

C 30362

(Pages : 3)

Name.....

Reg. No.....

**FIFTH SEMESTER B.Sc. DEGREE EXAMINATION, NOVEMBER 2017**

(CUCBCSS—UG)

Psychology

PSY 5B 02—SOCIAL PSYCHOLOGY

Time : Three Hours

Maximum : 80 Marks

**Section A**

*Answer all questions.*

*Each carries 1 mark.*

Choose the correct answer from the following options given :

1. Behaviour directed toward the goal of harming another living being who is motivated to avoid such treatment.

(Aggression, Inhibition, Sublimation, Anxiety).

2. In Sternberg's theory ——— refers to the closeness felt by two people.

(Intimacy, Achievement, Attraction, Affiliation).

3. Getting others to like us so that they will be more willing to agree to our requests.

(Individuation, Attitude, Egoism, Ingratiation).

4. A form of social influence involving direct requests from one person to another.

(Compliance, Intimacy, Conformity, None of these).

5. Roles or expectations within a group concerning how its members should behave.

(Status, Norms, Values, Attitude).

Fill in the Blanks :

6. The theory of cognitive dissonance was put forward by ———.
7. ——— is a form of social influence in which one person simply orders others to perform some action.
8. Our current feelings or moods are called ———.

**Turn over**

9. A collection of people who are bonded together in a coherent unit to some degree is called \_\_\_\_\_.
10. \_\_\_\_\_ are fleeting facial expressions lasting only a few tenths of a second.

(10 × 1 = 10 marks)

### Section B

*Answer all questions in two or three sentences.*

*Each question carries 2 marks.*

11. Social Loafing. ✓
12. Auto kinetic phenomenon.
13. Out group. ✓
14. Group polarization. ✓
15. Selective avoidance. ✓
16. Individuation. ✓
17. Low ball procedure. ✓
18. Social perception.
19. Status.
20. Body language.

(10 × 2 = 20 marks)

### Section C

*Answer any six questions in a paragraph of about half a page to one page.*

*Each question carries 5 marks.*

21. Detection of deception.
22. Decision-making in groups. ✓
23. Sternberg's theory.
24. Empathic joy hypothesis.
25. Attribution error. ✓
26. Theory of correspondence inference.
27. Non-verbal communication.
28. Components of attitude. ✓

mouth.  
Vocal Cord

(6 × 5 = 30 marks)

1892

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