

Topic:- DU\_J19\_MA\_PSY

**1) "People are motivated when they find themselves in situation of unfairness where a person receives less than the person believes he/she deserved based on his/her effort and/or contribution". This assertion is one of the basic tenets of [Question ID = 1004]**

1. ERG theory [Option ID = 4015]
2. Expectancy theory [Option ID = 4016]
3. Need hierarchy theory [Option ID = 4014]
4. Equity theory [Option ID = 4013]

**Correct Answer :-**

- Equity theory [Option ID = 4013]

**2) The Omnibus hypothesis means [Question ID = 972]**

1. Covering one situation at a time [Option ID = 3887]
2. Covering many situations at once [Option ID = 3886]
3. Covering many situations over time [Option ID = 3888]
4. Alternate hypothesis [Option ID = 3885]

**Correct Answer :-**

- Covering many situations at once [Option ID = 3886]

**3) The attribution theory proposed that the individuals make attributions based on information gathered in the form of three informational cues. These are [Question ID = 1007]**

1. Consensus, distinctiveness, and consistency [Option ID = 4025]
2. Authenticity, reliability, and similarity [Option ID = 4027]
3. Persuasiveness, intuitional, and consistency [Option ID = 4026]
4. Credibility, consistency, and validity [Option ID = 4028]

**Correct Answer :-**

- Consensus, distinctiveness, and consistency [Option ID = 4025]

**4) Central to Social Learning theory is an individual's beliefs and expectancies about his or her ability to perform a specific task effectively may be referred to as [Question ID = 1005]**

1. Self sufficiency [Option ID = 4019]
2. Self assessment [Option ID = 4018]
3. Self efficacy [Option ID = 4020]
4. Self enhancement [Option ID = 4017]

**Correct Answer :-**

- Self efficacy [Option ID = 4020]

**5) The \_\_\_\_\_ of a study is the extent to which the results can be generalized to other populations and settings. [Question ID = 979]**

1. Efficacy [Option ID = 3916]
2. Internal validity [Option ID = 3913]
3. External validity [Option ID = 3915]
4. Reliability [Option ID = 3914]

**Correct Answer :-**

- External validity [Option ID = 3915]

**6) 'Informal communication' is mostly associated with which of the following? [Question ID = 996]**

1. Grapevine [Option ID = 3982]
2. Boundary-less [Option ID = 3984]
3. Group think [Option ID = 3983]
4. Group chain [Option ID = 3981]

**Correct Answer :-**

- Grapevine [Option ID = 3982]

**7) Autogynephilia is defined by [Question ID = 930]**

1. Recurrent, and intense sexual attraction to prepubescent children [Option ID = 3719]
2. Recurrent, and intense sexual attraction to thoughts, images or thoughts about oneself as a woman [Option ID = 3717]
3. Recurrent, and intense sexual attraction to oneself [Option ID = 3718]
4. Recurrent, and intense sexual attraction to being humiliated [Option ID = 3720]

**Correct Answer :-**

- Recurrent, and intense sexual attraction to thoughts, images or thoughts about oneself as a woman [Option ID = 3717]

**8) The degrees of freedom (c-1) (r-1) is applicable in [Question ID = 956]**

1. Mann-Whitney U test [Option ID = 3821]
2. Chi-Square test [Option ID = 3822]
3. Student's t-test [Option ID = 3824]
4. Kruskal-Wallis H test [Option ID = 3823]

**Correct Answer :-**

- Chi-Square test [Option ID = 3822]

**9) Highly cohesive groups often assume that they can do no wrong and that information contrary to the group's view should be rejected. This tendency is known as [Question ID = 921]**

1. Group norms [Option ID = 3681]
2. Groupthink [Option ID = 3682]
3. Evaluation apprehension [Option ID = 3683]
4. Brainstorming [Option ID = 3684]

**Correct Answer :-**

- Groupthink [Option ID = 3682]

**10) A deficit in recognition ability, regardless of the senses involved is known as [Question ID = 982]**

1. Amnesia [Option ID = 3925]
2. Contralateral neglect [Option ID = 3927]
3. Aphasia [Option ID = 3928]
4. Agnosia [Option ID = 3926]

**Correct Answer :-**

- Agnosia [Option ID = 3926]

**11) Carol Gilligan departs from Kohlberg's theory on moral development by highlighting which of these differences? [Question ID = 989]**

1. Males have ethics of care [Option ID = 3956]
2. Males have ethics of justice [Option ID = 3953]
3. Females have ethics of justice [Option ID = 3955]
4. Females have ethics of care [Option ID = 3954]

**Correct Answer :-**

- Females have ethics of care [Option ID = 3954]

**12) When a group begins to function as a collective body rather than simply as a collection of individuals and role differentiation in group members' behaviour begin to occur such as different group members begin to serve different functions, show regard for meetings, tasks and group goals. Which stage of group development does it represent as per Tuckman's (1965) Stage Model?**

**[Question ID = 966]**

1. Norming [Option ID = 3863]
2. Adjourning [Option ID = 3864]
3. Performing [Option ID = 3861]
4. Storming [Option ID = 3862]

**Correct Answer :-**

- Norming [Option ID = 3863]
- Performing [Option ID = 3861]

**13) Whose theory of personality highlights a phenotypic and genotypic basis of personality development?**  
**[Question ID = 986]**

1. Eysenck [Option ID = 3941]
2. Pearls [Option ID = 3942]
3. Adler [Option ID = 3944]
4. Jung [Option ID = 3943]

**Correct Answer :-**

- Eysenck [Option ID = 3941]

**14) Four dimensions comprise the essence of empowerment. These are [Question ID = 1013]**

1. Meaning, competence, self determination, and impact [Option ID = 4051]
2. Meaning, self determination, resourcefulness, and connections [Option ID = 4049]
3. Self determination, competence, resourcefulness, and connections [Option ID = 4050]
4. Competence, impact, social networking, and self determination [Option ID = 4052]

**Correct Answer :-**

- Meaning, competence, self determination, and impact [Option ID = 4051]

**15) In certain social situations, individuals lose their sense of identity when they are in a group. This phenomenon is known as [Question ID = 991]**

1. Cohesiveness [Option ID = 3962]
2. Groupthink [Option ID = 3961]
3. Proprioception [Option ID = 3963]
4. Deindividuation [Option ID = 3964]

**Correct Answer :-**

- Deindividuation [Option ID = 3964]

**16) Jonah Complex was conceptualized by [Question ID = 1018]**

1. Sigmund Freud [Option ID = 4069]
2. Abraham Maslow [Option ID = 4071]
3. Carl Jung [Option ID = 4070]
4. Alfred Adler [Option ID = 4072]

**Correct Answer :-**

- Abraham Maslow [Option ID = 4071]

**17) Julian Rotter's proposition that individuals develop beliefs about themselves having considerable/little control (internals v/s externals) over the outcomes they experience results from [Question ID = 941]**

1. An innate understanding of the events and their outcomes [Option ID = 3762]
2. Repeated associations of stimulus and response [Option ID = 3763]
3. Cognitive dissonance they experience with respect to their perception of skills and expected outcomes [Option ID = 3764]

4. Generalized expectancies of their actions and the reinforcement values they attach to them [Option ID = 3761]

**Correct Answer :-**

- Generalized expectancies of their actions and the reinforcement values they attach to them [Option ID = 3761]

**18) Behaviour, emitted spontaneously or voluntarily, that operate on the environment to change is called**

**[Question ID = 923]**

1. Opposition principle [Option ID = 3689]
2. Behaviour potential [Option ID = 3692]
3. Operant behaviour [Option ID = 3690]
4. Personal disposition [Option ID = 3691]

**Correct Answer :-**

- Operant behaviour [Option ID = 3690]

**19) In a normal probability curve, what percentage of test scores will fall between 2 and 3 standard deviations above the mean?**

**[Question ID = 977]**

1. 2.1% [Option ID = 3908]
2. 68.2% [Option ID = 3905]
3. 13.6% [Option ID = 3907]
4. 34.1% [Option ID = 3906]

**Correct Answer :-**

- 2.1% [Option ID = 3908]

**20) Duncan's multiple range test, Newman-Keuls test, Tukey's HSD test and Scheffe test can be used only when**  
**[Question ID = 973]**

1. F ratio is not significant [Option ID = 3890]
2. F ratio cannot be determined [Option ID = 3891]
3. F ratio is significant [Option ID = 3889]
4. t ratio is not significant [Option ID = 3892]

**Correct Answer :-**

- F ratio is significant [Option ID = 3889]

**21) A leader attempts to influence subordinates by putting them in a good mood before making a request, which form of influencing tactic does it represent? [Question ID = 965]**

1. Ingratiation [Option ID = 3858]
2. Inspirational appeal [Option ID = 3859]
3. Consultation [Option ID = 3857]
4. Rational persuasion [Option ID = 3860]

**Correct Answer :-**

- Ingratiation [Option ID = 3858]

**22) In the latency stage of Erik Erikson's developmental tendencies, ways of coping involves [Question ID = 960]**

1. None of these [Option ID = 3840]
2. Identity cohesion and role confusion [Option ID = 3839]
3. Initiative and guilt [Option ID = 3837]
4. Industriousness and inferiority [Option ID = 3838]

**Correct Answer :-**

- Industriousness and inferiority [Option ID = 3838]

**23) Sigmund Freud's system of human development makes which assumptions about development? [Question ID = 988]**

1. Enactive, iconic and symbolic [Option ID = 3952]
2. Sensorimotor, preoperational, concrete operational [Option ID = 3949]
3. Compensation, reversibility, identity [Option ID = 3950]
4. Dynamic, sequential and structural [Option ID = 3951]

**Correct Answer :-**

- Dynamic, sequential and structural [Option ID = 3951]

**24) Axonal conduction in normal direction i.e., conduction from cell body to terminal buttons is called**

**[Question ID = 949]**

1. Directed conduction [Option ID = 3796]
2. Saltatory conduction [Option ID = 3795]
3. Antidromic conduction [Option ID = 3794]
4. Orthodromic conduction [Option ID = 3793]

**Correct Answer :-**

- Orthodromic conduction [Option ID = 3793]

**25) An employee is exhibiting high level of emotional intelligence in the workplace. Which of the following skills he would be exhibiting as per Goleman? [Question ID = 968]**

1. Self awareness, Self motivation, Impression management, Empathy, Social skills. [Option ID = 3870]
2. Self awareness, Self motivation, Impression management, Empathy, Other enhancement skills. [Option ID = 3871]
3. Self awareness, Self motivation, Self management, Empathy, Social skills. [Option ID = 3869]
4. Self Awareness, Self motivation, Self management, Empathy, Other enhancement skills. [Option ID = 3872]

**Correct Answer :-**

- Self awareness, Self motivation, Self management, Empathy, Social skills. [Option ID = 3869]

**26) Myelin sheath that surrounds the axon preventing messages from spreading to adjacent axons are produced by [Question ID = 950]**

1. Microglia [Option ID = 3799]
2. Nodes of Ranvier [Option ID = 3800]
3. Astrocytes [Option ID = 3798]
4. Oligodendrocytes [Option ID = 3797]

**Correct Answer :-**

- Oligodendrocytes [Option ID = 3797]

**27) "Leadership motivates the people to work but not for the power or money", this concept is related to**

**[Question ID = 944]**

1. Autocratic model [Option ID = 3773]
2. Collegial model [Option ID = 3776]
3. Supportive model [Option ID = 3775]
4. Custodial model [Option ID = 3774]

**Correct Answer :-**

- Supportive model [Option ID = 3775]

**28) The ability to view the world around us and process of interpreting information about another person is called [Question ID = 1001]**

1. Imagination [Option ID = 4003]
2. Visualization [Option ID = 4004]
3. Social perception [Option ID = 4002]

4. Person perception [Option ID = 4001]

**Correct Answer :-**

- Social perception [Option ID = 4002]

**29) \_\_\_\_\_ is a form of intelligence that is largely inherited ability to think, reason and determines the limits of information-processing.**

**[Question ID = 943]**

1. Experiential intelligence [Option ID = 3770]
2. Fluid intelligence [Option ID = 3769]
3. Contextual intelligence [Option ID = 3771]
4. Emotional intelligence [Option ID = 3772]

**Correct Answer :-**

- Fluid intelligence [Option ID = 3769]

**30) An approach that seeks to identify the unique qualities and special strengths of an organization, which can then be built on to improve performance, is called [Question ID = 1000]**

1. Appreciative inquiry [Option ID = 3998]
2. Survey feedback [Option ID = 3999]
3. Sensitivity training [Option ID = 3997]
4. Intergroup development [Option ID = 4000]

**Correct Answer :-**

- Appreciative inquiry [Option ID = 3998]

**31) Sensation seeking personality as suggested by Zuckerman is likely to correlate negatively with [Question ID = 936]**

1. Psychoticism [Option ID = 3743]
2. Extraversion [Option ID = 3744]
3. Conscientiousness [Option ID = 3741]
4. Openness to experience [Option ID = 3742]

**Correct Answer :-**

- Conscientiousness [Option ID = 3741]

**32) The area for region of rejection in one tail of the t-distribution for testing a bi-directional alternate hypothesis at alpha = .05 will be [Question ID = 975]**

1. 0.01 [Option ID = 3899]
2. 0.05 [Option ID = 3900]
3. 0.025 [Option ID = 3897]
4. 0.005 [Option ID = 3898]

**Correct Answer :-**

- 0.025 [Option ID = 3897]

**33) Arvind is extremely competitive, always in a hurry and often irritable (Type A personality). Which of the following forms of aggression is he most likely to engage in [Question ID = 922]**

1. Passive aggressive behaviour [Option ID = 3687]
2. Hostile aggression [Option ID = 3685]
3. None of these [Option ID = 3688]
4. Instrumental aggression [Option ID = 3686]

**Correct Answer :-**

- Instrumental aggression [Option ID = 3686]

**34) A condition of psychological health resulting from integration of conscious and unconscious facets of the personality is [Question ID = 955]**

1. Jung's individuation [Option ID = 3820]
2. Roger's fully-functioning person [Option ID = 3818]
3. Maslow's self-actualization [Option ID = 3817]
4. Murray's subsidiation [Option ID = 3819]

**Correct Answer :-**

- Jung's individuation [Option ID = 3820]

**35) Token Economy is used in [Question ID = 934]**

1. Cognitive therapy [Option ID = 3734]
2. Psychodynamic therapy [Option ID = 3736]
3. Transactional analysis [Option ID = 3735]
4. Behavioural therapy [Option ID = 3733]

**Correct Answer :-**

- Behavioural therapy [Option ID = 3733]

**36) People who have personality trait of \_\_\_\_\_ resist strain reactions when subjected to stressful events more effectively than do people who are not having it and it also has component of commitment, control and challenge.**

**[Question ID = 1008]**

1. Tolerance [Option ID = 4032]
2. Toughness [Option ID = 4029]
3. Strength [Option ID = 4030]
4. Hardiness [Option ID = 4031]

**Correct Answer :-**

- Hardiness [Option ID = 4031]

**37) Leaders while making decisions under high stress situations tend to keep their cool and make better decisions and enhance their effectiveness are high on [Question ID = 1015]**

1. Cultural intelligence [Option ID = 4058]
2. Spiritual intelligence [Option ID = 4059]
3. Mental intelligence [Option ID = 4060]
4. Emotional intelligence [Option ID = 4057]

**Correct Answer :-**

- Emotional intelligence [Option ID = 4057]

**38) A chemical substance that mimics the action of a neurotransmitter at a receptor site is called [Question ID = 962]**

1. Anatagonist [Option ID = 3845]
2. Agonist [Option ID = 3847]
3. Acetylcholine [Option ID = 3848]
4. Neurotransmitter [Option ID = 3846]

**Correct Answer :-**

- Agonist [Option ID = 3847]

**39) Hiding one's feelings and engaging in emotional expressions aligned to display rules is known as [Question ID = 1010]**

1. Role making [Option ID = 4038]
2. Deep acting [Option ID = 4037]
3. Surface acting [Option ID = 4040]

4. Emotional contagion [Option ID = 4039]

**Correct Answer :-**

- Surface acting [Option ID = 4040]

**40) The uniqueness of individual experience and behaviour, is a focus of [Question ID = 983]**

1. Nomothetic approach [Option ID = 3931]
2. Action research approach [Option ID = 3932]
3. Ideographic approach [Option ID = 3929]
4. Indigenous approach [Option ID = 3930]

**Correct Answer :-**

- Ideographic approach [Option ID = 3929]

**41) Children's view of morality in terms of realism and fixed dictates of authority figure is referred to as [Question ID = 929]**

1. Ideal reciprocity [Option ID = 3716]
2. Distributive justice [Option ID = 3715]
3. Autonomous morality [Option ID = 3714]
4. Heteronomous morality [Option ID = 3713]

**Correct Answer :-**

- Heteronomous morality [Option ID = 3713]

**42) Off late, every time Karen had an appointment with her therapist she would come up with an excuse to procrastinate her meetings. According to her the therapist reminds of her father with who she shares an ambivalent and complex relationship. This tendency shown by her can be referred to as [Question ID = 933]**

1. Counter-transference [Option ID = 3730]
2. Resistance [Option ID = 3731]
3. Transference [Option ID = 3729]
4. Fixation [Option ID = 3732]

**Correct Answer :-**

- Transference [Option ID = 3729]

**43) Maheshwari has more awards in badminton to her name under doubles category than her single matches. This could be a result of [Question ID = 920]**

1. De-individuation [Option ID = 3679]
2. Hooliganism [Option ID = 3677]
3. Social facilitation [Option ID = 3680]
4. Social-loafing [Option ID = 3678]

**Correct Answer :-**

- Social facilitation [Option ID = 3680]

**44) 'Flexitime' and 'Job sharing' are examples of \_\_\_\_\_ to increase motivation. [Question ID = 1011]**

1. Revised role expectations [Option ID = 4043]
2. Contemporary organizational structures [Option ID = 4042]
3. New team work models [Option ID = 4044]
4. Alternative work arrangements [Option ID = 4041]

**Correct Answer :-**

- Alternative work arrangements [Option ID = 4041]

**45) The term \_\_\_\_\_ refers to any environmental agent that causes damage during the prenatal period. [Question ID = 958]**



1. Amnion [Option ID = 3832]
2. Isotretinoin [Option ID = 3831]
3. Teratogen [Option ID = 3829]
4. Accutane [Option ID = 3830]

**Correct Answer :-**

- Teratogen [Option ID = 3829]

**46) Which of the following is NOT a pattern of attachment assessed by Strange Situation and Attachment Q-Sort? [Question ID = 928]**

1. Disorganized [Option ID = 3712]
2. Avoidant [Option ID = 3710]
3. Resistant [Option ID = 3709]
4. Interactive [Option ID = 3711]

**Correct Answer :-**

- Interactive [Option ID = 3711]

**47) Tests that involve comparing an individual's test score with an objectively stated standard of achievement are called [Question ID = 981]**

1. Authentic assessments [Option ID = 3921]
2. Criterion-referenced tests [Option ID = 3922]
3. Standardized tests [Option ID = 3923]
4. Norm-referenced tests [Option ID = 3924]

**Correct Answer :-**

- Criterion-referenced tests [Option ID = 3922]

**48) Excuses, Apologies, and Exemplification are all techniques of [Question ID = 998]**

1. Organizational citizenship [Option ID = 3991]
2. Distributive bargaining [Option ID = 3992]
3. Conflict management [Option ID = 3989]
4. Impression management [Option ID = 3990]

**Correct Answer :-**

- Impression management [Option ID = 3990]

**49) A self-report questionnaire for assessing aspects of the self-concept is [Question ID = 947]**

1. Projective technique [Option ID = 3787]
2. T-sort technique [Option ID = 3786]
3. L-sort technique [Option ID = 3788]
4. Q-sort technique [Option ID = 3785]

**Correct Answer :-**

- Q-sort technique [Option ID = 3785]

**50) An expression of emotions that is expected to lead to the reduction of disturbing symptoms is [Question ID = 952]**

1. Libido [Option ID = 3805]
2. Catharsis [Option ID = 3807]
3. Regression [Option ID = 3806]
4. Denial [Option ID = 3808]

**Correct Answer :-**

- Catharsis [Option ID = 3807]

**51) \_\_\_\_\_ refers to the idea that certain physical characteristics of objects remain the same, even when their outward appearance changes. [Question ID = 961]**

1. Conservation [Option ID = 3842]
2. Centration [Option ID = 3841]
3. Hierarchical classification [Option ID = 3843]
4. Seriation [Option ID = 3844]

**Correct Answer :-**

- Conservation [Option ID = 3842]

**52) \_\_\_\_\_ is negative reactions to threats to one's personal freedom. [Question ID = 926]**

1. Narcissistic rage [Option ID = 3704]
2. Singlism [Option ID = 3701]
3. Reactance [Option ID = 3703]
4. Ego-depletion [Option ID = 3702]

**Correct Answer :-**

- Reactance [Option ID = 3703]

**53) \_\_\_\_\_ is the extent to which a group is perceived as being a coherent entity. [Question ID = 925]**

1. Entitativity [Option ID = 3697]
2. Ingratiation [Option ID = 3700]
3. Group polarization [Option ID = 3699]
4. Mediating variable [Option ID = 3698]

**Correct Answer :-**

- Entitativity [Option ID = 3697]

**54) \_\_\_\_\_ type of child rearing involve low acceptance and involvement with little behavioural control and general indifference to issues of autonomy. [Question ID = 990]**

1. Authoritarian parenting [Option ID = 3959]
2. Authoritative parenting [Option ID = 3957]
3. Permissive parenting [Option ID = 3958]
4. Uninvolved parenting [Option ID = 3960]

**Correct Answer :-**

- Uninvolved parenting [Option ID = 3960]

**55) \_\_\_\_\_ refers to the percentage of instances in which both twins show a trait when it is present in one twin. [Question ID = 1016]**

1. Niche-picking [Option ID = 4064]
2. Concordance effect [Option ID = 4062]
3. Genotype [Option ID = 4063]
4. Canalization [Option ID = 4061]

**Correct Answer :-**

- Concordance effect [Option ID = 4062]

**56) \_\_\_\_\_, or theory of knowledge, concerns itself with questions about what knowledge is and how it may be validly achieved. [Question ID = 976]**

1. Epistemology [Option ID = 3903]
2. Ontology [Option ID = 3901]
3. Epidemiology [Option ID = 3904]
4. Methodology [Option ID = 3902]

**Correct Answer :-**

- Epistemology [Option ID = 3903]

**57) \_\_\_\_\_ is mostly referred to as the way in which an organization transfers its inputs into outputs. [Question ID = 997]**

1. Communication [Option ID = 3988]
2. Culture [Option ID = 3986]
3. Environment [Option ID = 3987]
4. Technology [Option ID = 3985]

**Correct Answer :-**

- Technology [Option ID = 3985]

**58) \_\_\_\_\_ distribution is positively skewed. [Question ID = 974]**

1. F [Option ID = 3893]
2. Bimodal [Option ID = 3896]
3. t [Option ID = 3895]
4. z [Option ID = 3894]

**Correct Answer :-**

**59) \_\_\_\_\_ are the more basic traits that underlie aspects of personality that can be seen by others, which form the core of personality. [Question ID = 987]**

1. Source traits [Option ID = 3948]
2. Ergs [Option ID = 3947]
3. Surface traits [Option ID = 3945]
4. Subjective traits [Option ID = 3946]

**Correct Answer :-**

- Source traits [Option ID = 3948]
- Subjective traits [Option ID = 3946]

**60) The leadership dimension consisting of charisma, individualized consideration, inspirational motivation and intellectual stimulation is best described as [Question ID = 1014]**

1. Transformational [Option ID = 4054]
2. Charismatic [Option ID = 4053]
3. Transactional [Option ID = 4056]
4. Situational [Option ID = 4055]

**Correct Answer :-**

- Transformational [Option ID = 4054]

**61) Carl Roger's conditions of worth is similar to**

**[Question ID = 959]**

1. Freudian superego [Option ID = 3833]
2. Cattell's dynamic traits [Option ID = 3836]
3. Jung's Archetype of Self [Option ID = 3834]
4. Horney's incompatibility of neurotic trends [Option ID = 3835]

**Correct Answer :-**

- Freudian superego [Option ID = 3833]

**62) When scorers make judgment that results in nominal or ordinal data, then popular index of agreement is [Question ID = 978]**

1. Spearman Brown formula [Option ID = 3912]
2. KR-20 [Option ID = 3910]
3. Cohen's kappa [Option ID = 3909]
4. Product moment correlation [Option ID = 3911]

**Correct Answer :-**

- Cohen's kappa [Option ID = 3909]

**63) Emotions that can be experienced when we are confronted with the harmful actions done by in-group against an out-group is called [Question ID = 924]**

1. Collective guilt [Option ID = 3696]
2. Collectivism [Option ID = 3693]
3. Common in-group identity [Option ID = 3695]
4. Catharsis hypothesis [Option ID = 3694]

**Correct Answer :-**

- Collective guilt [Option ID = 3696]

**64) Stanley Milgram (1970) studied the unique behaviour of city dwellers using which hypothesis?**

**[Question ID = 992]**

1. Privacy deprivation [Option ID = 3965]
2. Diffusion of responsibility [Option ID = 3967]
3. Social conflict [Option ID = 3968]
4. Information overload [Option ID = 3966]

**Correct Answer :-**

- Information overload [Option ID = 3966]

**65) ACTH, stimulates the outer layer of the \_\_\_\_\_ gland causing it to secrete cortisone. [Question ID = 985]**

1. Thyroid [Option ID = 3940]
2. Adrenal [Option ID = 3938]
3. Pineal [Option ID = 3939]
4. Pituitary [Option ID = 3937]

**Correct Answer :-**

- Adrenal [Option ID = 3938]

**66) Self-report ratings of one's characteristics, attributes and interests is [Question ID = 954]**

1. L-data [Option ID = 3815]
2. T-data [Option ID = 3814]
3. Z-data [Option ID = 3816]
4. Q-data [Option ID = 3813]

**Correct Answer :-**

- Q-data [Option ID = 3813]

**67) The idea that children like scientists draw on innate concepts to explain their everyday experiences, often in remarkably advanced ways is propounded by [Question ID = 938]**

1. Constructivist approach [Option ID = 3750]
2. Socio-cultural approach [Option ID = 3752]
3. Theory-theory perspective [Option ID = 3749]
4. Interactionist perspective [Option ID = 3751]

**Correct Answer :-**

- Theory-theory perspective [Option ID = 3749]

**68) An investment of psychic energy in an object or person is [Question ID = 953]**

1. Displacement [Option ID = 3811]
2. Cathexis [Option ID = 3809]
3. Instinct [Option ID = 3810]
4. Repression [Option ID = 3812]

**Correct Answer :-**

- Cathexis [Option ID = 3809]

**69) Organizational Climate is based on the \_\_\_\_\_ of members towards the organization.**

**[Question ID = 995]**

1. Identification [Option ID = 3980]
2. Perception [Option ID = 3979]
3. Loyalty [Option ID = 3977]
4. Values [Option ID = 3978]

**Correct Answer :-**

- Perception [Option ID = 3979]

**70) A small group of employees who work voluntarily on company time, typically one hour per week, to address work related problems such as cost reduction, production, planning, product design, and techniques are called**

**[Question ID = 1012]**

1. Core teams [Option ID = 4046]
2. Quality circles [Option ID = 4048]
3. Work teams [Option ID = 4045]
4. Focus groups [Option ID = 4047]

**Correct Answer :-**

- Quality circles [Option ID = 4048]

**71) A positive emotional state resulting from the appraisal of one's own job experience is called [Question ID = 1002]**

1. Life satisfaction [Option ID = 4008]
2. Job satisfaction [Option ID = 4007]
3. Job motivation [Option ID = 4006]
4. Job enrichment [Option ID = 4005]

**Correct Answer :-**

- Job satisfaction [Option ID = 4007]

**72) The motivation concerning issues of excellence, competition, challenging goals, persistence and overcoming difficulties are referred as [Question ID = 1003]**

1. Need for affiliation [Option ID = 4012]
2. Need for recognition [Option ID = 4009]
3. Need for achievement [Option ID = 4011]
4. Need for power [Option ID = 4010]

**Correct Answer :-**

- Need for achievement [Option ID = 4011]

**73) Leaders who direct their groups by rewarding them for desired behaviour, by taking actions to correct mistakes or departures from existing rules is characteristic of**

**[Question ID = 994]**

1. Servant leadership [Option ID = 3976]
2. Charismatic leadership [Option ID = 3973]
3. Transactional leadership [Option ID = 3975]
4. Transformational leadership [Option ID = 3974]

**Correct Answer :-**

- Transactional leadership [Option ID = 3975]

**74) Proprium, the term for the ego or self, was given by [Question ID = 951]**

1. B. F. Skinner [Option ID = 3804]
2. Sigmund Freud [Option ID = 3801]
3. Gordon Allport [Option ID = 3802]
4. Albert Bandura [Option ID = 3803]

**Correct Answer :-**

- Gordon Allport [Option ID = 3802]

**75) Which of the following is a type of Selective Serotonin Re-uptake Inhibitors (SSRI) used as an anti-depressant? [Question ID = 932]**

1. Elavil [Option ID = 3725]
2. Clozapine [Option ID = 3726]
3. Marplan [Option ID = 3728]
4. Prozac [Option ID = 3727]

**Correct Answer :-**

- Prozac [Option ID = 3727]

**76) Which of the following is NOT correctly matched? [Question ID = 1017]**

1. Mylenencephalon -- Medulla oblongata [Option ID = 4068]
2. Mesencephalon -- Hypothalamus [Option ID = 4066]
3. Telencephalon -- Basal ganglia [Option ID = 4065]
4. Metencephalon -- Pons [Option ID = 4067]

**Correct Answer :-**

- Mesencephalon -- Hypothalamus [Option ID = 4066]

**77) Which of the following is NOT correctly matched? [Question ID = 942]**

1. Simultaneous processing -- Brain stem [Option ID = 3766]
2. Arousal/ Attention -- Brain stem [Option ID = 3767]
3. Planning -- Frontal lobe [Option ID = 3765]
4. Successive processing -- Parietal lobe [Option ID = 3768]

**Correct Answer :-**

- Simultaneous processing -- Brain stem [Option ID = 3766]

**78) Which of the following is NOT a base of power in organizations? [Question ID = 964]**

1. Informational power [Option ID = 3855]
2. Coercive power [Option ID = 3853]
3. Reward power [Option ID = 3856]
4. Rational power [Option ID = 3854]

**Correct Answer :-**

- Rational power [Option ID = 3854]

**79) Which of the following is a content theory of work motivation? [Question ID = 967]**

1. Vroom's expectancy theory of work motivation [Option ID = 3868]
2. Alderfer's ERG theory [Option ID = 3865]
3. Equity theory of work motivation [Option ID = 3867]
4. The Porter and Lawler motivation model [Option ID = 3866]

**Correct Answer :-**

- Alderfer's ERG theory [Option ID = 3865]

**80) Complementary skills and synergy are important markers of**  
**[Question ID = 999]**

1. Effective team [Option ID = 3996]
2. Effective communication [Option ID = 3994]
3. Effective job design [Option ID = 3993]
4. Effective Person-Job fit [Option ID = 3995]

**Correct Answer :-**

- Effective team [Option ID = 3996]

**81) Key characteristics of an effective appraisal system are [Question ID = 1006]**

1. Responsiveness, equality, flexibility, reliability, and sensitivity [Option ID = 4023]
2. Validity, reliability, responsiveness, flexibility, and equitability [Option ID = 4024]
3. Validity, reliability, flexibility, sensitivity, and equality [Option ID = 4021]
4. Reliability, variability, responsiveness, equality, and responsiveness [Option ID = 4022]

**Correct Answer :-**

- Validity, reliability, responsiveness, flexibility, and equitability [Option ID = 4024]

**82) The notion that –“human behaviour is influenced by many cognitive factors as well as by reinforcements contingencies; and that human beings have an impressive capacity to regulate their own actions” is propounded by [Question ID = 939]**

1. Humanistic theory [Option ID = 3755]
2. Social learning theory [Option ID = 3756]
3. Social cognitive theory [Option ID = 3754]
4. Self-regulation theory [Option ID = 3753]

**Correct Answer :-**

- Social cognitive theory [Option ID = 3754]

**83) Selection of every 15<sup>th</sup> item from a list of sample is called [Question ID = 957]**

1. Simple random sampling [Option ID = 3825]
2. Systematic sampling [Option ID = 3827]
3. Purposive sampling [Option ID = 3826]
4. Quota sampling [Option ID = 3828]

**Correct Answer :-**

- Systematic sampling [Option ID = 3827]

**84) Repeated measures design should be used when**

**[Question ID = 969]**

1. Experimental conditions take too long to implement [Option ID = 3875]
2. There are too many participants in the study [Option ID = 3873]
3. Participants' behaviour needs to be examined at one point in time [Option ID = 3874]
4. Effect of independent variable is expected to be small [Option ID = 3876]

**Correct Answer :-**

- Effect of independent variable is expected to be small [Option ID = 3876]

**85) Nerve fibers in the spinal cord that carry information from the brain to muscles and glands throughout the body are called [Question ID = 963]**

1. Central nervous system [Option ID = 3852]
2. Peripheral nervous system [Option ID = 3851]
3. Afferent nerve fibers [Option ID = 3850]
4. Efferent nerve fibers [Option ID = 3849]

**Correct Answer :-**

- Efferent nerve fibers [Option ID = 3849]

**86) A technique for gaining compliance in which an offer or deal is changed to make it less attractive to the target person is [Question ID = 993]**

1. Lowball procedure [Option ID = 3972]
2. Self deprecation [Option ID = 3970]
3. Less leads to more effect [Option ID = 3971]
4. That's-not-all technique [Option ID = 3969]

**Correct Answer :-**

- Lowball procedure [Option ID = 3972]

**87) Adjusting the support offered during a teaching session to fit the child's current level of performance is called [Question ID = 970]**

1. Reciprocal teaching [Option ID = 3880]
2. Inter-subjectivity [Option ID = 3878]
3. Scaffolding [Option ID = 3877]
4. Guided participation [Option ID = 3879]

**Correct Answer :-**

- Scaffolding [Option ID = 3877]

**88) A neuron is said to be \_\_\_\_\_ and at resting potential when the potential difference across the electrodes measures \_\_\_\_\_. [Question ID = 948]**

1. Polarized; -70mV [Option ID = 3790]
2. Polarized; +90 mV [Option ID = 3792]
3. Depolarized; +50mV [Option ID = 3789]
4. Depolarized; -70mV [Option ID = 3791]

**Correct Answer :-**

- Polarized; -70mV [Option ID = 3790]

**89) According to the Fiedler's Contingency Model of Leadership Effectiveness, which of the dimension does NOT determine situation favorableness? [Question ID = 946]**

1. Degree of task structure [Option ID = 3782]
2. Formal authority of the leader [Option ID = 3783]
3. Leader-member relationship [Option ID = 3784]
4. Leader's position power [Option ID = 3781]

**Correct Answer :-**

- Formal authority of the leader [Option ID = 3783]

**90) According to Carl Jung's Analytical theory, the archetype representing the masculine side of females is called [Question ID = 935]**

1. Animus [Option ID = 3738]
2. Persona [Option ID = 3740]
3. Anima [Option ID = 3737]
4. Shadow [Option ID = 3739]

**Correct Answer :-**

- Animus [Option ID = 3738]

**91) According to Cattell, \_\_\_\_\_ are the basic units of motivation. [Question ID = 945]**

1. Deficits [Option ID = 3780]
2. Id [Option ID = 3777]
3. Thema [Option ID = 3779]
4. Ergs [Option ID = 3778]

**Correct Answer :-**



- Ergs [Option ID = 3778]

**92) According to Vygotsky [Question ID = 937]**

1. Intra-subjectivity precedes inter-subjectivity [Option ID = 3745]
2. Humans do not engage in inter-subjectivity [Option ID = 3748]
3. Inter-subjectivity and intra-subjectivity are not related [Option ID = 3747]
4. Inter-subjectivity precedes intra-subjectivity [Option ID = 3746]

**Correct Answer :-**

- Inter-subjectivity precedes intra-subjectivity [Option ID = 3746]

**93) According to Chomsky's Nativist perspective [Question ID = 927]**

1. There is a universal grammar that applies to all languages [Option ID = 3705]
2. Caregiver-child interaction promotes language progress [Option ID = 3708]
3. Children figure out the meaning of a new word by lexically contrasting it with known words [Option ID = 3706]
4. Language comprehension develops ahead of production [Option ID = 3707]

**Correct Answer :-**

- There is a universal grammar that applies to all languages [Option ID = 3705]

**94) The specific method of gathering and analyzing data on the choice, communication and interaction patterns of people in groups, is referred to as**

**[Question ID = 984]**

1. Focus group method [Option ID = 3934]
2. Sociometry [Option ID = 3933]
3. Role playing method [Option ID = 3935]
4. Informal group method [Option ID = 3936]

**Correct Answer :-**

- Sociometry [Option ID = 3933]

**95) The kind of healthy psychological and physical functioning after a potentially traumatic event is called**

**[Question ID = 971]**

1. After-effect [Option ID = 3884]
2. Coping [Option ID = 3883]
3. Resistance [Option ID = 3882]
4. Resilience [Option ID = 3881]

**Correct Answer :-**

- Resilience [Option ID = 3881]

**96) Limited period offers/sales by online marketing sites such as the Amazon or Myntra is a classic example of which of the following compliance techniques? [Question ID = 919]**

1. Low balling technique [Option ID = 3675]
2. That's not all technique [Option ID = 3676]
3. Deadline technique [Option ID = 3673]
4. Door in the face technique [Option ID = 3674]

**Correct Answer :-**

- Deadline technique [Option ID = 3673]

**97) Degree to which one party attempts to satisfy the concern for self and concern for others, are two dimensions popularly used for understanding styles of**

**[Question ID = 1009]**

1. Managing role conflict [Option ID = 4033]
2. Managing organizational culture change [Option ID = 4036]
3. Managing organizational conflict [Option ID = 4034]
4. Managing systems change [Option ID = 4035]

**Correct Answer :-**

- Managing organizational conflict [Option ID = 4034]

**98) As per Bandura, \_\_\_\_\_ is the set of cognitive processes by which a person perceives, evaluates and regulates his own behaviour. [Question ID = 940]**

1. Dissonance [Option ID = 3760]
2. Self-system [Option ID = 3757]
3. Social judgment [Option ID = 3759]
4. Attitudes [Option ID = 3758]

**Correct Answer :-**

- Self-system [Option ID = 3757]

**99) Test developers use reverse scoring to offset the effects of [Question ID = 980]**

1. Faking [Option ID = 3919]
2. Social desirability [Option ID = 3920]
3. Acquiescence [Option ID = 3918]
4. Defensiveness [Option ID = 3917]

**Correct Answer :-**

- Acquiescence [Option ID = 3918]

**100) A double-blind procedure to test drug efficacy in psycho-pharmacological studies is accomplished by [Question ID = 931]**

1. Randomly assigning active drugs to half of the patients with their proper knowledge [Option ID = 3723]
2. Randomly assigning the active drugs to all patients [Option ID = 3722]
3. Randomly assigning placebos to all patients [Option ID = 3724]
4. Randomly assigning placebo to half of the patients without their knowledge [Option ID = 3721]

**Correct Answer :-**

- Randomly assigning placebo to half of the patients without their knowledge [Option ID = 3721]