



BRAINWARE UNIVERSITY

Term End Examination 2024-2025
Programme – B.Sc.(PSY)-Hons-2023
Course Name – Social Psychology
Course Code - BPY40112
(Semester IV)

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) Select the correct definition of social psychology.
 - a) The study of individual differences in intelligence
 - b) The study of how individuals think, feel, and behave in social contexts
 - c) The study of biological influences on human behavior
 - d) The study of human brain structure
- (ii) Select the factor that is crucial for social facilitation, according to Cottrell (1968).
 - a) Mere presence of others
 - b) Distraction
 - c) Evaluation Apprehension
 - d) Emotional Intelligence
- (iii) Select the reason why social presence improves performance on simple tasks.
 - a) Increased motivation and focus
 - b) Fear of punishment
 - c) Lack of stress
 - d) Reduced cognitive load
- (iv) Identify the psychologist whose research was influenced by Nazi genocide.
 - a) Kurt Lewin
 - b) Carl Rogers
 - c) John Watson
 - d) Sigmund Freud
- (v) Select the discipline that primarily studies traditions, rituals, and social customs.
 - a) Social psychology
 - b) Anthropology
 - c) Neuroscience
 - d) Sociology
- (vi) Select the type of motivation where actions align with personal values in Self-Determination Theory.
 - a) External Regulation
 - b) Introjected Regulation
 - c) Identified Regulation
 - d) Integrated Regulation
- (vii) Identify the type of self-presentation strategy where individuals create excuses for failure by setting obstacles.
 - a) Supplication
 - b) Exemplification
 - c) Self-handicapping
 - d) Intimidation
- (viii) Identify the theory that describes self-esteem as a buffer against mortality fears.

- a) Self-Determination Theory
c) Humanistic Psychology
- (ix) Select the strategy that involves reframing negative thoughts.
a) Enhancing Skills
c) Building Positive Relationships
- (x) Select the correct definition of social influence.
a) The process of independent decision-making
c) The process of personal growth without external factors
- (xi) Choose the concept demonstrated in Milgram's study.
a) Conformity
c) Obedience
- (xii) Choose the method of attitude formation where individuals adopt attitudes by observing and imitating others.
a) Direct Experience
c) Cultural Influence
- (xiii) Select the route of persuasion that relies on superficial cues, leading to temporary attitude change.
a) Central Route
c) Peripheral Route
- (xiv) Identify the negative effect where prejudiced expectations lead to actions that make stereotypes come true.
a) Stereotype Threat
c) Self-Fulfilling Prophecy
- (xv) Choose the discrimination type where one person treats another unfairly due to group identity.
a) Structural Discrimination
c) Individual Discrimination
- b) Social Learning Theory
d) Terror Management Theory
- b) Adopting a Positive Mindset
d) Stepping Out of Comfort Zones
- b) The process by which individuals thoughts, feelings, and behaviors are shaped by others
d) None of them
- b) Compliance
d) Group polarization
- b) Social Learning
d) Operant Conditioning
- b) Cognitive Route
d) Social Judgment
- b) Social Learning
d) Social Identity Theory
- b) Institutional Discrimination
d) Realistic Conflict

Group-B

(Short Answer Type Questions)

3 x 5=15

2. Explain the concept of communication and its key components. (3)
3. Explain the concept of social influence and its types. (3)
4. Define social psychology in your words. (3)
5. Explain the term 'social inhibition' in your words with an suitable example. (3)
6. Write an essay on the psychological factors influencing interpersonal attraction. (3)

OR

Write an article on the role of empathy in fostering pro-social behavior. (3)

Group-C

(Long Answer Type Questions)

5 x 6=30

7. Discuss the formation of self-concept in details with examples in it. (5)
8. Explain the definition and significance of interpersonal attraction in detail. (5)
9. Summarize the essential characteristics of a leader in detail. (5)
10. Explain the barriers of communication and how to overcome these barriers in details. (5)
11. Explain Schramm's Model of Communication and Its Significance. (5)
12. Summarize the contribution of Bem in attitude formation in details. (5)

OR

Summarize the effects of stereotypes in details. (5)

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