

Department of Humanities and Social Sciences
Indian Institute of Technology Delhi

HUL 364—Understanding the social being.

Section 1

Maximum Marks 10. Each question is of 2 marks.

Q1. We tend to blame the government for what ever wrong is happening in the society? What kind of attribution is this? Why do you think this tendency is there?

Q2. Social psychology is both an old and a new discipline. Explain this with examples?

Q3 You were part of a committee to select a President of an association. What factors would influence your impressions? Give your answer in the light of what you have studied in person perception.

Q4 Many parents in India do not want to send their daughters to a co-education school. What is this an example of? How can you change this?

Q.5 It has been found that most corporation presidents and production managers over predict their own firms' productivity and growth. What is this an example of? Why does this happen?

Section 2

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Maximum marks 10. Each question is of 1 mark.

1. Ravi expected that his new roommate, Ranjan, would be somewhat cold and unfriendly. Because of this expectation, Ravi did not welcome Ranjan into his room very warmly. In turn, Ranjan did not act very warmly toward Ravi, and even began to be unfriendly toward him and his friends. This best illustrates the:

- a. negative effect
- b. self-fulfilling prophecy.
- c. consensus effect.
- d. attribution theory.

2. Of the following, the person most likely to make the fundamental attribution error when observing someone's behavior is:

- a. Akshay, who is distracted while observing the behavior.
- b. Nabi, who is focusing on the situation.
- c. Anvi, who is not cognitively busy
- d. Monu, who is an adult in India

3. Researchers have found that when participants are asked whether there are more English words that start with the letter *r* or that have the letter *r* as the third letter, most participants guess that there are more words that start with the letter *r*. This phenomenon most clearly reflects the:

- a. recency effect.
- b. primacy effect.
- c. availability heuristic.
- d. confirmation bias.

4. Vinita a 21year student, came home late. She claimed the fog was so bad that she couldn't drive. Her parents argued that she was just being thoughtless. This difference in views is consistent with the:

- a. confirmation bias.
- b. false-consensus effect.
- c. self-fulfilling prophecy.
- d. actor-observer effect.