



KOSHYS
INSTITUTE OF MANAGEMENT STUDIES

NAAC Accredited & ISO 9001 2015 Certified

DEPARTEMENT OF PSYCHOLOGY

**QUESTION BANK
II SEMESTER B.A. PSYCHOLOGY
FOUNDATIONS OF BEHAVIOUR**

**UNIT-1
EMOTIONS**

SECTION – A

2 MARKS

1. Give the meaning of emotion.
a strong feeling deriving from one's circumstances, mood, or relationships with others.
2. Define emotion.
Same as above.
3. Give the meaning of mood.
a temporary state of mind or feeling.
4. Mention any two functions of mood.
The function of mood is to engage us in the right task with the right amount of energy by maintaining equilibrium between the energy we possess and the energy our environment demands.
5. What are the two classifications of emotion.
Primary and Secondary.
6. Who is the proponent of psychological theory of emotion.
William James
7. Give the meaning of emotional intelligence.
the ability to understand, use, and manage your own emotions in positive ways to relieve stress, communicate effectively, empathize with others, overcome challenges and defuse conflict.
8. Mention the components of emotional intelligence.
Self-Awareness, Self-Regulation, Motivation, Empathy, Social Skills
9. Who proposed the term emotional intelligence.

Peter Salavoy and John Mayer later popularized by Dan Goleman

10. Expand IQ and EQ.

Intelligence Quotient and Emotional Quotient.

11. Mention the applications of emotional intelligence.

Constructive feedback instead of personal criticism and challenging behaviors, not people. Supporting colleagues through recognizing their emotions and working to reduce stress. Keeping calm and productive under pressure.

SECTION – B

5 MARKS

1. Briefly explain the functions of emotions.

Emotions prepare us for behavior. When triggered, emotions orchestrate systems such as perception, attention, inference, learning, memory, goal choice, motivational priorities, physiological reactions, motor behaviors, and behavioral decision making.

2. Explain any two responses to emotions.

In emotion-focused therapy, emotional responses can be classified into four general categories; adaptive, maladaptive, reactive, and instrumental

3. Explain behavioural responses to emotions.

Behavioral Response. Emotion can be expressed in different facial, vocal languages, or nonverbal behavior. In general, when we are happy, we smile and when we are sad, we cry. Facial expressions are natural and spontaneous conveyers of emotions.

4. Explain any two theories emotions.

Physiological theories suggest that responses within the body are responsible for emotions.

Neurological theories propose that activity within the brain leads to emotional responses.

Cognitive theories argue that thoughts and other mental activities play an essential role in forming emotions.

5. Explain the components of emotional intelligence.

Goleman's EQ theory comprises five core components: empathy, effective communication or social skills, self-awareness, self-regulation, and motivation.

6. Explain the applications of emotional intelligence.

Constructive feedback instead of personal criticism and challenging behaviors, not people. Supporting colleagues through recognizing their emotions and working to reduce stress. Keeping calm and productive under pressure.

SECTION – C

10 MARKS

1. Elucidate responses to emotions.

Strong emotional responses are associated with strong physiological arousal. This has led some to suggest that the signs of physiological arousal, which include increased heart rate, respiration rate, and sweating, might serve as a tool to determine whether someone is telling the truth or not.

2. Explain theories of emotion.

Refer to answer 4 Section B.

3. Enumerate on emotional intelligence.

Emotional intelligence (EI or EQ for "emotional quotient") is the ability to perceive, interpret, demonstrate, control, evaluate, and use emotions to communicate with and relate to others effectively and constructively. This ability to express and control emotions is essential, but so is the ability to understand, interpret, and respond to the emotions of others. Some experts suggest that emotional intelligence is more important than IQ for success in life.

UNIT-II

MOTIVATION

SECTION – A

2 MARKS

1. Give the meaning of motivation.

a reason or reasons for acting or behaving in a particular way.

2. Define motivation.

Same as above.

3. List the characteristics of motivation.

Feelings like needs, desires, urges, etc., influence human behaviour to act in a particular manner. Motivation produces goal-directed behaviour: Employees' behaviour is influenced by motivation in such a way that they can achieve their goals.

4. List the basic concepts of motivation.

biological, psychological, and environmental variables contribute to motivation. That is, what do the body and brain contribute to motivation; what mental processes contribute; and finally, how material incentives, goals, and their mental representations motivate individuals.

5. Give the meaning of instincts.
an innate, typically fixed pattern of behaviour in animals in response to certain stimuli.
6. Give the meaning of needs.
Needs can be objective and physical, such as food and water, or they can be subjective and psychological, such as the need for self-esteem.
7. Give the meaning of drives.
Drive is the force that goads the organism to satisfy the needs.
8. Give the meaning of incentives.
a thing that motivates or encourages someone to do something.
9. What are the two types of drives.
primary and secondary. Primary drives are innate biological needs such as hunger or thirst, while secondary drives are learned through conditioning or association with a primary drive. Money and social acceptance are examples of secondary drives.
10. Give the meaning of Eros and Thanatos.
Life and Death.
11. What is the formula to calculate motivational force.
Motivational force (MF) = Expectancy (E) X Instrumentality (I) X Valence (V).
12. Expand SMART.
Specific, Measurable, Achievable, Relevant, and Time-Bound.
13. What are the 4 biological motives.
Specific, Measurable, Achievable, Relevant, and Time-Bound.
14. What are social motives.
any motive acquired as a result of interaction with others.

SECTION – B

5 MARKS

1. Explain Abraham Maslow's Hierarchy of needs.
Abraham Maslow's pyramidal "Hierarchy of Needs" model is a highly-influential way of organizing human needs from the most "basic" to the most advanced. Maslow's argument is that the most basic needs must be met before people can move "up" to the more advanced needs. There are five levels in Maslow's pyramid. The bottom two levels are physiological needs and safety needs which, together, make up basic needs. Next are social and esteem needs—also referred to as psychological needs. Self-actualization needs are at the top level of Maslow's pyramid

2. Explain the basic characteristics of motivation.
 1. Interaction between the individual and the situation: Motivation is not a personal trait but an interaction between the individual and the situation.
 2. Goal-directed behaviour: Motivation leads to an action that is goal oriented. Motivation leads to accomplishment of organizational goals and satisfaction of personal needs.
 3. Positive or negative: Positive motivation or the carrot approach offers positive incentives such as appreciation, promotion, status and incentives. Negative motivation or stick approach emphasizes penalties, fines and punishments.

Dynamic and complex in nature: Human behaviour is highly complex, and it becomes extremely difficult to understand people at work. Motivation is a dynamic and complex process.
3. Explain the basic concepts of motivation.

The term motivation describes why a person does something. It is the driving force behind human actions. Motivation is the process that initiates, guides, and maintains goal-oriented behaviors. For instance, motivation is what helps you lose extra weight, or pushes you to get that promotion at work.
4. Explain any two approaches to motivation.

Authoritarian approach: This approach represents the oldest or classical view which compels performance through threats of penalties for failure. The industrialist was a dictator. He believed that might is right. With stick in hand the manager controls his subordinates.

Paternalistic approach

This approach suggests that employees should be treated in a fatherly way as if the business organisation is a family and they are its dependent members. The employees are given rewards unconditionally.
5. Explain biological and social motives.

biological or physiological drives, such as hunger, thirst, and sleep; social motives, such as achievement, power, and acquisition; and personal motives, such as habits, goals, aspirations, and interests.

SECTION – C

10 MARKS

1. Explain approaches to motivation.

Refer to Section B answer 4.
2. Explain motivation.

Refer to Section B answer 1 and 2.

3. Explain motives.

Refer to Section B answer 5.

UNIT-III
INTELLIGENCE
SECTION – A

2 MARKS

1. Define intelligence.

"mental activity directed toward purposive adaptation to, selection, and shaping.

2. Mention the characteristics of intelligence.

the capacity for abstraction, logic, understanding, self-awareness, learning, emotional knowledge, reasoning, planning, creativity, critical thinking, and problem-solving.

3. List the types of intelligence.

Logical-Mathematical Intelligence.

Linguistic Intelligence.

Interpersonal Intelligence.

Intrapersonal Intelligence.

Musical Intelligence.

Visual-Spatial Intelligence.

Bodily-Kinaesthetic Intelligence.

Naturalist Intelligence.

4. Who is the proponent for two factor theory.

Charle's Spearman

5. What are the two factors in Charle's Spearman's two factor theory.

General and Specific

6. What are the types of intelligence according to Cattle and Horn's theory.

Crystallized, Fluid,

7. Mention the two-intelligence test.

Binet Kamath Test of Intelligence and General Mental Ability Test

8. What is the formula to calculate IQ.

$MA/CA=IQ$

9. Mention the types of tests.

Personality Tests.

Achievement Tests.

Attitude Tests.

Aptitude Tests.

Emotional Intelligence Tests.

Intelligence Tests.

Neuropsychological Tests.

Projective Tests.

10. What does Weschler's scale of intelligence measure.

Intellectual Ability

SECTION – B

5 MARKS

1. Explain the characteristics of intelligence.

Emotional Stability

Solid Sense of Personal Ethics

Strong Communication

Open-mindedness

Patience

2. Explain the types of intelligence.

Linguistic intelligence-ability to read, write, and speak well. Logical/Mathematical intelligence-capability of solving problems using math or logic. Spatial intelligence-ability to visualize and think in three dimensional images. Musical intelligence-aptitude to recognize and appreciate rhythm and music.

3. Explain any two theories of intelligence.

General Intelligence

British psychologist Charles Spearman (1863–1945) described the concept of general intelligence, or the "g factor." After using factor analysis to examine mental aptitude tests, Spearman concluded that scores on these tests were remarkably similar.

Multiple Intelligences

Among more recent ideas about intelligence is Howard Gardner's theory of multiple intelligences. He proposed that traditional IQ testing does not fully and accurately depict a person's abilities. He proposed eight different intelligences based on skills and abilities that are valued in various cultures:4

Bodily-kinesthetic intelligence: The ability to control body movements and handle objects skillfully

Interpersonal intelligence: The capacity to detect and respond appropriately to the moods, motivations, and desires of others

Intrapersonal intelligence: The capacity to be self-aware and in tune with inner feelings, values, beliefs, and thinking processes

Logical-mathematical intelligence: The ability to think conceptually and abstractly, and to discern logical or numerical patterns

Musical intelligence: The ability to produce and appreciate rhythm, pitch, and timbre

Naturalistic intelligence: The ability to recognize and categorize animals, plants, and other objects in nature

Verbal-linguistic intelligence: Well-developed verbal skills and sensitivity to the sounds, meanings, and rhythms of words

Visual-spatial intelligence: The capacity to think in images and visualize accurately and abstractly

4. Explain the concept of IQ.

intelligence quotient: a standard measure of an individual's intelligence level based on psychological tests. In the early years of intelligence testing, IQ was calculated by dividing the mental age by the chronological age and multiplying by 100 to produce a ratio IQ.

SECTION – C

10 MARKS

1. Explain the theories of intelligence.

Refer to answer 3 Section B.

2. Explain the concept of IQ.

Refer to answer 4 Section B.

UNIT-IV

THINKING AND REASONING

SECTION – A

2 MARKS

1. Give the meaning of cognition.

the mental action or process of acquiring knowledge and understanding through thought, experience, and the senses.

2. Define thinking.

the process of considering or reasoning about something.

3. Define problem solving.
the act of defining a problem; determining the cause of the problem; identifying, prioritizing, and selecting alternatives for a solution; and implementing a solution.
4. Mention types of thinking.
Critical Thinking.
Analytical Thinking.
Creative Thinking.
Abstract Thinking.
Concrete Thinking.
Convergent Thinking.
Divergent Thinking.
5. List the elements of thinking.
knowledge, comprehension, application, analysis, synthesis, and evaluation.
6. List the strategies used in problem solving.
trial and error, applying algorithms, and using heuristics
7. Mention the obstacles in problem solving.
confirmation bias, mental set, functional fixedness, unnecessary constraints, and irrelevant information.
8. List any 4 importance of problem solving.
it also helps to show them you have a range of other competencies such as logic, creativity, resilience, imagination, lateral thinking and determination.
9. Give the meaning of creativity.
The use of imagination or original ideas to create something; inventiveness.
10. Mention the types of creative and critical thinking.
convergent or analytical thinking, divergent thinking, critical thinking and creative thinking.
11. Give the meaning of critical thinking.
Critical thinking skills are the mental process involved in processing information.
They help us with problem solving, decision making, and thinking critically.
12. Give the meaning of concept formation.
Concept formation refers to a higher-order mental process that acts on information that has been perceived through our sensory organs and encoded and stored in memory.
13. List any two importance of concept formation.

It lets the user understand how concepts are classified in regular life and how there are different rationales for different classifications.

14. Give the meaning of reasoning.

The action of thinking about something in a logical, sensible way.

15. Mention the types of reasoning.

deductive reasoning, inductive reasoning, abductive reasoning and reasoning by analogy.

16. Mention any two characteristics of decision making.

Good decisions positively impact others

Good decisions are replicable.

SECTION – B

5 MARKS

1. Explain the types of thinking.

Convergent thinking is the process of coming up with the best answer to a question using our memory, resources around us, or logic.

Divergent thinking is the exact opposite of convergent thinking. It involves coming up to solutions, paths forward or new ideas when there is no single correct answer.

Critical thinking skills involve analyzing something in order to form a judgement about it.

2. Explain the elements of thinking.

Symbols: Basic units of thought, and they represent something, like an object.

Concepts: Labels for a class of elements of thought that are connected to one another.

Prototypes: Examples of a class of thought.

3. Explain the strategies used in problem solving.

Identify the problem.

Break the problem down.

Generate potential solutions.

Evaluate the possible solutions.

Implement and monitor the solutions.

Use a solution that worked before.

Brainstorming.

Work backward.

4. Explain obstacles in problem solving.

mental set, functional fixedness, unnecessary constraints and irrelevant information.

5. Explain steps involved in problem solving.

Step 1: Define the Problem. What is the problem?

Step 2: Clarify the Problem.

Step 3: Define the Goals.

Step 4: Identify Root Cause of the Problem.

Step 5: Develop Action Plan.

Step 6: Execute Action Plan.

Step 7: Evaluate the Results.

Step 8: Continuously Improve.

6. Explain the types of creative thinking and critical thinking.

Divergent thinking is the process of thought where a person uses flexibility, fluency and originality to explore as many solutions or options to a problem or issue as possible.

Lateral thinking can be used for generation of new ideas and problem solving as it by definition leaves the already-used behind and looks for completely new options.

Aesthetic thinking involves producing or discovering things, which are pleasant, harmonious and beautiful to our senses. It is an ancient form of thinking within us humans, and can be learned by anyone.

7. Explain the process in concept formation.

abstraction, generalization, experience, and analysis.

8. Explain the types of reasoning.

Deductive reasoning is a type of reasoning that uses formal logic and observations to prove a theory or hypothesis.

Inductive reasoning uses theories and assumptions to validate observations.

Analogical reasoning is a form of thinking that finds similarities between two or more things and then uses those characteristics to find other qualities common to them.

Abductive reasoning is a type of reasoning that uses an observation or set of observations to reach a logical conclusion.

SECTION – C

10 MARKS

1. Write a brief note on cognition.

Combination of all the answers

2. Enumerate of thinking.

Refer to answer 1 and 2 section B.

3. Enumerate on problem solving.
4. Refer to answer 5 section B.
5. Explain creative and critical thinking.
6. Refer to answer 6 section B.
7. Explain the concept of formation.
8. Refer to answer 7 section B.
9. Explain reasoning and decision making.
10. Refer to answer 8 section B.

UNIT-V
PERSONALITY
SECTION – A

2 MARKS

1. Give the meaning of personality.
the combination of characteristics or qualities that form an individual's distinctive character.
2. List the characteristics of personality.
Openness, Conscientiousness, Extraversion, Agreeableness, and Neuroticism.
3. Mention the theories of personality.
biological theories, behavioral theories, psychodynamic theories, humanist theories
4. Give the meaning of introverts.
a shy, reticent person.
5. Give the meaning of extroverts.
an outgoing, socially confident person.
6. Who are the proponents for type A, B and C personality theories.
Meyer Friedman and Ray Rosenman
7. Who defined the term personality.
Sigmund Freud.
8. Expand OCEAN.
9. Openness, Conscientiousness, Extraversion, Agreeableness, and Neuroticism.
10. Mention any 2 needs for assessment of personality.
Assessing theories.
Evaluating the effectiveness of therapy.
Diagnosing psychological problems.

Looking at changes in personality.

11. Mention the projective tests.

Draw a Test

TAT

SECTION – B

5 MARKS

1. Write a note on the characteristics of personality.

This system includes five broad traits that can be remembered with the acronym OCEAN: Openness, Conscientiousness, Extraversion, Agreeableness, and Neuroticism. Each of the major traits from the Big Five can be divided into facets to give a more fine-grained analysis of someone's personality.

2. Briefly explain any two theories of personality.

Biological Theories of Personality

Biological approaches suggest that genetics are responsible for personality. In the classic nature versus nurture debate, the biological theories of personality side with nature.

Behavioral theorists include B. F. Skinner and John B. Watson. Behavioral theories suggest that personality is a result of interaction between the individual and the environment.

Psychodynamic theories of personality are heavily influenced by the work of Sigmund Freud and emphasize the influence of the unconscious mind and childhood experiences on personality.

3. Briefly explain any two-trait theory.

Trait theory in psychology rests on the idea that people differ from one another based on the strength and intensity of basic trait dimensions. There are three criteria that characterize personality traits: (1) consistency, (2) stability, and (3) individual differences.

4. Explain humanistic theory of personality.

The Humanistic Theory of Personality states that people are intrinsically good, with an innate drive to make themselves better. The Humanistic theory is built on the premise of a person's self-concept, consisting of their real self and their ideal self.

5. Explain behavioural theory of personality.

Behavioral personality theory, also known as behaviorism, is the study of human behavior that connects personality to one's environment. Behaviorists believe that

people learn behaviors through reward and punishment and that a person's behavioral development is rooted in external forces in one's environment.

6. Explain dynamic theory of personality.

Dynamic theories of personality generally posit the reality of the unconscious, and are considered dynamic because they involve some explanation of how psychic energy is transformed as it passes back and forth between the waking rational everyday state of consciousness and the unconscious within the interior life.

7. Explain any two methods in assessment of personality.

There is a diversity of approaches to personality assessment, and controversy surrounds many aspects of the widely used methods and techniques. These include such assessments as the interview, rating scales, self-reports, personality inventories, projective techniques, and behavioral observation.

SECTION – C

10 MARKS

1. Explain the theories of personality.

Refer to the answers below.

2. Explain assessment of personality.

Refer to answer 7 section B.