



## BRAINWARE UNIVERSITY

Brainware University  
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Term End Examination 2024-2025

Programme – M.Sc.(APSY)-2023/M.Sc.(APSY)-2024

Course Name – Theories of Personality and Its Application

Course Code - APSY102

( Semester I )

Full Marks : 60

Time : 2:30 Hours

[The figure in the margin indicates full marks. Candidates are required to give their answers in their own words as far as practicable.]

### Group-A

(Multiple Choice Type Question)

1 x 15=15

1. Choose the correct alternative from the following :

- (i) Maslow's hierarchy of needs is often depicted as a pyramid. Choose Which level of needs is at the top of the pyramid?
  - a) Physiological needs
  - b) Esteem needs
  - c) Self-actualization needs
  - d) Safety needs
- (ii) According to Horney, what is the primary driver of human behavior?
  - a) The unconscious mind
  - b) The id
  - c) The need for self-actualization
  - d) The need for security and safety
- (iii) According to Jung, the collective unconscious indicates:
  - a) Personal memories and experiences
  - b) Universal human experiences and memories
  - c) Repressed childhood memories
  - d) Conscious thoughts and emotions
- (iv) Allport distinguished between two types of traits. What are they?
  - a) Primary and secondary traits
  - b) Introverted and extroverted traits
  - c) Neurotic and psychotic traits
  - d) Personal and collective traits
- (v) In Klein's theory, the concept of "phantasies" explains to:
  - a) Daydreams and fantasies
  - b) Repressed memories
  - c) Defense mechanisms
  - d) Unconscious desires
- (vi) In Cattell's theory, what term is used to describe the source trait associated with being cooperative, warm, and friendly?
  - a) Extroversion
  - b) Agreeableness
  - c) Dominance
  - d) Emotional stability
- (vii) According to Sullivan, what is the primary goal of personality development?
  - a) Pleasure seeking
  - b) Power and control
  - c) Social connectedness and intimacy
  - d) Self-actualization
- (viii) According to Bandura, learning occurs through:

- a) Reinforcement and punishment                      b) Observation and imitation  
 c) Maturation and adaptation                        d) Genetic predisposition
- (ix) Name the defense mechanism which involves adopting the opposite beliefs or feelings of what one truly feels?  
 a) Regression    b) Reaction formation  
 c) Displacement                                        d) Rationalization
- (x) In the oral stage, how is a child's primary source of pleasure and satisfaction achieved? Choose the write option -  
 a) Through exploration of the genitals                      b) Through interactions with peers  
 c) Through sucking and mouthing activities                      d) Through toilet training
- (xi) Indicate the key aspect of Erik Erikson's theory of psychosocial development?  
 a) Stages are fixed and unchangeable                      b) Development is primarily influenced by genetics  
 c) Each stage involves a unique psychosocial crisis                      d) There are no universal stages of development
- (xii) Adler discovered that birth order could influence personality. According to his theory, the firstborn child is often characterized by:  
 a) Independence and leadership qualities                      b) Recklessness and rebelliousness  
 c) A strong sense of inferiority                      d) Extreme competitiveness
- (xiii) Adler's theory emphasizes the importance of:  
 a) The ego    b) Birth order  
 c) Psychosexual stages                                      d) Unconscious conflicts
- (xiv) Which Big Five trait is most closely associated with emotional resilience and the ability to handle stress?  
 a) Extraversion    b) Neuroticism  
 c) Agreeableness    d) Conscientiousness
- (xv) According to Fromm, what is the primary human dilemma?  
 a) Striving for self-actualization                      b) Balancing the id and superego  
 c) The fear of freedom and the need for security                      d) Resolving the Oedipus complex

### Group-B

(Short Answer Type Questions)

3 x 5=15

2. Explain What is the key conflict in the Autonomy vs. Shame and Doubt stage? (3)
3. How does Skinner's theory address the concept of "personality development"? (3)
4. What does Adler mean by "inferiority complex" in his theory? (3)
5. What is the term "ego defense mechanisms," and can you provide an example? (3)
6. Examine What does Fromm mean by the term "necrophilia" in his theory? (3)

OR

Illustrate the five basic human needs according to Erich Fromm? (3)

### Group-C

(Long Answer Type Questions)

5 x 6=30

7. Write about the characteristics of a Self Actualised Person. (5)
8. Explain the role of congruence in Carl Rogers theory of personality development. (5)
9. Estimate the key stages of personality development in Sullivan's theory, and how do they impact an individual's interpersonal relationships? (5)
10. Describe the concept of conditional positive regard and its potential negative impact on an individual's self-esteem and self-concept. (5)

11. Compare and contrast Costa and McCrae's Five Factor Model with other major personality theories, such as Freud's psychoanalytic theory or Rogers' humanistic theory. (5)
12. Explain the concept of "fictional finalism" in Adler's theory. (5)

OR

Reframe the key components of Bandura's "Bobo doll experiment"?

(5)

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