

**FEDERAL PUBLIC SERVICE COMMISSION**  
**COMPETITIVE EXAMINATION FOR RECRUITMENT TO POSTS**  
**IN BPS-17, UNDER THE FEDERAL GOVERNMENT, 2004**

**PSYCHOLOGY, PAPER-I**

**TIME ALLOWED: THREE HOURS** **MAXIMUM MARKS: 100**

**NOTE:** Attempt **FIVE** questions in all, including **Question No. 8** which is **COMPULSORY**.  
All questions carry **EQUAL** marks. Write clearly.

1. Describe the aims and methods of **STRUCTURALISM** and **FUNCTIONALISM**.
2. Name and define the three major sub divisions of the **BRAIN** and describe their functions.
3. Compare and contrast the principles of **OPERANT** and **CLASSICAL** conditioning and describe the impact of classical conditioning on everyday life.
4. How attitudes are formed? Discuss the role of learning and direct experience in formation of attitudes.
5. Critically evaluate the theories of emotions.
6. Define **PERSONALITY**. Discuss in detail different types of **PERSONALITY TESTS**.
7. Define **PERCEPTUAL CONSTANCY**. Explain the influences that allow us to perceive constant size, shape and brightness.

**COMPULSORY QUESTION**

8. Write only the correct answer in the Answer Book. Do not reproduce the question.
  - (1) The peripheral nervous system is made up of:
    - (a) axons and dendrites
    - (b) the brain and the spinal cord
    - (c) the automatic and somatic nervous systems
    - (d) the sympathetic and parasympathetic nervous systems
    - (e) None of these
  - (2) Two adrenal hormones which also appear to function as neurotransmitters in the brain are:
    - (a) dopamine and serotonin
    - (b) progesterone and testosterone
    - (c) epinephrine and nor epinephrine
    - (d) insulin and toberone
    - (e) None of these
  - (3) The detection of physical energy emitted or reflected by physical objects; it occurs when energy in the external environment or the body stimulates receptors in the sense organs:
    - (a) Cognition
    - (b) sensation
    - (c) perception
    - (d) adaptation
    - (e) None of these
  - (4) Which of following is a dimension of visual experience:
    - (a) loudness
    - (b) pitch
    - (c) timbre
    - (d) brightness
    - (e) None of these
  - (5) All human senses evolved for the same purpose to:
    - (a) increase our ability to enjoy the environment
    - (b) make us more aware of our feelings and internal states.
    - (c) provide information that could improve our ability to communicate
    - (d) help us survive
    - (e) None of these
  - (6) The fovea and the blind spot are both features of the:
    - (a) cornea
    - (b) lens
    - (c) retina
    - (d) pupil
    - (e) None of these
  - (7) Which of the following is the best example of a primary reinforce:
    - (a) food
    - (b) money
    - (c) pay check
    - (d) new clothes
    - (e) None of these

**PSYCHOLOGY, PAPER-I:**

- (8) Which of the following could be attributed to Tolman's research:
  - (a) discovery of the law of effect
  - (b) the concept of cognitive map
  - (c) the negative effect of punishment
  - (d) the role of classical conditioning in the formation of phobic disorders
  - (e) None of these
- (9) Which of the following factors influence the impact of interference on learning:
  - (a) the nature of the material being learned
  - (b) the organization and meaningfulness of the information learned
  - (c) the type of activity that follows studying
  - (d) all of the above
  - (e) None of these
- (10) Which of the following psychologists developed the need/drive theory of motivation:
  - (a) Clark Hull
  - (b) Abraham Maslow
  - (c) Robert Plutchik
  - (d) Water cannon
  - (e) None of these
- (11) Which of the following orders of Maslow's hierarchy of needs is correct:
  - (a) safety, physiological, belongingness, self actualization, esteem
  - (b) belongingness, esteem, physiological, safety, self actualization
  - (c) physiological, belongingness, safety, esteem, self actualization
  - (d) physiological, safety, belongingness, esteem, self actualization
  - (e) None of these
- (12) Central traits:
  - (a) were suggested by a behaviourist to explain behaviour
  - (b) organize and control behaviour across many situations
  - (c) are more situations specific than are secondary traits
  - (d) are seen in growth – oriented individuals.
  - (e) None of these
- (13) Norms are influenced by:
  - (a) the surrounding culture
  - (b) the surrounding sub culture
  - (c) the context of the situation
  - (d) all of the above
  - (e) None of these
- (14) Discrepancies between attitudes lead to:
  - (a) prejudice
  - (b) cognitive dissonance
  - (c) the fundamental attribution error
  - (d) relative deprivation
  - (e) None of these
- (15) Many of the neo Freudians have modified freuds original theory of personality to give more emphasis to:
  - (a) childhood sexuality
  - (b) social and culture factors
  - (c) differences between the sexes
  - (d) unconscious forces
  - (e) None of these
- (16) Motivation is defined as an inferred process within a person that causes the organism to move toward:
  - (a) a goal
  - (b) all other organisms
  - (c) a homeostatic state
  - (d) higher levels in the hierarchy of needs
  - (e) None of these
- (17) In which motivational conflicts one must choose between "the lesser of two evils":
  - (a) approach – approach
  - (b) approach – avoidance
  - (c) avoidance - avoidance
  - (d) multiple approach – avoidance
  - (e) None of these
- (18) Which of the following identified universal symbolic images that appears in myths, art, dreams, and other expressions of the collective unconscious?
  - (a) Freud
  - (b) Adler
  - (c) Jung
  - (d) Horney
  - (e) None of these
- (19) Raymond B Cattell advanced the study of personality traits by using a statistical method called:
  - (a) locus of control
  - (b) identification
  - (c) factor analysis
  - (d) phrenology
  - (e) None of these
- (20) Perfection is a problem that is most associated with the:
  - (a) id
  - (b) ego
  - (c) super ego
  - (d) ego and super ego
  - (e) None of these

# FEDERAL PUBLIC SERVICE COMMISSION

## COMPETITIVE EXAMINATION FOR RECRUITMENT TO POSTS IN BPS-17 UNDER THE FEDERAL GOVERNMENT, 2004.

### PSYCHOLOGY, PAPER-II

**TIME ALLOWED: THREE HOURS**

**MAXIMUM MARKS: 100**

**NOTE:** Attempt **FIVE** questions in including **QUESTION NO. 8** which is **COMPULSORY**.  
All questions carry **EQUAL** marks. Write clearly.

1. Differentiate between Growth and Development. Describe the influence of nature and nurture on Development.
2. Discuss the ways in which abnormal behaviour has been defined.
3. Define Behaviour Theory. Describe its basic features and assumptions on which it is based.
4. What do you understand by Intelligence? How can be Intelligence assessed?
5. List the components that interact to influence drug addiction in Pakistan. Suggest practical remedies.
6. Describe the principles and stages of Piaget's Theory of Cognitive Development.
7. Discuss biological and psychosocial theories that attempt to explain schizophrenia. State the major criticism for each theory.

### COMPULSORY QUESTION

8. Write only the correct answer in the Answer Book. Do not reproduce the question.
  - (1) Which of the following represents a correct sequence:
    - (a) zygote, fetus, embryo, neonate, infant
    - (b) zygote, embryo, neonate, fetus, infant
    - (c) embryo, zygote, fetus, neonate, infant
    - (d) zygote, embryo, fetus, neonate, infant
    - (e) None of these
  - (2) Maturation refers to development that occurs as a result of:
    - (a) genetically determined signals
    - (b) instinctive processes
    - (c) homeostatic imbalances
    - (d) an interaction between biology and environment
    - (e) None of these
  - (3) Which of the following is not one of the aspects of development studied by Psychologists?
    - (a) Universal aspects of development
    - (b) Individual differences in development
    - (c) Cultural differences in development
    - (d) Immutable laws of development
    - (e) None of these
  - (4) Which of the following is most likely to lead to high job satisfaction:
    - (a) Matching personality with occupation
    - (b) Promotion practices based on seniority
    - (c) Having an outgoing personality
    - (d) Working alone
    - (e) None of these
  - (5) Which of the following improves worker skills and reduces frustration and stress:
    - (a) job training
    - (b) job analysis
    - (c) access to an employee assistance program
    - (d) an organizational culture
    - (e) None of these
  - (6) The assessment tools upon which clinicians depend to gather information about their clients belong in which of the following categories?
    - (a) interviews
    - (b) tests
    - (c) observations
    - (d) all of these choices
    - (e) None of these

**PSYCHOLOGY, PAPER-II:**

- (7) Which of the following tests is likely to have the highest reliability:  
(a) the TAT (b) the Rorschach (c) the MMPI  
(d) the Draw-a-Person tests (e) None of these
- (8) Clinicians attempting to systematically assess the abnormal behavior of a client will frequently:  
(a) rely primarily on personality tests (b) employ a battery of tests  
(c) rely primarily on projective tests (d) rely primarily on neuropsychological tests  
(e) None of these
- (9) The best definition of psychotherapy includes:  
(a) a sufferer, a healer and a systematic interaction between the two  
(b) a healer that uncovers unconscious conflicts and heals the personality  
(c) the removal of symptoms about which the patient complains  
(d) the use of talking and drugs to change behavior.  
(e) None of these
- (10) Psychodynamic therapists believe that maladaptive behaviour stems from:  
(a) disturbed thought patterns (b) inappropriate learning patterns  
(c) a failure to live up to one's full potential  
(d) emotional trauma experienced in childhood  
(e) None of these
- (11) Which of the following therapists makes extensive use of role-playing?  
(a) Client-centered therapists (b) Psychoanalytic therapists  
(c) existential therapists (d) gestalt therapists  
(e) None of these
- (12) Client-centered therapy is most consistent with the:  
(a) behavioural approach (b) Cognitive approach  
(c) Psychodynamic approach (d) humanistic approach  
(e) None of these
- (13) Illnesses that seem to result from an interaction of physical and psychological factors are called:  
(a) hysterical (b) psychosomatic (c) somatic  
(d) conversion disorders (e) None of these
- (14) Chromosomal mapping studies have found that:  
(a) schizophrenia does not appear to have genetic component  
(b) schizophrenia does appear to have a genetic component  
(c) adoption studies do not reveal anything about schizophrenia  
(d) There is a single cause of schizophrenia  
(e) None of these
- (15) The leading cause of mind retardation is believed to be:  
(a) fetal alcohol syndrome (b) organic brain syndrome  
(c) environmental factors (d) inherited traits (e) None of these
- (16) Therapists who focus on altering faulty thought processes are:  
(a) cognitive therapists (b) humanistic therapists  
(c) biological therapists (d) psychodynamic therapists  
(e) None of these
- (17) In general, children who score well on IQ tests have parents who:  
(a) pay for tutors and special schools (b) have very high IQ's  
(c) punish them if they fail to do well  
(d) spend time with them and actively encourage their development  
(e) None of these
- (18) One hall mark of projective tests is that they:  
(a) are multiphasic (b) are criterion referenced  
(c) require responses to ambiguous stimuli (d) measure only one trait  
(e) None of these
- (19) When psychological tests are used in personnel selection, an important concern regarding the tests is:  
(a) cost (b) ease of administration (c) validity  
(d) objectivity (e) None of these
- (20) A conversion disorder is characterized by:  
(a) functional impairment of a limb or sensory ability with no apparent physical cause  
(b) severe pain with no apparent cause  
(c) a constant fear of becoming seriously ill  
(d) frequently vague complaints of physical symptoms