

D 10255

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Name.....

Reg. No.....

FIFTH SEMESTER U.G. DEGREE EXAMINATION, NOVEMBER 2021

(CUCBCSS—UG)

Psychology

PSY 5B 02—SOCIAL PSYCHOLOGY

(2014 Admissions/2015 and 2016 Admissions)

Time : Three Hours

Maximum : 80 Marks

Part A*Answer all questions in a word.**Each question carries 1 mark.*

1. Understanding the causes behind other's behaviour is called _____.
2. _____ focuses on how people process, store, and apply information about other people and social situations.
3. Saying yes to other's requests is called _____.
4. The most intimate nonverbal cue is _____.
5. _____ proposed cognitive dissonance.
6. Reduction in presence due to the presence of others is termed _____.
7. An intense and positive emotion that can be experienced for a variety of close others is termed _____.
8. Sternberg proposed _____ model of love.
9. Deliberate infliction of pain on others is _____.
10. Excitation transfer theory was introduced by _____.

(10 × 1 = 10 marks)

Part B*Answer all questions in two or three sentences.**Each question carries 2 marks.*

11. Social perception.
12. Attribution.
13. Planning fallacy.
14. Cognitive dissonance.
15. Altruism.
16. Social loafing.

Turn over

17. Group think.
18. Injunctive norms.
19. Negative state relief model.
20. Destructive obedience.

(10 × 2 = 20 marks)

Part C

*Answer any six questions in a paragraph.
Each question carries 5 marks.*

21. Functions of attitude.
22. Which are the errors of attribution ?
23. How do we detect deception ?
24. Kelly's theory of causal attribution.
25. How are attitude formed ?
26. Compliance tactics based on consistency principle.
27. External determinants of interpersonal attraction.
28. Prevention and control of aggression.

(6 × 5 = 30 marks)

Part D (Essay Questions)

*Answer any two questions.
Each question carries 10 marks.*

29. What is nonverbal communication ? Explain the basic channels of nonverbal communication.
30. Define attitude. How can attitudes be changed ?
31. What are the pitfalls of group decision making ?
32. Explain the steps to pro-social act.

(2 × 10 = 20 marks)