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BRAINWARE UNIVERSITY

Term End Examination 2024-2025

Programme – B.Sc.(PSY)-Hons-2024

Course Name – Effective Decision Making

Course Code - BPY20002

(Semester II)

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) Identify the second stage of the decision making process
 - a) Gathering information
 - b) Identifying alternatives
 - c) Predicting the consequence
 - d) Evaluating
- (ii) Identify the psychological term for the phenomenon where decision makers tend to see events as more predictable than usual
 - a) Halo effect
 - b) Hindsight bias
 - c) False consensus
 - d) Confirmation bias
- (iii) Select the name of the person who created the Model of Economic Man and Woman
 - a) Adam Smith
 - b) Ward Edwards
 - c) Rene Descartes
 - d) John Locke
- (iv) Select the type of decision made while focusing on what to cook for dinner
 - a) Non Programmed Decision
 - b) Organizational decision
 - c) Minor decision
 - d) Strategic decision
- (v) Select the name of the model which was done by Ward Edwards
 - a) Prospect Theory
 - b) Model of Economic Man and Woman
 - c) Incremental Model
 - d) Rational Choice Model
- (vi) Choose how does false consensus bias impact decision-making
 - a) It can lead to more accurate judgments
 - b) It can result in overconfidence in opinions and choices
 - c) It encourages people to consider a wider range of perspectives
 - d) It always encourages critical thinking

- (vii) Identify a characteristic of an ill-structured problem
- a) The problem has a clear, straightforward solution
 - b) There is uncertainty or ambiguity in defining the problem and its solution
 - c) The solution can be determined using established rules or procedures
 - d) The problem is easy to solve using mathematical models
- (viii) Select which of the following is a characteristic of an algorithm in problem solving
- a) It relies on intuition rather than logic
 - b) It provides a definitive solution to the problem
 - c) It requires no clear set of instructions
 - d) It cannot be repeated or tested
- (ix) Identify an example of a well-defined problem
- a) Deciding what career path to choose
 - b) Solving a quadratic equation
 - c) Writing a creative story with no specific guidelines
 - d) Figuring out how to improve your happiness
- (x) Identify at what stage do individuals start developing a sense of their abilities and interests according to Super
- a) Growth stage
 - b) Exploration stage
 - c) Establishment stage
 - d) Maintenance stage
- (xi) Select which of the following is a key competency for effective decision-making
- a) Acting impulsively without evaluating options
 - b) Critical thinking and problem-solving
 - c) Ignoring available information
 - d) Relying only on emotions
- (xii) Select what typically happens during the Decline stage of Career Theory
- a) Individuals focus on mentoring younger employees and preparing for retirement
 - b) They try to achieve career growth and promotions
 - c) They start exploring new career options for the first time
 - d) They begin their education and skill development
- (xiii) Select the part of the personality that operates on the pleasure principle and seeks immediate gratification
- a) Conscious mind
 - b) Id
 - c) Superego
 - d) Ego
- (xiv) Select which of the following is an example of the Superego in action
- a) A child crying for candy in a store without considering consequences
 - b) A person resisting the urge to cheat on a test because they believe it's wrong
 - c) A person deciding to save money instead of spending it all on entertainment
 - d) A hungry person immediately eating the first available food without hesitation
- (xv) Select the core belief according to Adler suggesting how individuals are primarily motivated
- a) Instincts
 - b) Social interest
 - c) Striving for superiority
 - d) Birth order

Group-B

(Short Answer Type Questions)

3 x 5=15

2. Explain routine and strategic decisions with suitable examples. (3)
3. Summarize the steps of the unified model of problem solving and creativity. (3)
4. Illustrate and explain the structure of the life-career rainbow. (3)
5. Indicate the characteristics of self actualization. (3)
6. Estimate the nature of mental set with an example. (3)

OR

Estimate the nature of functional fixedness with an example.

(3)

Group-C

(Long Answer Type Questions)

5 x 6=30

7. Discuss how the case of Elliot contributed to the study of decision making. (5)
8. Predict the nature of the decision making process. (5)
9. Explain how to overcome the barriers hindering effective problem solving. (5)
10. Summarize the skills needed for effective decision making. (5)
11. Evaluate the role of ego as a buffer between id and superego. (5)
12. Critically evaluate the Career Development Theory by Super. (5)

OR

Critically evaluate the RIASEC theory.

(5)
