

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

Date- 23<sup>rd</sup> November, 2010  
Academic Year: 2011-12

Duration: 1½ hrs  
Max. Marks: 30

Instructions:

1. Read all the questions very carefully
2. All questions are compulsory
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** Fill in the blanks:

5

- a) The major areas studied under individual differences are \_\_\_\_\_, aptitude, \_\_\_\_\_ and interest.
- b) The hierarchy of needs of motivation was developed by \_\_\_\_\_.
- c) The two types of stress are \_\_\_\_\_ and \_\_\_\_\_.
- d) The process of communication includes a sender, \_\_\_\_\_, receiver and \_\_\_\_\_ loop.
- e) The personality types given by Sheldon are endomorphs, \_\_\_\_\_ and ectomorphs.

**Q. 2** Write a short note on (Any TWO):

6

- a) Causes of stress
- b) Conflict of motives
- c) Nature-Nurture relationship

**Q.3** Match the following and explain the relationship between the matched items (Any THREE):

9

- |                           |                        |
|---------------------------|------------------------|
| a) Classical conditioning | Introverts-Extraverts  |
| b) Panchkosh              | Communication          |
| c) Carl Jung              | Learning               |
| d) Altruistic behaviour   | Personality            |
| e) Paralanguage           | Emotional Intelligence |

**Q. 4** Explain in detail (Any ONE):

10

- a) What are the Cognitive and Emotional strategies of coping with stress?
- b) What are the three techniques of assessing personality?
- c) According to Daniel Goleman using emotional quotient (EQ) is sometimes more important than intelligence quotient (IQ). State whether you agree or disagree and justify your answer using the five components of EI.

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