



BRAINWARE UNIVERSITY

Term End Examination 2023-2024
Programme – B.Sc.(PSY)-Hons-2022
Course Name – Psychology of Individual Differences
Course Code - PSYC303
(Semester III)

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) What is the phrase that describes the conviction that one's efforts will result in favourable outcomes?
- a) Self-efficacy
b) Self-determination
c) Self-actualization
d) Self-esteem
- (ii) Identify the author of Two-Factor Theory of Motivation, which distinguishes between hygiene factors and motivators.
- a) B.F. Skinner
b) Douglas McGregor
c) Kurt Lewin
d) Frederick Herzberg
- (iii) What is the IQ range typically related with intellectual disability?
- a) Above 100
b) 80-100
c) 50-70
d) Below 50
- (iv) Select from the following which is NOT a type of motivation.
- a) Intrinsic
b) Extrinsic
c) Altruistic
d) Extroverted
- (v) How does the Glucostatic Theory explain the sensation of hunger?
- a) It is triggered by low blood pressure
b) It is triggered by high blood glucose levels
c) It is triggered by low blood glucose levels
d) It is triggered by emotional stress
- (vi) Identify the theory which suggests that personality consists of three basic components: the id, ego, and superego.
- a) Trait theory
b) Humanistic theory
c) Psychoanalytic theory
d) Social cognitive theory
- (vii) Which personality feature is defined by being gregarious, energetic, and outgoing?
- a) Neuroticism
b) Openness
c) Agreeableness
d) Extraversion
- (viii) Choose the first step in the emotional process proposed by Lazarus.
- a) Evaluating
b) Appraising

- c) Remembering
 (ix) Identify the primary components of emotion.
 a) Cognition, motivation, and perception
 b) Physiological arousal, cognitive appraisal, and behavioral expression
 c) Memory, attention, and sensation
 d) Personality, intelligence, and social skills
- (x) Who is often credited with developing the first intelligence test?
 a) B.F. Skinner
 b) Jean Piaget
 c) Alfred Binet
 d) Sigmund Freud
- (xi) Indicate the type of motivation which involves performing an activity because it leads to a separable outcome, such as a reward or recognition.
 a) Extrinsic motivation
 b) Intrinsic motivation
 c) Integrated regulation
 d) Introjected regulation
- (xii) Who developed the concept of the "g factor" in intelligence?
 a) Howard Gardner
 b) Erik Erikson
 c) Alfred Binet
 d) Charles Spearman
- (xiii) According to the James-Lange theory of emotion, write what comes first in the sequence of emotional experience.
 a) Cognitive appraisal
 b) Physiological response
 c) Emotional expression
 d) Behavioral response
- (xiv) The "fight-or-flight" response is associated with which theory of emotion?
 a) James-Lange theory
 b) Cannon-Bard theory
 c) Schachter-Singer theory
 d) Evolutionary theory
- (xv) Which of the following is NOT a cognitive process often associated with intelligence?
 a) Memory
 b) Reasoning
 c) Perception
 d) Personality

Group-B

(Short Answer Type Questions)

3 x 5=15

2. Briefly describe the central concept of self-actualization in Abraham Maslow's hierarchy of needs theory. (3)
3. Explain the concept of fluid intelligence and crystallized intelligence. (3)
4. Write about the concept of "reaction formation" and provide an example. (3)
5. Give an example of how cognitive appraisal theory can help people manage their emotional reactions in stressful situations. (3)
6. Explain the concept of reciprocal determinism in the context of Bandura's social cognitive theory. (3)

OR

What are the main differences among the id, ego, and superego in Freud's structural model of personality? (3)

Group-C

(Long Answer Type Questions)

5 x 6=30

7. Explain Emotional Intelligence with suitable examples. (5)
8. Describe Structure of Intellect model. (5)
9. Write the different categories of exceptional children. (5)
10. Cite the differences between the James-Lange theory and the Lazarus theory of emotion. (5)
11. Evaluate the Need Hierarchy Theory of Maslow. (5)
12. Analyze Social Learning theory of personality with proper example. (5)

OR

Make a comparison between psychodynamic approach and humanistic approach by Maslow. (5)