



- 61.** Performance quotient refers to
- (A) overall performance of an individual at the work place
  - (B) A mathematical equation to analyze experimental results
  - (C) Score one gets on the performance tests of intelligence
  - (D) Performance of a sportsman at the end of the tournament
- 62.** Match the following :
- |  |                       |
|--|-----------------------|
| 1. Excluding unacceptable ideas or feelings from consciousness   | A. Denial             |
| 2. Continuing a kind of gratification after one has passed through the stage at which it was appropriate | B. Reaction formation |
| 3. Developing conscious feelings and behaviour opposite to the unconscious, anxiety arousing ones        | C. Fixation           |
| 4. Misperceiving, threatening objects or events as harmless  | D. Repression         |
- (A) 1 : C, 2 : D, 3 : A, 4 : B
  - (B) 1 : D, 2 : C, 3 : A, 4 : B
  - (C) 1 : D, 2 : C, 3 : B, 4 : A
  - (D) 1 : C, 2 : D, 3 : B, 4 : A

- 63.** An abnormal personality pattern characterized by feelings of persecution and grandeur
- |             |              |
|-------------|--------------|
| 1. Neurosis | 2. Psychosis |
| 3. Paranoia | 4. Mania     |
- (A) only 2
  - (B) only 3
  - (C) 1, 2 and 3
  - (D) only 4
- 64.** Which of the following choices correctly traces the initial stages of prenatal development ?
- (A) Zygote, gastrula, morula
  - (B) Blastomeres, zygote, morula
  - (C) Blastomeres, gastrula, blastula
  - (D) Zygote, blastomeres, morula
- 65.** Virtual organization is characterized by
- (A) Boundary less structure
  - (B) Free communication net work
  - (C) Flat structure
  - (D) Fitness between individual and organizational vision



66. Which one of the following does not belong to the group ?
- (A) Quality circle
  - (B) Balance score card
  - (C) Six sigma
  - (D) ISO certification
67. B A R S refer to
- (A) Graphical representation of the data
  - (B) A technique of performance evaluation
  - (C) Theory of leadership
  - (D) A kind of organizational structure
68. Match the following :
- |                                  |                |
|----------------------------------|----------------|
| 1. Rational emotive therapy      | A. Rogers      |
| 2. Cognitive therapy             | B. Meichenbaum |
| 3. Person centered therapy       | C. Beck        |
| 4. Cognitive Behavioural therapy | D. Ellis       |
- (A) 1D 2B 3A 4C
  - (B) 1B 2D 3C 4A
  - (C) 1D 2C 3A 4B
  - (D) 1A 2B 3C 4D
69. The tendency for the head to develop before and more quickly than the lower portions of the body
- 1. Proximal – distal trend
  - 2. Cephalous – caudal trend
  - 3. Longitudinal trend
  - 4. Cross sectional trend
- (A) 1 only
  - (B) 1 and 2 only
  - (C) 1, 2 and 3
  - (D) 2 only
70. Studies on managerial leadership have focused on the importance of
- (A) Leading from the front
  - (B) Coaching
  - (C) Motivating
  - (D) Mentoring
71. Which one of the following statements is true ?
- (A) Acute stress is termed as burnout
  - (B) Burnout is typical of human service profession
  - (C) On set of burnout is contingent upon years of experience
  - (D) Maslach is the person who coined the term burn out



72. Unable to get the desired goal one consoles himself by saying grapes are sour. He is using
- (A) Displacement
  - (B) Compensation
  - (C) Rationalisation
  - (D) Regression

Read the passage below, and answer the questions **73-75** that follow based on your understanding of the passage :

A 35 - year - old male office worker enters a psychiatric hospital in a agitated and hyperactive state. While the psychiatrist is interviewing the patient, he paces about the room unable to sit down. His speech is accelerated, and he has difficulty staying on one topic of conversation. He tells the psychiatrist why his fellow workers nominated him to be President of his company and about his numerous degrees in physics, chemistry, and medicine. Following the interview the psychiatrist makes a diagnosis and treatment plan.

73. The probable diagnosis for this patient's case is
- (A) Paranoid schizophrenia
  - (B) Bipolar disorder
  - (C) Catatonic schizophrenia
  - (D) Obsessive-compulsive disorder
74. The salient symptoms that led the psychiatrist to make this specific diagnosis were
- (A) Delusions of grandeur
  - (B) Accelerated speech and thought
  - (C) Agitated, hyperactive behaviour
  - (D) Both B and C
75. The most probable psychotropic medication prescribed in the treatment plan was (were)
- (A) Antidepressants
  - (B) Lithium
  - (C) Sedatives
  - (D) Phenothiazines



Space for Rough Work

