

Model Answers for End Semester Examination
SYBTech
Introduction to Psychology (AS-201)
2011-12

Date- 23rd November, 2010
Academic Year: 2011-12

Duration: 1½ hrs
Max. Marks: 30

- Q. 1** Fill in the blanks: **5**
- a) Intelligence and ability
 - b) Abraham Maslow
 - c) Eustress and distress
 - d) Channel and feedback
 - e) Mesomorphs
- Q. 2** Write a short note on (**Any TWO**): **6**
- a) Description of Physical, Psychological and Environmental/psychosocial causes of stress
 - b) Conflict of motives: Description of Approach-approach conflict, Avoidance-avoidance conflict, Approach-avoidance conflict and Double approach-avoidance conflict
 - c) Nature-Nurture relationship: The two important factors that influence the human development and lead to individual differences are:
Nature: It refers to the hereditary influences, i.e. those based on the genetic makeup of an individual. These are the characteristics with which a child is born and they are also called as innate factors.
Nurture: Nurture refers to environmental influences, i.e. those caused by parents, siblings, friends, family, schooling, nutrition, and all other experiences to which a child is exposed.
Nature and Nurture, both are jointly responsible for the overall development of personality characteristics, abilities, and skills of the individual. From the moment a child is conceived, both these factors work hand in hand and continue to play their roles throughout life. Some of the few important characteristics of the nature-nurture relationship are:
 1. Development is shaped by the interaction between heredity and environment.
 2. Heredity determines the potential for certain behaviour and also plays limitations on certain behaviours; for example heredity defines the level of intelligence.
 3. Environmental factors determine whether an individual reaches his genetic potential. This means that a favourable environment helps an individual realize his capabilities to the fullest while an unfavourable environment slows down development.
- Q.3** Match the following and explain the relationship between the matched items (**Any THREE**): **9**
- a) Classical conditioning- Learning
It is the classic type of learning given by Ivan Pavlov that explains how behaviour is learned and reinforced.
 - b) Panchkosh-Personality

It is the Indian perspective of personality that explains the functioning. It comprises of five aspects or koshas namely annamaya, pranamaya, manomaya, vidnyanamaya and anandmaya

- c) Carl Jung-Introverts-Extraverts
Jung states two basic types of attitudes of personalities- introversion & extraversion. these two types are of extreme nature and in reality there exist a third type, which is a combination of both these extremes; this is the Ambivert type
- d) Altruistic behaviour-Emotional Intelligence
One of the aspects of EI, it means when we help others without expectations. It should be controlled else it leads to being taken advantage of.
- e) Paralanguage -Communication
A type of verbal communication, it is used while we speak and includes tone, pause, speed, clarity, grammar, etc.

Q. 4

Explain in detail (**Any ONE**):

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- a) What are the Cognitive and Emotional strategies of coping with stress?
Ans Cognitive: These include coping with stress at the thinking level. It includes the following: -
 - a) Assertiveness- This means saying something with conviction, in a rational and straight forward way, without compromising with work we are doing and at the same time without intentionally hurting the other person. This includes learning to say "No" without having a harsh tone. It is a very effective way of modifying the stressful situation. If we are clear with what we want and state it assertively, others tend to understand it and this helps us stay away from stress and also develop a trusty relationship. For example, you buy a book and find few pages with misprints. You may ask the shopkeeper politely but convincingly for a replacement.
 - b) Withdrawal- Withdrawal involves withdrawing or moving away from the situation, which cannot be modified. For example, in the example above, if the shopkeeper is unwilling to accept the mistake and is very mean to you, you may have to take the defective book back.
 - c) Compromise- This technique involves making a compromise with the stressful situation. It may be done in three ways:
 - i. Conformity- This means accepting what others are doing and participating in the same, even when we do not agree with it. For example, accepting and following a new rule or order because others are doing so, although you do not agree with it.
 - ii. Negotiation- This is a settlement between people after positive disputing, and the conclusion is not equally beneficial and/or harmful to both parties. In other words, it is a mutual agreement among parties
 - iii. Substitution- Another way of dealing with stress is that when we do not get our goal, we try to achieve it through alternative ways. For example, a student wants specialization in medicine but doesn't get it, so he may opt for pharmacy.
 - d) Rational thinking- This is a very useful technique, which involves constantly debating with oneself in stressful situation (or even otherwise). In this, we debate with our own distressing thoughts and try to find whether there is logic behind or is it baseless. This helps us perceive things

clearly and take a decision wisely. Care should be taken that we do not negatively judge ourselves; rather we work towards finding the solutions positively.

Emotional: These include dealing with emotions, which usually act as triggers to stressful reaction. The strategies are: -

- a) Social support plays a very important role in managing stress. Seeking social support not only helps in remaining emotion focused but it is also problem focused. This means that when we share our problems with people whom we trust (friends, family, etc.) we get an emotional support and at the same time they help us solve our problems. Support of others help us in three ways- i) sharing painful feelings, ii) emotional support through affection, care and concern expressed by others, and iii) understanding and reassurance by others help us find more effective solutions for our problems.
- b) Use of Defense Mechanisms- Defense Mechanism is a concept by Sigmund Freud, in which we try to protect our image by using various ways. While doing so we do not confront or accept the reality, which may be negative points about us. There are various types defense mechanisms but a few important ones include projection (projection our negative thoughts or feelings on the other), denial (denying obvious facts), sublimation (when others do not accept our ideas, we say that the ideas are too sublime or brilliant for them to understand), etc. Using defense mechanisms wisely is of tremendous help as it keeps our self-esteem intact. But when used excessively it can lead us to remain in a state of denial forever, which is harmful for the well-being.

b) What are the three techniques of assessing personality?

Ans. In psychology, personality can be assessed in three different ways:

1. Self-report inventories: This includes paper-pencil tests like questionnaires, inventories or checklists in which the respondent selects one of the options provided. It is an objective tool as the respondent selects one answer only from what is given and cannot add anything to his answers. Based on his responses, a personality profile can be found.
2. Rating Scales: This is a tool in which the respondent's subjective judgment or response is quantified, i.e. converted into some quantity/numbers. Usually, rating scales consist of a row of boxes in front of each question/statement of the test, of which the respondent has to tick one. These boxes are generally labeled as Strongly Agree, Agree, Neither Agree nor Disagree, Disagree and Strongly Disagree, etc.
3. Projective Techniques: These include techniques in which the respondent gives free responses to a series of stimuli such as inkblots, pictures, or incomplete sentences. The idea behind such tests comes from one of concepts given by Sigmund Freud, known as projection. The assumption of projective techniques is that the respondent projects the unconscious aspects of his/her personality to the test item and reveal them in their responses. This happens because the test items are ambiguous or unclear and thus do not have a definite meaning of their own. This gives way to the respondent's imagination which comes from his/her thought processes. Therefore, the more ambiguous the stimuli more will be the projection, thus leading to more responses for assessment.

Earlier, projective techniques were used only for clinical purposes, i.e.

for diagnosing mental disorders. But now, its application is expanded and it is largely used for the assessment of personality of any person, irrespective of whether s/he has a mental disorder or not. Some of the widely used projective techniques are Rorschach Inkblot Test, Thematic Apperception Test (TAT), Sentence Completion Test (SCT), Word Association Test, etc.

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.

Ans. The evaluation is based on the student's understanding of the concept of emotional Intelligence and how he can use it in everyday life. The five components of EI should be mentioned namely self awareness, mood management, self motivation, empathy and managing relationships.
