

College of Engineering, Pune  
Class- S.Y.B.Tech.  
**Introduction to Psychology (AS-201)**

Date- 18<sup>th</sup> November, 2010  
Academic Year: 2010-11

Duration: 1½ hrs  
Max. Marks: 30

Autumn Semester

**Instructions:**

1. All questions are compulsory
2. Figures to the right indicate full marks
3. Use diagrams wherever necessary
4. Use of mobile phones is strictly prohibited. Switch it off; else it will be confiscated by the exam cell.

- Q. 1**                      **Answer the following in not more than 50 words (Any FOUR):**                      **(8)**
- a) What are the types of stress?
  - b) What are the measures of creativity?
  - c) Define personality as stated by Gordon Allport.
  - d) What is SWOT analysis?
  - e) State the classification of personality given by Carl Jung.
- Q. 2**                      **Write short notes on the following by giving suitable examples (Any TWO):**                      **(6)**
- a) Paralanguage
  - b) SQ3R
  - c) Types of Conflicts
- Q.3**                      **Differentiate between (Any TWO):**                      **(8)**
- |                                    |                             |
|------------------------------------|-----------------------------|
| a) Pranamaya Kosha                 | Vidnyanamaya Kosha          |
| b) Kretschmer 's personality types | Sheldon's personality types |
| c) Type A                          | Type B                      |
| d) Counseling Psychology           | Industrial Psychology       |
- Q. 4**                      **Attempt Any ONE of the following:**                      **(8)**
- a) Sheetal has to appear for her first job interview next week. What care should she take regarding her communication?  
**OR**
  - b) What are the psychological methods/tools used for assessment of personality?  
Discuss.  
**OR**
  - c) Tarun is working in a company and is under tremendous pressure due to both job and family demands. What techniques would you suggest him to cope with the stress?

\*\*\*\*\*