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**BRAINWARE UNIVERSITY**

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Term End Examination 2025-2026**Programme – B.Sc.(PSY)-Hons-2024/B.Sc.(PSY)-Hons-2025****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) Analytical thinking
 - c) Odd thinking
 - d) Purposive thinking
- (ii) Select the consequence frequently observed in patient of Damasio due to ventromedial frontal lobe damage
 - a) Impaired emotional processing
 - b) Enhanced decision-making skills
 - c) Improved memory recall
 - d) Heightened sensory perception
- (iii) Identify the psychological term for the phenomenon where decision makers get influenced by extreme features of a piece of information
 - a) False consensus bias
 - b) Hindsight bias
 - c) Anchoring bias
 - d) Halo effect
- (iv) Identify the cognitive bias where individuals give more weight to the first piece of information encountered when making decisions
 - a) Confirmation Bias
 - b) Anchoring Bias
 - c) Hindsight bias
 - d) Gamblers Fallacy
- (v) Identify the third stage of the decision making process
 - a) Evaluating
 - b) Predicting the consequence
 - c) Gathering information
 - d) Identifying alternatives
- (vi) Identify the type of decision made by an individual while making a career choice
 - a) Programmed decision
 - b) Major decision
 - c) Tactical decision
 - d) Strategic decision
- (vii) Identify the fourth stage of the decision making process
 - a) Evaluating
 - b) Gathering information
 - c) Identifying alternatives
 - d) Predicting the consequence
- (viii) 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
- (ix) Choose an example of false consensus bias
- a) Assuming everyone enjoys the same type of music you do
b) Believing that not everyone dislikes a certain movie because you didn't like it
- c) Thinking that some prefers morning meetings to afternoon ones
d) Believing not everyone enjoys a particular dish like you
- (x) Select which type of decision is typically made in situations where there is a lack of clear procedures, and it involves creativity and judgment
- a) Programmed decision
b) Major decision
- c) Minor decision
d) Non-programmed decision
- (xi) Select a characteristic of a well-defined problem
- a) The problem lacks clear boundaries and goals
b) The solution can be found using established algorithms or procedures
- c) It involves solving complex and unpredictable challenges
d) The solution requires innovative thinking and subjective judgment
- (xii) Choose during solving a problem, an insight is typically associated with which of the following
- a) Systematic, step-by-step reasoning
b) A structured approach to solving the problem
- c) A flash of understanding that leads to the solution
d) Repeated trial and error
- (xiii) Identify in a backward search approach to problem-solving, what is typically the first step
- a) Identifying all possible sub-solutions
b) Defining the initial state of the problem
- c) Identifying the final goal or end state
d) Testing multiple potential solutions
- (xiv) 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
- (xv) Select what does unconditional positive regard mean
- a) Accepting and supporting a person only when they behave correctly
b) Judging people based on their mistakes
- c) Accepting and valuing a person without any conditions or judgments
d) Ignoring emotions of people and focusing only on their actions

Group-B

(Short Answer Type Questions)

3 x 5=15

2. Summarize the characteristics of the decision making process. (3)
3. Explain programmed and non programmed decisions with suitable examples. (3)
4. Summarize the importance of effective decision making. (3)
5. Explain the term id. (3)
6. Differentiate Establishment stage and Maintenance stage in the Theory of Career Development by Super. (3)

OR

Explain the growth stage according to the Career Development theory. (3)

Group-C

(Long Answer Type Questions)

5 x 6=30

7. Summarize the steps of decision making with a suitable example. (5)
8. Summarize the history of the study of decision making. (5)
9. Explain individual and group decisions with their pros and cons. (5)

10. Summarize the structure of a problem. (5)
 11. Critically evaluate the RIASEC theory. (5)
 12. Critically evaluate the Hierarchy of Needs. (5)
- OR**
- Estimate the nature of a fully functioning individual. (5)

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