

**M.E.S. COLLEGE OF ARTS & COMMERCE, ZUARINAGAR - GOA**  
**B.A. (CBCS) III SEMESTER END (REGULAR/REPEAT) EXAMINATION, JANUARY 2022**  
**DSC - PSYCHOLOGY - SOCIAL PSYCHOLOGY- I - (PSC 103)**

**Duration: 2 Hours**

**Total Marks: 60**

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**Instructions:**

- i) All questions are compulsory, however internal choice is available.*
- ii) Answer sub-questions in Question No. 1 and Question No. 2 in about 50 words.*
- iii) Answer Question No. 3 to Question No. 6 are in about 300 words.*
- iv) Figures to the right indicate marks assigned to each question/sub-question.*
- v) Paper carries a maximum of 60 marks.*

**Q 1.** Write short notes on **Any Five** of the following. **(5x2=10)**

- a) Relationship between cognition and behaviour
- b) Multicultural perspectives that influence social behaviour.
- c) Define social psychology.
- d) Benefits of automatic processing
- e) Role of schemas that guide our thoughts
- f) Self-serving bias
- g) Impact of negativity and optimistic bias.

**Q 2.** Answer **Any Five** of the following. **(5x2=10)**

- a) Examine the key elements in conflicts.
- b) Discuss the essential perspectives in orientation of bargainers.
- c) What is observational learning?
- d) Identify the problems with Affiliation.
- e) Examine the need for intimate relationships.
- f) State the importance of passionate love.
- g) Examine the consequences of commitment in relationships.

**Q.3. a)** Explain how research in social psychology seeks knowledge about the neural and biological basis of social processes. **(10)**

**OR**

**b)** Describe the scientific nature of social psychology. **(10)**

**Q. 4. a)** Describe the types of heuristics. **(10)**

**OR**

**b)** Examine the tactics of impression management. **(10)**

**Q.5. a)** Elaborate on the major causes of conflicts. **(10)**

**OR**

**b)** Describe the useful techniques of resolving conflicts. **(10)**

**Q.6. a)** Discuss the determinants of interpersonal attraction and identify the consequences of physical attractiveness. **(10)**

**OR**

**b)** Examine the three categories of attachment and discuss types of love. **(10)**

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