

# National Testing Agency

**Question Paper Name:** Effective Decision Making 09th November 2019 Shift 1  
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**Display Marks:** Yes

## Effective Decision Making

**Group Number :** 1  
**Group Id :** 709597176  
**Group Maximum Duration :** 0  
**Group Minimum Duration :** 120  
**Revisit allowed for view? :** No  
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**Break time:** 0  
**Group Marks:** 100

## Effective Decision Making

**Section Id :** 709597185  
**Section Number :** 1  
**Section type :** Online  
**Mandatory or Optional:** Mandatory  
**Number of Questions:** 100  
**Number of Questions to be attempted:** 100  
**Section Marks:** 100  
**Display Number Panel:** Yes  
**Group All Questions:** No

**Sub-Section Number:** 1  
**Sub-Section Id:** 709597279  
**Question Shuffling Allowed :** Yes

**Question Number : 1 Question Id : 70959717280 Question Type : MCQ Option Shuffling : No Display Question Number : Yes**  
**Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

. Consequences of decisions come in two forms manifest and \_\_\_\_\_?

- a) Optimality
- b) Fallacy
- c) Latent
- d) Problem solving

**Question Number : 2 Question Id : 70959717281 Question Type : MCQ Option Shuffling : No Display Question Number : Yes**  
**Single Line Question Option : No Option Orientation : Vertical**

Correct Marks : 1 Wrong Marks : 0

. Which of the following is related to decision making?

- a) Anchoring
- b) Framing
- c) Optimality
- d) All of the above

Question Number : 3 Question Id : 70959717282 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

People adjust their evaluations of things by means of certain reference points. What are those points called ?

- a) End-anchors.
- b) Cognitive illusions
- c) Sunk costs
- d) None of the above

Question Number : 4 Question Id : 70959717283 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

People evaluate outcomes from their current state where they perceive certain outcomes as gains and losses. What is this phenomena called?

- a) Hot Hand
- b) Framing effect
- c) Gambler's fallacy
- d) End-anchors

Question Number : 5 Question Id : 70959717284 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The mistaken belief that the probability of a given random event, such as winning or losing at a game of chance, is influenced by previous random events is called?

- a) Framing effect
- b) Cognitive illusion
- c) Faulty cognition
- d) Gambler's fallacy

Question Number : 6 Question Id : 70959717285 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who is author of the philosophical method of radical doubt?

- A. Saint Thomas Aquinas
- B. August Comte
- C. Rene Descartes
- D. Baruch Spinoza

Question Number : 7 Question Id : 70959717286 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who is known as the father of behavioral decision making?

- A. Ward Edwards
- B. Daniel Kahneman
- C. Herbert Simon
- D. None of the above.

Question Number : 8 Question Id : 70959717287 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who was awarded the Nobel Prize in 2002 for his pioneering work with Amos Tversky on decision-making?

- A. Peter Drucker
- B. Daniel Kahneman
- C. Herbert Simon
- D. Schoenfeld

Question Number : 9 Question Id : 70959717288 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who established a cognitive basis for common human errors using heuristics and biases?

- A. George R. Terry
- B. J.L. Massie
- C. Kahneman
- D. Eleanor Roosevelt

Question Number : 10 Question Id : 70959717289 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Scott and Bruce has given five decision making styles in

- A. 1996
- B. 1995
- C. 1969
- D. 1959

Question Number : 11 Question Id : 70959717290 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The type of decision making in which the solution is considered “good enough” is known as which of the following?

- A. satisficing
- B. rationalization
- C. maximizing
- D. intuition

Question Number : 12 Question Id : 70959717291 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

When a decision maker chooses an alternative under perfect rationality, she chooses a \_\_\_\_\_ decision, whereas under bounded rationality she chooses a \_\_\_\_\_ decision.

- A. minimizing; satisficing
- B. maximizing; satisficing
- C. satisficing; maximizing
- D. maximizing; minimizing

Question Number : 13 Question Id : 70959717292 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

. Decision-making is the selection based on some criteria from two or more possible alternatives. Who said it?

- A. J.L. Massie
- B. D.E. Mc. Farland
- C. George R. Terry
- D. None

Question Number : 14 Question Id : 70959717293 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

A decision can be defined as a course of action consciously chosen from available alternatives for the purpose of desired result. Who said it?

- A. J.L. Massie
- B. George R. Terry
- C. D.E. Mc. Farland
- D. Newport

Question Number : 15 Question Id : 70959717294 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

. A good decision is?

- A. Executable
- B. Systematic
- C. Accountable
- D. All of the above

Question Number : 16 Question Id : 70959717295 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Hick and Hyman were?

- A.Irish and Scottish
- B.Afro- American
- C.British and American
- D.Scandinavian

Question Number : 17 Question Id : 70959717296 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following is the correct formula for Hick Hyman Law?

- A.  $RT = A + B \log_2(n)$
- B.  $Rt = a - b \log_2(n)$
- C.  $RT = a + b \log_2(n)$
- D.  $RT = a/b \log_2(n)$

Question Number : 18 Question Id : 70959717297 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Herbert Simon won the Nobel in?

- A.Psychology
- B.Management
- C.Human Resources
- D.Economics

Question Number : 19 Question Id : 70959717298 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



Allen Newell and Herbert Simon built computer programs to simulate human cognition, especially ones that would solve problems with a trial and error system. What was the program called?

- A. Quantum Mechanics
- B. General Problem Solver.
- C. Decision making machine
- D. Christopher

Question Number : 20 Question Id : 70959717299 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

An architecture, in which various items could be written and which was visible to other systems that could read and write on the same architecture. It was called as?

- A. General problem Solver
- B. Blackboard Architecture
- C. Simulator
- D. Systems Program

Question Number : 21 Question Id : 70959717300 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

In which year Anderson give the definition on Problem Solving?

- (a) 1981
- (b) 1984
- (c) 1980
- (d) 1986

Question Number : 22 Question Id : 70959717301 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Features of a problem include.

- (a) Original state
- (b) goal state
- (c) rules
- (d) All of the options

Question Number : 23 Question Id : 70959717302 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Most popular example in well-defined problem is

- (a) Cats and Rats
- (b) Hobbits and Orcs
- (c) Bear and Wolves
- (d) Lions and Hyenas

Question Number : 24 Question Id : 70959717303 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Computer simulation is developed in \_\_\_\_\_ type of problem solving.

- (a) Ill-defined
- (b) Well-defined
- (c) None of the options
- (d) Both A & B

Question Number : 25 Question Id : 70959717304 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Decision-making and problem solving are core functions of management and the ability to articulate and assess decisions to be made, requires a highly \_\_\_\_\_ state.

- (a) motivated (b) intelligent (c) demotivated (d) none.

Question Number : 26 Question Id : 70959717305 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Decision making behavior of an individual depends on

- a. Cognitive attributes
- b. Personality attributes
- c. Motivational attributes
- d. All of the above

Question Number : 27 Question Id : 70959717306 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following is true

- a. Decision making is part of creativity
- b. There can be creative features in process and product of a decision.
- c. There is no relation between the two
- d. Both a & b

Question Number : 28 Question Id : 70959717307 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The level of creativity in decision solution depends on

- a. Unusualness
- b. Usefulness
- c. Originality
- d. All of the above

Question Number : 29 Question Id : 70959717308 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Creative solutions to a decision are needed when

- a. Alternatives are not clear
- b. Conventional solutions are not applicable
- c. New and innovative solutions are needed
- d. All of the above

Question Number : 30 Question Id : 70959717309 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Creative process in decision making involve

- a. restructuring of the problem
- b. generation of ideas
- c. evaluation of ideas
- d. all of the above

Question Number : 31 Question Id : 70959717310 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

\_\_\_\_\_ is the obstacle to problem solving.

- (a) Positive transfer (b) Negative transfer (c) Insight (d) Incubation

Question Number : 32 Question Id : 70959717311 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Procedures that will guarantee a solution.

- (a) Algorithm (b) Heuristics (c) Hill climbing (d) Working backward

Question Number : 33 Question Id : 70959717312 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Researchers who work on positive transfer are:

- (a) Bassok and Holyoak (b) Chen and Daehler (c) Campbell and Robert (d) All of the options

Question Number : 34 Question Id : 70959717313 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

“Three-process theory” is associated with

- (a) Heuristics (b) Transfer (c) Insight (d) Incubation

Question Number : 35 Question Id : 70959717314 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

According to “three-process theory” insights arise out of process called

- (a) Selective encoding (b) Selective combination  
(c) Selective comparison (d) All of the above

Question Number : 36 Question Id : 70959717315 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



If a decision is made in a meeting, then make sure \_\_\_\_ follow up step/steps is/are made.

- A. 3
- B. 2
- C. 1
- D. 4

Question Number : 37 Question Id : 70959717316 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Making decisions without information presents

- A. Indefinite threat
- B. Ignorance threat.
- C. Both and b
- D. None.

Question Number : 38 Question Id : 70959717317 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

In the investment context, one faces the risk of \_\_\_\_\_

- A. unstrategic decisions
- B. Profit Sharing
- C. Inflation.
- D. unstructured decisions

Question Number : 39 Question Id : 70959717318 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Irving Janis (1972) was a .....

- A. Social psychologist
- B. Clinical psychologist
- C. Criminal psychologist
- D. None of the above

Question Number : 40 Question Id : 70959717319 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

.....is also known as confirmatory bias or myside bias?

- A. Fundamental Attribution Error
- B. Hindsight bias
- C. Confirmation bias
- D. Fixation

Question Number : 41 Question Id : 70959717320 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who is known as the father of behavioral decision making?

- A. Ward Edwards
- B. Daniel Kahneman
- C. Herbert Simon
- D. None of the above.

Question Number : 42 Question Id : 70959717321 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who said decision-making is the selection, based on some criteria from two or more possible alternatives?

- A. George R. Terry
- B. J.L. Massie
- C. Eisenfuhr
- D. Eleanor Roosevelt

Question Number : 43 Question Id : 70959717322 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who believed that decision-making process includes three stages?

- A. Chestnut.
- B. Negulesc
- C. Amos Tversky
- D. Both A and B.

Question Number : 44 Question Id : 70959717323 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who said decision-making is the process of thought and deliberation that leads to a decision?

- A. Terry.
- B. Eleanor Roosevelt
- C. Qlueck
- D. Newport.

Question Number : 45 Question Id : 70959717324 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Decision making is a process of making a choice from a number of alternatives to achieve a desired result, who said it?

- A. Eleanor Roosevelt.
- B. Qlueck
- C. J.L. Massie
- D. Eisenfuhr

Question Number : 46 Question Id : 70959717325 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

What is the relationship between satisfaction and productivity, as suggested by research?

- A. High satisfaction leads to high productivity.
- B. Productivity does not influence satisfaction.
- C. Productivity often leads to satisfaction.
- D. Moderate satisfaction results in low productivity.

Question Number : 47 Question Id : 70959717326 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Diversity in the workplace is

- A. Not a factor.
- B. Accelerating.
- C. Stable and unlikely to increase.
- D. Declining faster than ever before in the nation's history.

Question Number : 48 Question Id : 70959717327 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Acting ethically in business

- A. Is immoral
- B. Reduces profits.
- C. Leads to bad decisions.
- D. Promotes long term benefits.

Question Number : 49 Question Id : 70959717328 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Management is the process of

- A. Recruiting and motivating talented people to work for your organisation.
- B. Increasing a firm's and cutting costs of maximum profits.
- C. Directing, organising and developing people, technology and financial resources.
- D. Mastering political behaviours so that the fittest survive and rise to the top.

Question Number : 50 Question Id : 70959717329 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

What is meant when it is said that an organisation needs reinvention?

- A. They need new managers and a reorganisation.
- B. They need to go back to what worked well in the past.
- C. They need to cut some activities and keep the traditional ones.
- D. They need to let go off the past and change their future.

Question Number : 51 Question Id : 70959717330 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

.....refers to the external factors that the entity can capitalize on or use to its advantage.

- A. Strengths
- B. Weakness
- C. Threats
- D. Opportunity

Question Number : 52 Question Id : 70959717331 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who popularized the concept of emotional intelligence?

- A. Daniel Goleman
- B. Peter Salavoy
- C. John Mayer
- D. Both B and C

Question Number : 53 Question Id : 70959717332 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

In which year was the concept of emotional intelligence popularized?

- A. 1995
- B. 1996
- C. 1969
- D. 1990

Question Number : 54 Question Id : 70959717333 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who coined the term emotional intelligence?

- A. Daniel Goleman
- B. Peter Salavoy
- C. John Mayer
- D. Both B and C



Question Number : 55 Question Id : 70959717334 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

..... is usually done on a spreadsheet and includes the costs and benefits of a particular decision.

- A. Critical thinking
- B. SWOT analysis
- C. Cost benefit analysis
- D. None of the above

Question Number : 56 Question Id : 70959717335 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following is an assumption of rationality to rationale decision making?

- A. Preferences are clear
- B. Final choice will maximise payoff
- C. The problem is clear and unambiguous
- D. All of the above

Question Number : 57 Question Id : 70959717336 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following is not among the reasons for complexity of decisions?

- A. Individuals have different risk propensities.
- B. Decisions have immediate, short-term impact.
- C. Experts offer contradictory advice.
- D. There are many criteria for making choices.

Question Number : 58 Question Id : 70959717337 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

In our model of decision making under different conditions, what is the difference between risk and uncertainty?

- A. Under risk, information is reliable; under uncertainty, it is not.
- B. Under risk, probabilities can be measured; under uncertainty, they cannot.
- C. Under risk, choices are clear and the chances of different outcomes can be measured; under uncertainty, neither applies.
- D. Under risk, there is a well- defined problem; under uncertainty, the definition is unclear.

Question Number : 59 Question Id : 70959717338 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

In the context of decision making, which of the following best describes a heuristic/

- A. One of the many personal learned rules that a person applies in the process of decision making.
- B. A fixed set of internal rules that a person uses when making a decision.
- C. A rule that a person relies upon to assess or categorise choices.

Question Number : 60 Question Id : 70959717339 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Maslow's -----theory stresses the positive tendency to fulfill ones basic potentialities

- a) Humanistic psychology
- b) Self
- c) Self-actualization
- d) Psychoanalyses

Question Number : 61 Question Id : 70959717340 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Maslow (1967) found that his group of people or the self-actualised people had some distinct characteristics like?

- a) They were open to experience
- b) They were in tune with themselves
- c) They resisted conformity to culture
- d) All the above

Question Number : 62 Question Id : 70959717341 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Truly self-actualized people are rare but ----- which most of us have had, are movements of self-actualization?

- a) Distortion of images
- b) Peak experiences
- c) Incongruence
- d) None of the above

Question Number : 63 Question Id : 70959717342 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The -----is the individual's frame of reference and may or may not correspond with external reality.

- a) .Phenomenal field
- b) Self-concept
- c) Learning
- d) Ego

**Question Number : 64 Question Id : 70959717343 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

(On becoming a person) is a book written by

- a) Alport
- b) Cooley
- c) Maslow
- d) Rogers

**Question Number : 65 Question Id : 70959717344 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

Maslow (1967) found that his group of people or the self-actualized people had some distinct characteristics like?

- a) They were open to experience
- b) They were in tune with themselves
- c) They resisted conformity to culture
- d) All the above

**Question Number : 66 Question Id : 70959717345 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

Truly self-actualized people are rare but ----- which most of us have had, are movements of self-actualization?

- a) Distortion of images
- b) Peak experiences
- c) Incongruence
- d) None of the above

**Question Number : 67 Question Id : 70959717346 Question Type : MCQ Option Shuffling : No Display Question Number : Yes Single Line Question Option : No Option Orientation : Vertical**

**Correct Marks : 1 Wrong Marks : 0**

The concept of fully functioning person has been given by -----

- a) Maslow
- b) Alport
- c) Rogers
- d) None

Question Number : 68 Question Id : 70959717347 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

According to Rogers, in addition to the present self,, there is also a/an ?

- a) Self-Image
- b) Ideal Self
- c) Preconscious Self
- d) Unconscious Self

Question Number : 69 Question Id : 70959717348 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which one of these is the reservoir of psychic energy and furnishes all the power for the operation of the ego and superego?

- A. Libido
- B. Cathexes
- C. Id
- D. Thanatos

Question Number : 70 Question Id : 70959717349 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The hallucinatory experience in which the desired object is present in the form of a memory image is called as \_\_\_\_?

- A. Wish-fulfillment.
- B. Primary process
- C. Pleasure Principle
- D. Reality Principle

Question Number : 71 Question Id : 70959717350 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Sigmund Freud was born in

- A. 1856
- B. 1956
- C. 1857
- D. 1855

Question Number : 72 Question Id : 70959717351 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



Sigmund Freud was born in

- A. Moravia.
- B. Maldives.
- C. Australia
- D. France

Question Number : 73 Question Id : 70959717352 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Sigmund Freud's father was a

- A. Steel Merchant
- B. Wool Merchant
- C. Farmer
- D. Doctor.

Question Number : 74 Question Id : 70959717353 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who said "self-acceptance is an individual's satisfaction or happiness with oneself, and is thought to be necessary for good mental health"?

- a) Shepard
- b) Rogers
- c) Maslow
- d) None of the Above

Question Number : 75 Question Id : 70959717354 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Self-acceptance includes

- a) the awareness of one's strengths and weaknesses.
- b) the realistic appraisal of one's talents, capabilities, and general worth.
- c) feelings of satisfaction with one's self.
- d) All of the Above

Question Number : 76 Question Id : 70959717355 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Rogers gave the concept of

- a) fully dysfunctional person.
- b) looking glass self
- c) fully functional person
- d) All of the Above

Question Number : 77 Question Id : 70959717356 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who believed that every child is a scientist?

- a) Kelly
- b) Rogers
- c) Maslow
- d) None of the Above

Question Number : 78 Question Id : 70959717357 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who gave concept of propium?

- a) Kelly
- b) Rogers
- c) Maslow
- d) Allport

Question Number : 79 Question Id : 70959717358 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The lack of fit between one's type and work environment is called

- A. Incongruence
- B. Differentiation
- C. Consistency
- D. All of the above.

Question Number : 80 Question Id : 70959717359 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The closeness on the hexagon of one's first and second choices is called

- A. Incongruence
- B. Differentiation
- C. Consistency
- D. All of the above.

Question Number : 81 Question Id : 70959717360 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Who proposed social cognitive theory?

- A. Bandura
- B. Maslow
- C. Sheldon
- D. None of the above.

Question Number : 82 Question Id : 70959717361 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Most stage theories of psychological development posit a set of largely \_\_\_\_\_ changes

- A. Life
- B. Irreversible
- C. Reversible
- D. None of the above.

Question Number : 83 Question Id : 70959717362 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The most influential theories of adult career development was given by

- A. Adler
- B. Holland
- C. Super
- D. None of the above.

Question Number : 84 Question Id : 70959717363 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal)

Act, 2013 came into force from \_\_\_\_\_.

- a. 26 February, 2013
- b. 23 April, 2013
- c. 9 December, 2013
- d. None of the options

Question Number : 85 Question Id : 70959717364 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

According to survey named Reining in sexual harassment at the workplace in India by

Fraud Investigation and Dispute Services, \_\_\_\_\_ of Indian companies and \_\_\_\_\_ among

MNCs are not compliant with the Sexual Harassment Act, 2013.

- a. 26%, 35%
- b. 36%, 35%
- c. 26%, 45%
- d. 36%, 25%

Question Number : 86 Question Id : 70959717365 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following is not suggested as a prevention of workplace discrimination

technique by Michael Arnold and colleagues (2018)?

- a. Don't Analyze Business Decisions for Unintentional Discrimination
- b. Develop an Institute Mandatory Anti-discrimination Training Programs
- c. Analyze Business Decisions for Unintentional Discrimination
- d. Become Familiar with all Applicable Anti-discrimination Laws

Question Number : 87 Question Id : 70959717366 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which is not a part of developing a Comprehensive Anti-discrimination Policy?

- a. A broad and explicit policy that the employer strictly prohibits discrimination and harassment in the workplace.
- b. Clear definitions of discrimination and harassment, including examples.
- c. Workable complaint and reporting mechanisms.
- d. There should not be broad anti-retaliatory and disciplinary provisions.

Question Number : 88 Question Id : 70959717367 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Maternity Benefit Act, 2016 (Amendment) protects the employment of women during the time of maternity and entitles them to\_\_\_\_\_.

- a. Half paid absence from work to take care of their child.
- b. Full paid absence from work to take care of their child.
- c. conditional paid absence from work to take care of their child.
- d. None of the above

Question Number : 89 Question Id : 70959717368 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Robert M. Branson identified which of the categories of difficult people

- a) Hostile-aggressive
- b) Complainers
- c) Silent and unresponsive
- d) All the above

Question Number : 90 Question Id : 70959717369 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

. Who wrote the book 'How to deal with difficult people'

- a) H.H Kelly
- b) GillHassan
- c) Rogers
- d) S. Freud

Question Number : 91 Question Id : 70959717370 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0



Working with difficult people' is written by

- a) Muriel Solomon
- b) Freud
- c) Marx
- d) None

Question Number : 92 Question Id : 70959717371 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Alan Fairweather wrote the book

- a) Difficult people
- b) Experience
- c) On being and becoming
- d) How to manage difficult people

Question Number : 93 Question Id : 70959717372 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following is true?

- A) Cooley has given theory of psychoanalysis.
- B) Rogers has written the book "proprium"
- C) Jung was not a neo-freudian.
- D) None of the options.

Question Number : 94 Question Id : 70959717373 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which is the appropriate statement?

- a) Decision making & problem solving are complimentary.
- b) Decision making and problem solving are contradictory.
- c) Decision making and problem solving are synonymous.
- d) None of the options.

Question Number : 95 Question Id : 70959717374 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Decision making involves

- a) Command decisions
- b) Participatory decisions
- c) both a & b.
- d) risk taking.

Question Number : 96 Question Id : 70959717375 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Bureaucracy involves a lot of

- a) complexity
- b) risk taking
- c) adherence to rigid rules
- d) None of the options

Question Number : 97 Question Id : 70959717376 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Which of the following is a matter of concern?

- a) Parents teach children how to manage success.
- b) Parents don't teach children how to overcome failure.
- c) Both a and b
- d) Enrolments in de-addiction centers.

Question Number : 98 Question Id : 70959717377 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Satisficing means accepting solutions that are

- A. Bounded in rationality
- B. Good enough
- C. Bad enough
- D. Satisfactory

Question Number : 99 Question Id : 70959717378 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

Intuitive decision making involves taking decisions on the basis of Decision making.

- A. Experience.
- B. Feelings
- C. Accumulated judgement
- D. All of the options

Question Number : 100 Question Id : 70959717379 Question Type : MCQ Option Shuffling : No Display Question Number : Yes  
Single Line Question Option : No Option Orientation : Vertical

Correct Marks : 1 Wrong Marks : 0

The book 'Setting boundaries with difficult people' is written by

- A. Cooley
- B. Rogers
- C. Festinger
- D. Allison Bottke