

P.G./INTEGRATED P.G. ENTRANCE EXAMINATION, APRIL 2023**APPLIED PSYCHOLOGY**

Time : Two Hours

Maximum : 400 Marks

*This question paper has 100 questions.**Each question carries 4 marks.**1 mark will be deducted for each Wrong answer.*

1. _____ is a wrong or false perception of an existing sensation.
(a) Illusion. (b) Delusion.
(c) Hallucination. (d) Intuition.
2. _____ are psychoactive drugs that increase central nervous system activity.
(a) Depressants. (b) Stimulants.
(c) Hallucinogens. (d) Empathogens.
3. _____ is the registration of sensory input without conscious awareness.
(a) Extrasensory perception. (b) Subliminal perception.
(c) Clairvoyance. (d) Telepathy.
4. _____ introduced the concept of mind-body dualism.
(a) Aristotle. (b) Socrates.
(c) Darwin. (D) Rene Descartes,
5. "The process through which one seeks to determine the cause behind others' behaviour is _____.
(a) Attribution. (b) Consensus.
(c) Distinctiveness. (d) Consistency.
6. Unconditional positive regard is a fundamental requirement for _____.
(a) Psychoanalysis. (b) Gestalt therapy.
(c) Cognitive behaviour therapy. (d) Client centred therapy.

Turn over

7. Speedy shift of thought, repeating what the other person says and creating new words, represents a breakdown of the thought process. This is the characteristic of _____.
- (a) Neuroses.
 - (b) Psychoses.
 - (c) Mental retardation.
 - (d) Psychopathic personality disorder.
8. A fixed interval schedule is one that is based on a _____.
- (a) Varying number of responses.
 - (b) Varying period of time.
 - (c) Set number of responses.
 - (d) Set period of time.
9. Rajani just found a gold bracelet inside a movie theatre. Which part of her personality would urge her to deposit it at the manager's office ?
- (a) Id.
 - (b) Ego.
 - (c) Superego.
 - (d) Libido.
10. Collective unconscious consists of _____ that are not individually acquired but are inherited.
- (a) Traits.
 - (b) Archetypes.
 - (c) Conflicts.
 - (d) Dreams.
11. _____ is the term used to describe the level of stress that is good for a person as it enhances performance
- (a) Distress.
 - (b) Eustress.
 - (c) Social Stress.
 - (d) Strain.
12. As per the General Adaptation Syndrome, the individual is ready for fight or flight in the _____ stage.
- (a) Resistance.
 - (b) Burnout.
 - (c) Alarm reaction.
 - (d) Exhaustion.

13. The interval between the highest and the lowest score is popularly known as :
- (a) Range. (b) Quartile deviation.
(c) Mean deviation. (d) Standard deviation.
14. Rejecting a null hypothesis when it is in fact true results in :
- (a) Correct rejection. (b) Type I error.
(c) Type II error. (d) Variance.
15. Which form of therapy places emphasis on the assumption that maladaptive thoughts are the basis of many psychological disorders.
- (a) Rationale motive therapy. (b) Psychoanalysis.
(c) Client centred therapy. (d) Behaviour therapy.
16. The method of 'paired comparison' was introduced by :
- (a) Watson. (b) Galton.
(c) Thurstone. (d) Weber.
17. Multivariate analysis is used in the case of :
- (a) More than two DV's. (b) More than two IV's.
(c) One IV and one DV. (d) More than two DV's and IV's.
18. Co-efficient of correlation ranges from :
- (a) - 1 to + 1. (b) 0 to + 1.
(c) - 1 to 0. (d) 1 to 2.
19. Which of the following is the highest level of significance ?
- (a) 0.01. (b) 0.05.
(c) 0.1. (d) 0.5.
20. The most stable measure of central tendency is
- (a) Arithmetic Mean. (b) Median.
(c) Mode. (d) Standard deviation.

Turn over

21. The brain structure that plays an important role in feelings of hunger is :
- (a) Hippocampus.
 - (b) Hypothalamus.
 - (c) Parietal lobe.
 - (d) Thalamus.
22. Psychologists in the area of _____ focus on man machine interaction, physical fatigue and strain and workplace design.
- (a) Training in development.
 - (b) Industrial psychology.
 - (c) Developmental Psychology.
 - (d) Ergonomics.
23. The lobe mostly concerned in keeping us physically oriented in our environment is :
- (a) Frontal.
 - (b) Parietal.
 - (c) Dorsal.
 - (d) Temporal.
24. An inhibitory neurotransmitter :
- (a) Dopamine.
 - (b) Serotonine.
 - (c) Norepinephrine.
 - (d) Thyroxin.
25. Color has three visible aspects - Hue, Brightness and :
- (a) Intensity.
 - (b) Frequency.
 - (c) Saturation.
 - (d) Dullness.
26. The matic Apperception test is based upon the defense mechanism of :
- (a) Projection.
 - (b) Sublimation.
 - (c) Reaction Formation.
 - (d) Repression.
27. Hope, happiness, optimism and flow takes together as :
- (a) Cognitive psychology.
 - (b) Positive psychology.
 - (c) Humanistic psychology.
 - (d) Evolutionary psychology.

28. The match between individual and organizational expectations is called :
- (a) Person - job - fit. (b) Psychological contract.
(c) Person organization fit d) Performance management
29. The Yerkes-Dodson law predicts that most people would perform an easy task best if they are at a :
- (a) High level of arousal. (b) Low level of arousal.
(c) Optimal level of arousal . (d) State of homeostasis.
30. Fritz Perlz is associated with :
- (a) Gestalt therapy. (b) Reality therapy.
(c) REBT. (d) CBT
31. Logo therapy is introduced by :
- (a) Victor Frankl. (b) Wilhem James.
(c) William Glasser. (d) Joseph Wolpe.
32. Fluid intelligence is coined by :
- (a) Cattell. (b) Sternberg.
(c) Guilford. (d) Thurstone.
33. According to Karen Horney the origin of maladjustment can be traced to _____.
- (a) The inferiority feelings of childhood.
(b) Basic anxiety resulting from disturbed interpersonal relations.
(c) Overindulgence of the child at early stages of development.
(d) Failure to deal with intrapsychic conflicts.
34. As a system moves towards greater authoritarian structure, it exerts greater control over _____ communication.
- (a) Vertical. (b) Lateral.
(c) Horizontal. (d) All channel.

Turn over

35. Research that proceeds in a cyclical, iterative or back and forth pattern and is often used in qualitative research is :
- (a) Counterbalancing. (b) Integrity.
(c) Non-linear research path. (d) Linear research path.
36. Superfactors in Eysenck's theory is also called _____.
- (a) Personal disposition. (b) Source traits.
(c) Types. (d) Traits.
37. Where are the parotid glands located ?
- (a) Below the stomach.
(b) Behind and above the pancreas.
(c) Below and in front of the ear canal.
(d) Underneath the armpits.
38. Which of the following statements are false ?
- (a) Pituitary Gland is found at the base of the brain.
(b) Adrenal glands are found on top of the kidneys.
(c) Lymph nodes are found only near the neck and armpits.
(d) Thyroid glands are ductless glands.
39. The primary function of the cerebrospinal fluid is to :
- (a) Protect the brain.
(b) Provide nutrients to the surrounding tissues.
(c) Remove waste products.
(d) All of the above.
40. The lungs are protected by :
- (a) Sternum. (b) Rib cage.
(c) Backbone. (d) All of the above.

41. Which of the following is the structural and functional unit of the human nervous system ?
- (a) Brain. (b) Axon.
(c) Dendron. (d) Neuron.
42. What does corpus callosum connects in human brain ?
- (a) Two optic lobes. (b) Bone and muscle.
(c) Two cerebral hemisphere. (d) Two lobes of pituitary gland.
43. Action research is associated with the German American Psychologist _____.
- (a) Kurt Koffka. (b) Max Wertheimer.
(c) Wolfgang Kohler. (d) Kurt Lewin.
44. A hypothesis is defined as :
- (a) A testable prediction derived from a theory.
(b) An explanation of a phenomenon.
(c) The independent variable.
(d) The dependant variable.
45. Select the research method of Freud :
- (a) Case study method. (b) Naturalistic observation.
(c) Survey research. (d) Correlational method.
46. Define Stereotypes :
- (a) Special types of schemas that are part of people's shared cultural background.
(b) Equivalent to prejudice.
(c) Widely held beliefs that people have certain characteristics because of their membership in a particular group.
(d) Both (a) and (b).

Turn over

47. In developmental psychology, the term nature mention to _____ part that control development.
- (a) Physical. (b) Environmental.
(c) Biological. (d) All of these.
48. Select the factor which is the most important biological element to the organized physical growth of the body including of nervous system, in the study of development :
- (a) Maturation. (b) Hormones.
(c) Environment. (d) Growth factors.
49. A biologically determined period in the life of some animals during which the definite shape of learning can take place most easily is known as :
- (a) Critical period. (b) Milestone.
(c) Stage. (d) Landmark.
50. Damage to which area of the brain leads to a decrease in physically aggressive behavior and social rank ?
- (A) Lateral hypothalamus. (B) Hippocampus.
(C) Amygdala. (D) Basal ganglia.
51. The Flynn effect is the phenomenon of :
- (A) The gradual increase in IQ scores over the last century.
(B) Higher IQ scores among children who were breast-fed.
(C) Higher IQ scores among people with higher levels of education.
(D) A stronger correlation between the IQ scores of monozygotic twins than between those dizygotic twins.
52. According to current conceptions, working memory is characterized by :
- (A) Stress on episodic rather than semantic memory.
(B) Its unitary nature.
(C) Maintenance of information in current use.
(D) Greater importance for procedural than for declarative memory.

53. Damage to the lateral hypothalamus of rats is known to produce deficits in regulation of _____.
- (A) Respiration. (B) Pupillary reflexes.
(C) Sleep. (D) Eating and drinking.
54. An unusual state called "waxy flexibility" is sometimes observed in _____ schizophrenia.
- (A) Borderline. (B) Disorganized.
(C) Catatonic. (D) Paranoid.
55. Irrational and very specific fears that persist even when there is no real danger to a person are called _____.
- (A) Anxieties. (B) Dissociation's.
(C) Phobias. (D) Obsessions.
56. False beliefs that are held even when the facts contradict them are called :
- (A) Fantasies. (B) Hallucinations.
(C) Illusions. (D) Delusions.
57. What is always found in cases of OCD (obsessive-compulsive disorder) ?
- (A) Excessive concern with cleanliness.
(B) Phobias
(C) Forbidden wishes.
(D) Irrational impulses.
58. The concept of "Tabula Rasa" was introduced by :
- (a) John Locke. (b) Hippocrates.
(c) Aristotle. (d) Freud.
59. _____ is known as the father of Psychophysics.
- (a) St. Augustine. (b) Fechner.
(c) Hull. (d) Plato.

Turn over

60. The school of Behaviourism was introduced by _____.
- (a) George Berkeley. (b) Francis Galton.
(c) J. B. Watson. (d) Hobbes.
61. Functionalism was introduced by :
- (a) Galen. (b) Immanuel Kant.
(c) Weber. (d) William James.
62. The interval between the highest and the lowest score is popularly known as :
- (a) Range. (b) Quartile deviation.
(c) Mean deviation. (d) Standard deviation..
63. The transformation of energy into electrical impulses is _____.
- (A) Neural processing. (B) Transduction.
(C) Sensation. (D) A difference threshold.
64. Our belief that social influence changes one's public behaviour, but not their private beliefs is known as :
- (a) Autokinetic phenomenon. (b) Normative Social Influence.
(c) Cognitive Dissonance. (d) Introspection.
65. Group counseling was developed by :
- (A) Carl Rogers. (B) Alfred Adler.
(C) Albert Bandura. (D) Jacob Moreno.
66. Memories centered on a specific, important, or surprising event that are so vivid it is as if they represented a snapshot of the event is known as :
- (A) Schemas.
(B) Flashbulb memories.
(C) Autobiographical memories.
(D) Explicit memory.

67. Feeling of apprehension caused by the anticipation of danger is :
- (A) Depression. (B) Stress.
(C) Anxiety. (D) Fear.
68. A perception without an external stimuli :
- (A) Delusion. (B) Hallucination.
(C) Illusion. (D) Cognition.
69. A genetically caused condition that results in Mental Retardation.
- (A) ADHD. (B) PTSD.
(C) Down syndrome. (D) OCD.
70. In Piaget's theory, the final stage of cognitive development, during which individuals may acquire the capacity for deductive or propositional reasoning.
- (A) Pre operational stage. (B) Formal operations.
(C) Sensory operations. (D) Concrete operations
71. The existence of seventh primary emotion suggested by some theorists is :
- (a) Outrage. (b) Gratitude.
(c) Contempt. (d) Frustration.
72. CBT was developed by :
- (A) Aron T. Beck. (B) Albert Ellis.
(C) Baddeley. (D) Weishar.
73. Who is not a Humanistic theorist :
- (A) Carl Roger. (B) Abraham maslow.
(C) B. F. Skinner. (D) Rollo May.

Turn over

74. In DSM V Mental retardation is known as ———.
- (A) Specific Learning Disorder. (B) Mental Disability.
(C) Intellectual disability. (D) Learning Disability.
75. Tendency to evaluate events by thinking about alternatives to them is :
- (A) Magical thinking. (B) Ingratiation.
(C) Counterfactual thinking. (D) Priming.
76. "Feminine Psychology" is the book written by :
- (A) Sigmund Freud. (B) Karen Homey.
(C) Alfred Adler. (D) Carl Jung
77. The variable which is manipulated by the experimenter :
- (A) Extraneous variable. (B) Dependent variable.
(C) Independent variable. (D) Intervening variable
78. Heavy drinking over a period of years can cause a pattern of symptoms known as :
- (A) Downs Syndrome. (B) Korsakoff Syndrome.
(C) Alzheimer's Disease. (D) Amnesia.
79. Threadlike structures contains genetic material, found in nearly every cell of the body :
- (A) Genes. (B) Cell.
(C) DNA. (D) Chromosomes.
80. The "Peakedness" or flatness of a frequency distribution is called :
- (A) Kurtosis. (B) Probability.
(C) Variability. (D) Skewness.

81. Attitudes are expressed in _____.
- (A) Belief component. (B) Emotional component.
(C) Action component. (D) All of the above.
82. An assessment is _____ if it consistently achieves the same results with the same students.
- (A) Valid. (B) Invalid.
(C) Unreliable. (D) Reliable.
83. Which one of the theories of intelligence advocates the presence of general intelligence 'g' and specific intelligence 's'?
- (A) Two factor theory. (B) Theory of Intellect.
(C) Anarchich theory, (D) Heirachical theory
84. A speech disturbance resulting from brain damage:
- (A) Alexia. (B) Agraphia.
(C) Aphasia. (D) Acalculia.
85. _____ Scale is the least powerful level of measurement.
- (A) Interval scale. (B) Ordinal scale.
(C) Nominal scale. (D) Ratio scale.
86. The concept of 'Learned Helplessness' proposed by :
- (A) Martin Seligman. (B) Ivan Pavlov.
(C) E.L. Thorndike. (D) Albert Bandura.
87. Learning based on the consequences of responding is known as :
- (A) Spaced Learning. (B) Classical conditioning.
(C) Massed Learning. (D) Operant conditioning.

Turn over

88. Hermann Ebbinghaus was the first person to conduct scientific studies in _____.
- (A) Family Counselling. (B) Working memory.
(C) Forgetting. (D) Child counselling.
89. Reducing fear or anxiety by repeatedly exposing a person to emotional stimuli while the person is deeply relaxed is known as :
- (A) Free association. (B) Flooding.
(C) Desensitization. (D) Meditation.
90. The sequence of stages of oral reasoning identified by Kohlberg are :
- (a) Pre-conventional, conventional, post-conventional.
(b) Pre-conceptual, conceptual, post-conceptual.
(c) Pre-operational, operational, post-operational.
(d) Pre-conformist, confirms, post-confirmist.
91. Which level of measurement possesses an absolute zero point ?
- (a) Interval. (b) Ratio.
(c) Nominal. (d) Ordinal.
92. A teacher might assume that a well-behaved student is also bright and motivated before they have objectively evaluated the student's capacity in these areas. Identify the phenomenon.
- (a) Middle Category Bias. (b) Social Desirability.
(c) Halo effect. (d) Extreme Response Bias.
93. Which of the following control breathing rate in humans ?
- (a) Cerebellum. (b) Hypothalamus.
(c) Thalamus. (d) Medulla oblongata.

94. A change in behaviour or belief as a result of real or imagined group pressure is :
- (a) Compliance. (b) Conformity.
(c) Acceptance. (d) Reactance.
95. In Jensen's model, Level II represents _____.
- (a) Emotional competence. (b) Social competence.
(c) Cognitive competence. (d) Associative learning
96. Giftedness from the teachers' point of view depends on a combination of :
- (a) High ability, high reativity, high commitment.
(b) High ability, high creativity, high cooperation.
(c) High ability, high commitment, high talent.
(d) High ability, high creativity, high dependence.
97. The school counsellor told Sania that people are happiest and perform their best when their personal traits and characteristics match their occupation. To assess this, she has to go through a psychological test. Her counsellor is most likely to use the _____ test.
- (a) Minnesota Multiphasic Personality Inventory.
(b) Eysenck Personality Questionnaire.
(c) Sixteen Personality Factor Questionnaire.
(d) Draw a person test.
98. _____ are enduring beliefs about an ideal mode of behavior.
- (a) Preferences. (b) Interest.
(c) Attitudes. (d) Values.

Turn over

99. Thushara works at night in a call center, travels amidst heavy traffic to reach her work place and sleeps during the daytime. This is challenging and is a/an _____.

(a) Hassle.

(b) Traumatic event.

(c) Life event.

(d) Environmental stress.

100. Dilip experiences mood swings, and erratic feelings due to the stress he is facing. This refers to the _____ effect of stress.

(a) Physiological.

(b) Behavioral.

(c) Cognitive.

(d) Emotional.