



## BRAINWARE UNIVERSITY

Term End Examination 2023-2024  
Programme – B.Sc.(PSY)-Hons-2023  
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) Select the term which do not come under the Characteristics of Decision making
- |                      |                               |
|----------------------|-------------------------------|
| a) Rational thinking | b) Process Of Decision making |
| c) Odd thinking      | d) Purposive thinking         |
- (ii) Identify the model of decision making that assumes individuals make decisions by systematically evaluating all possible alternatives
- |                        |                              |
|------------------------|------------------------------|
| a) Prospect theory     | b) Rational decision making  |
| c) Bounded rationality | d) Intuitive decision making |
- (iii) Identify the bias where individuals tend to interpret new evidence as confirmation of their existing beliefs or theories
- |                      |                        |
|----------------------|------------------------|
| a) Anchoring bias    | b) Confirmation bias   |
| c) Sunk Cost Fallacy | d) Overconfidence bias |
- (iv) Select the influential thinker known for introducing the concept of bounded rationality in decision making
- |               |                  |
|---------------|------------------|
| a) Karl Marx  | b) Herbert Simon |
| c) John Locke | d) Adam Smith    |
- (v) Identify Socrates' contribution to decision-making
- |   |  |
|---|--|
| a) Emphasized critical thinking and self examination        | b) Developed the first decision-making algorithm |
| c) Introduced the concept of unconscious decision processes | d) Invented the field of behavioral economics    |
- (vi) Identify the individual who proposes that reason is superior to experience as a way of gaining knowledge and establishes the framework for the scientific method.

- a) Sigmund Freud  
c) Henri Fayol
- b) Rene Descartes  
d) Francis Bacon
- (vii) Identify Socrates' contribution to decision making.
- a) Emphasized critical thinking and self examination  
c) Introduced the concept of unconscious decision processes
- b) Developed the first decision-making algorithm  
d) Invented the field of behavioral economics
- (viii) Select the primary goal of problem solving in psychology
- a) Achieving perfection  
c) Finding optimal solutions
- b) Eliminating all challenges  
d) Ignoring difficulties
- (ix) Identify the key components of decision making in psychology
- a) Random choices  
c) Rational thinking and evaluation
- b) Intuitive guesses  
d) Avoiding choices altogether
- (x) Select the problem solving method that involves restructuring or changing the way a problem is perceived
- a) Incubation  
c) Confirmation bias
- b) Insight  
d) Anchoring
- (xi) Select the most appropriate description of deceleration 65 to 70 years from the following options
- a) The pace of work increases, new responsibilities are assigned to accommodate enhanced capacities  
c) The pace of work slackens, duties are shifted, and the nature of work changes to accommodate declining capacities.
- b) Duties remain unchanged, individuals continue with full time occupations without adjustments  
d) Many individuals opt for full time jobs to supplement their part time occupations.
- (xii) Identify the term that Carl Rogers used to describe individuals who are continually striving to become their true selves.
- a) Ideal self  
c) Unconditional positive regard
- b) Fully actualized person  
d) Conditional positive regard
- (xiii) Identify the term used by Alfred Adler to describe the innate drive in individuals to overcome feelings of inferiority and strive for superiority.
- a) Inferiority complex  
c) Striving for superiority
- b) Superiority complex  
d) Compensation
- (xiv) Identify the term that Alfred Adler used to describe the feeling of inadequacy and inferiority that drives individuals to overcome challenges.
- a) Inferiority complex  
c) Compensation
- b) Superiority complex  
d) Striving for superiority
- (xv) Select the layer of the self in Sigmund Freuds model that is driven by the pleasure principle and operates on primitive impulses and desires.
- a) Ego  
c) Id
- b) Superego  
d) Preconscious mind

### Group-B

(Short Answer Type Questions)

3 x 5=15

2. Discuss the four typology of personality which has four styles of life as mentioned by Alfred Adler? (3)
3. Discribe what do you understand by Spiritual self? (3)

- 4. Explain the definition of Self esteem with its characteristics. (3)
- 5. Describe the Exploratory stage in the Supers theory of career development (3)
- 6. Explain 3 aspects of Fully fuctional individual. (3)

**OR**

Explain the model of Maslow's Hierarchy of needs. (3)

**Group-C**

(Long Answer Type Questions)

5 x 6=30

- 7. Discuss the Growth stage as one of the stages of Supers theory of career development. (5)
- 8. Summarize the basic assumptions of Abraham Maslows theory. (5)
- 9. Explain Characteristics of Decision-Making (5)
- 10. Discuss the significance of making good decisions. (5)
- 11. How does problem differentiates form decisions? (5)
- 12. Explain the Openness to experience as one component of a fully functional individual. (5)

**OR**

Explain the Existential living as one component of a fully functional individual. (5)

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