

**End Term Examination, Odd Semester 2022-23****B. Tech. (CS-All Branch), III Year, V Semester****BELM 0002 : Introduction to Psychology****Time: 1 Hour****Maximum Marks: 100***Attempt All Questions*

2 X 50 = 100 Marks

1. Psychology is said to be the scientific study of:  
A. Behaviour B. Mental health C. Physical state D. None
2. Who is the father of psychoanalytical approach?  
A. Windy B. Sigmund Freud C. Jung D. Adler
3. Reinforcement is:  
A. Reward B. Condition C. Response D. Punishment
4. Physiological needs are:  
A. Emotional needs B. Cognitive needs C. Bodily needs D. None
5. With which of the following morality is related?  
A. Id B. Ego C. Unconscious D. Superego
6. What works on the pleasure principle?  
A. Id B. Ego C. Superego D. Conscious
7. Learning is a modification of :  
A. Motivation B. Drive C. Behaviour D. Instinct
8. The desire of a person to earn more, is  
A. Internal motivation B. External motivation C. Bodily D. None
9. Which of the following is not an innate motive?  
A. Hunger B. Sleep C. Sex D. Achievement
10. Which of the following is an emotion?  
A. Attention B. Stimulus C. Memory D. Anger
11. A motivated behaviour is directed towards:  
A. Goal B. Situation C. Group D. None
12. The first element of motivational cycle is:  
A. Need B. Drive C. Incentive D. Frustration
13. For a thirsty person, drinking water serves to reduce:  
A. Homeostasis B. Drive C. Instinct D. Set point
14. Which of the following is/are key elements of emotion?  
A. Cognitive appraisal B. Subjective experience  
C. Behavioral Expression D. All of the above
15. Increased heart beat, dry mouth and rapid breathing are associated with:  
A. Anger B. Fear C. Happiness D. Depression

16. Acting in ways that fit with group norms, is  
A. Obedience B. **Confirmity** C. Compliance D. None
17. The Humanistic approach understands human beings in terms of:  
A. **Self** B. Unconscious C. Subconscious D. Environment
18. Which of the following is not a classification of mind?  
A. Conscious B. Subconscious C. Unconscious D. **Self**
19. Which of the following are the objectives of Psychology?  
A. Prediction B. Description C. Explanation D. **All of the above**
20. Who provided the concept of learned helplessness?  
A. **Martin Seligman** B. Freud C. Jung D. Adler
21. Learning is based on:  
A. Experience B. Practice C. **Both A and B** D. Emotions
22. To listen someone without judging is:  
A. Unconditional positive regard B. Sympathy C. **Empathy** D. Surrender
23. Which of the following is not a stage of psychosexual development?  
A. Oral B. Genital C. Latency D. **Iconic**
24. The concept of mental iceberg was given by:  
A. **Freud** B. Watson C. Sternberg D. Malachi
25. A repetitive response can be weakened by:  
A. **Punishment** B. Biofeedback C. Reinforcement D. None
26. Psychology is the science studying the behaviour of:  
A. **Mankind** B. Animals C. Living organism D. Plants
27. Self actualization is the process whereby individuals  
A. Establish self B. Become selfless C. **Reach their full potential** D. None
28. Which of the following is not an intrinsically motivated activity?  
A. Eating chocolate because you like B. Playing chess with interest  
C. **Preparing to get good grade** D. Reading a book because you enjoy reading it
29. Social Psychology deals with:  
A. Motivation B. Personality  
C. **Behaviour in social situations** D. Abnormal behaviour
30. Hunger, Thirst, Sleep and Sex are :  
A. **Primary motives** B. Secondary motives C. Extrinsic motives D. None
31. Which of the following is not an Emotion?  
A. Anger B. **Aggression** C. Jealousy D. Sadness
32. If you are doing a task to get money, you are:  
A. Internally motivated B. **Externally motivated**  
C. Primary motivated D. Secondary motivated

33. Drive reduction theory of motivation is given by:  
 A. Hull B. Maslow C. Carlson D. Frank
34. Learning is a process of:  
 A. Memorizing facts B. Memorizing text  
 C. Meaning making through experiences D. Exam preparation
35. The process of arousing, sustaining and regulating activity is known as:  
 A. Learning B. Motivation C. Habit D. Maturity
36. Who provided the need hierarchy theory?  
 A. Maslow B. Likert C. Solomon D. Skinner
37. When a group exerts pressure on its members, members change their perceptions and actions, is an example of:  
 A. Obedience B. Conformity C. Aggression D. Peer pressure
38. It means individuals feel obliged to return what they get:  
 A. Reward structure B. Competition C. Reciprocity D. None
39. Which of the following is an example of a group?  
 A. Playgroup B. Class C. Family D. All of the above
40. \_\_\_\_\_ occurs most readily for strong responses in situations where the presence of others is motivating.  
 A. Social relationship B. Social facilitation C. Socialization D. None
41. Feeling of togetherness, that keeps a group intact is called:  
 A. Norms B. Roles C. Status D. Cohesiveness
42. \_\_\_\_\_ theorists believe that humans have free will.  
 A. Humanistic B. Behaviouristic C. Trait D. Cognitive
43. What did Freud consider the paternal love of girls?  
 A. Complex B. Electra complex C. Narcissism D. Dependence
44. \_\_\_\_\_ is the final stage of psychosexual development.  
 A. Anal B. Latency C. Phallic D. Genital
45. Which emotional experiences have a behavioral consequence?  
 A. Angry conversation B. Anxious before an exam  
 C. Smiling at your friend D. All of the above
46. What type of factor motivation is:  
 A. Physical B. Social  
 C. Psychological D. Cultural

47. An example of physiological arousal caused by emotional change  
A. Butterflies in stomach      B. Muscle tension  
C. Hypothalamus sending signals      D. All of the above
48. The crucial developmental task associated with anal stage of psychosexual development, is:  
A. Weaning      B. Toilet Training  
C. Gaining superiority      D. Morality
49. Which of the following concept is not related with Psychology?  
A. Emotion      B. Learning  
C. Personality      D. Society
50. Who developed the person centered therapy?  
A. Carl Jung      B. Watson  
C. William James      D. Sherif