

Indian Institute of Technology, Bombay
Department of Humanities and Social Sciences
Ph.D Entrance Examination

Subject: Psychology

Marks: 100

Write your Roll no. and Name on the question paper and answer booklet.

The exam consists of two parts. In Part I, you may answer any three questions.

There is no negative marking in Part II. Part I is worth 60 marks and Part II 40 marks.

Return the question paper and the answer booklet to the examiner at the end of the examination.

Roll No.:

Name:

Part I

(20 marks each)

1. Outline a potential research proposal in an area of your interest.

Answer any two of the following

1. In today's economy, replacing employees can be an expensive proposition, it pays to be able to maintain a highly committed workforce. Of the various things that can be done to promote commitment to an organization, which tactics do you believe may be most effective? Explain the basis of your answer.
2. In what ways has the rapidly advancing technology helped communication in organizations and in what ways has it been a hindrance? Explain your answer
3. Why do images with pleasurable content have unique distracting power?
4. Explain three differences in cognitive processing between an expert in a domain and a novice.
5. Briefly describe Ryan & Deci's Self Determination Theory
6. Can behavior be predicted by attitudes? Elaborate on the theories that do so and evaluate them.

Part II

Circle the best alternative. Each question carries 1 mark and there is **NO** negative marking for wrong answers.

1. When a new born baby's cheek is stroked, they turn towards the stimulus. This reflex is called the
 - a. Moro Reflex
 - b. Rooting Reflex
 - c. Palmar Reflex
 - d. Tonic neck

2. The brain's supporting cells are called:
 - a. Neurons
 - b. Nuclei
 - c. Glial cells
 - d. Mitochondria

3. Neurotransmitters can inhibit or excite neurons. _____, for example, is inhibitory whereas _____ is excitatory.
 - a. Serotonin; dopamine
 - b. Glutamate; GABA
 - c. GABA; glutamate
 - d. None of the above is correct

4. Which of the following controls involuntary actions?
 - a. Circulatory system
 - b. Autonomic nervous system
 - c. Excretory system
 - d. Respiratory system

5. Which of the following carries both sensory and motor information?

- a. Motor nerves
- b. Sensory nerves
- c. Efferent nerves
- d. Mixed nerves

6. A sampling frame is:

- a. A summary of the various stages involved in designing a survey
- b. An outline view of all the main clusters of units in a sample
- c. A list of all the units in the population from which a sample will be selected
- d. A wooden frame used to display tables of random numbers

7. Cross-cultural studies are an example of:

- a. Case study design
- b. Comparative design
- c. Experimental design
- d. Longitudinal design

8. Long Term Potentiation is widely assumed to be the physiological mechanism associated with

- a. emotionality
- b. epilepsy
- c. learning
- d. attention

9. Which method is most commonly associated with a lack of informed consent?
- In-depth interviewing
 - Qualitative content analysis
 - Covert observation
 - Structured interviewing
10. Brain Imaging techniques have shown that compared to unaffected individuals, those diagnosed with schizophrenia show
- enlarged ventricles
 - lesions in the parietal lobe
 - reduced hypothalamus and enlarged corpus callosum
 - reduced ventricles
11. Machiavellianism is reflected in the
- Nachievement
 - Npower
 - Nbelongingness
 - Naffiliation
12. TAT is a
- personality test
 - projective test
 - aptitude test
 - achievement test

13. In which of Erik Erikson's stages does the development of self control and independence occur?

- a. basic trust vs mistrust
- b. industry vs inferiority
- c. autonomy vs shame/guilt
- d. generativity vs stagnation

14. According to Carl Jung, there are tendencies that shape human behavior and can be represented by terms such as "the hero" or "the shadow." Such tendencies are known as

- a. personas
- b. schemas
- c. archetypes
- d. complexes

15. Amyloid plaques and neurofibrillary tangles are most often characteristic of

- a. Schizophrenia
- b. Parkinson's
- c. Alzheimer's
- d. Bipolar Disorder

16. Procedures involving the systematic examination of the test matter to determine whether it covers a representative sample of the behaviour domain to be measured are part of

- a. Criterion validity
- b. Content validity
- c. Discriminant Validity
- d. Meta-analysis

17. Which of the following measures is appropriate for use with qualitative variables?

- a. range
- b. modal category
- c. median
- d. sums of squares

18. Sternberg's triarchic model of intelligence provides three aspects of intelligence. These are:

- a. Analytical, creative, practical
- b. Convergent thinking, divergent thinking, memory
- c. Units, Chunks, Relations
- d. Ability, reasoning, Innovation

19. The standard error of the mean can never be directly calculated from a set of of sample data.

- a. true
- b. false

20. Double blind studies control for:

- a. the placebo effect
- b. Demand characteristics
- c. the placebo effect and demand characteristics
- d. the Hawthorne Effect

21. Those with an interdependent self concept are more likely to be concerned about discrepancies between the actual self and

- a. the ideal self
- b. the ought self
- c. the alter self
- d. the possible self

22. Sai assumes that the poor grade on her exam is due to the fact that she is working too many hours at her job, but assumes that the poor grade of the student sitting next to her is due to laziness. Sai's attitude best illustrates

- a. differential attribution bias
- b. contextual salience
- c. actor observer effect
- d. fundamental attribution error

23. The 'Overjustification Effect' refers to

- a. the negative effect of reward on performance
- b. the negative effect of reward on extrinsically motivated performance
- c. the negative effect of reward on intrinsic motivation
- d. the positive effect of reward on extrinsic motivation

24. Bronfenbrenner's ecological theory

- a. emphasizes the role of heredity
- b. emphasizes the interaction between heredity and the environment
- c. emphasizes the role of the environment
- d. emphasizes the interaction between heredity, environment and time

25. The use of water and energy are an example of the _____ dilemma.

- a. public goods
- b. ration
- c. commons
- d. social

26. One reason stereotypes are so persistent is the human tendency to make _____ attributions.

- a. situational
- b. dispositional
- c. external
- d. unstable

27. Thomas and Chess's categories of easy, difficult and slow to warm up refer to

- a. adult attachment patterns
- b. infant temperament
- c. anger patterns
- d. cognitive stimuli

28. Rapid eye movements are most closely associated with

- a. alpha waves
- b. delta waves
- c. dreaming
- d. beta waves

29. Who was the first to empirically study memory using consonant-vowel-consonant combinations?

- a. James Mill
- b. Max Wertheimer
- c. Wilhem Wundt
- d. Herman Ebbinghaus

30. Laboratory experiments have
- high internal validity but low external validity
 - low internal validity but high external validity
 - good ethical foundations but poor external validity
 - poor ethical foundations but good external validity
31. The various types of memory such as working, semantic and episodic memory are
- emphasized by the Proceduralist perspective
 - emphasized by the Structuralist perspective
 - emphasized by the Psychodynamic perspective
 - emphasized by the Levels of Processing model
32. Information processed at a phonemic level is retained better
- than information processed at a deeper level
 - than information processed at a semantic level
 - than information processed at a structural level
 - none of the above
33. Which of the following predictions is the best example of context-dependent memory?
- information is better recalled when it is deeply encoded
 - concrete words are easier to recall than abstract words
 - information is better recalled when learning and testing happen in the same room
 - auditory encoding is superior to visual encoding
34. An important point on which Piaget and Vygotsky, both developmental theorists differ is
- the role of moral development
 - the age at which cognitive activity is observed
 - the role of social interaction in cognitive development
 - the development of the concept of conservation

35. The way learning is used by advertizing to influence people

- a. is through explicit learning
- b. is through implicit learning
- c. is through classical conditioning
- d. is through variable interval schedule

36. Organizational structure that groups activities by function and product are called_____.

- a. Network structure
- b. Matrix structure
- c. Geographic structure
- d. Market structure

37. Employee behavior that is “discretionary, not directly or explicitly recognized by the formal reward system and that in the aggregates promotes the effective functioning of the organization” is referred to as:

- a. Job satisfaction
- b. Job Involvement
- c. Organizational Citizenship behavior
- d. None of the above

38. Fielder's theory gave these three situational factors. These include leader-member relations, task structure and

- a. Consideration
- b. Leader effectiveness
- c. Position-power
- d. Loyalty

39. Which of the following is not an error in judgment that a rater can make in rating performance appraisals?

- a. Defensive attribution error
- b. Halo Error
- c. Leniency error
- d. Central tendency error

40. Why do researchers believe color deficiencies often have genetic causes?

- a. Dietary patterns affect color deficiencies.
- b. Color perception changes somewhat as we get older.
- c. Color deficiencies are more common in some cultures.
- d. More males than females suffer from color deficiencies

