

End Semester Examination, May 2018
B.A. (Applied Psychology) — First Semester
PSYCHOLOGY OF EVERYDAY LIFE (BAAP-101)

Time: 3 hrs.

50

Max Marks:

No. of pages:

1

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 Define “psychology”. Describe the nature of the scientific method and also explain the various research methods in detail. **10**
- Q.2 Critically examine the theory of classical conditioning. **10**
- Q.3 Explain the principles of operant conditioning. **10**
- Q.4 Explain observational learning in detail and give relevant real life examples. **10**
- Q.5 Define “Memory”. What are the two influential views on memory? **10**

PART-B

- Q.6 Write short notes on (**any two**) of the following:
- a) Monocular cues.
 - b) Pain perception.
 - c) Opponent-process theory.
- 5×2**

End Semester Examination, May 2018
B.A. (Applied Psychology) — First Semester
DEVELOPMENT OF PSYCHOLOGICAL THOUGHTS (BAAP-102)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 What is psychophysics? Describe the Weber's law in detail. **10**
- Q.2 What is defence mechanism? Describe the concepts of id, ego and superego with examples. **10**
- Q.3 Describe the main concepts of individual psychology. **10**
- Q.4 What is humanistic psychology? Describe the Need Hierarchy model in detail. **10**
- Q.5 Describe the concept of positive psychology. Write a note on 'happiness'. **10**

PART-B

- Q.7 Write short notes on of the following:
- a) B F Skinner and his contributions to psychology.
 - b) Carl Rogers and his contributions to psychology. **5×2**

End Semester Examination, May 2018
B.A. (Applied Psychology) — First Semester
PHYSIOLOGICAL PSYCHOLOGY (BAAP-103)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt **ANY FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 Illustrate and describe in detail the process of action potential. **10**
- Q.2 Name and describe in detail any two major divisions of the brain along with its respective structures. **10**
- Q.3 Discuss the structure and functions of the visual sense organ. **10**
- Q.4 Discuss the physiological basis of memory. **10**
- Q.5 Discuss the process and theories of hearing. **10**
- Q.6 Trace the history of development of physiological psychology. **10**

PART-B

- Q.7 Write short notes on **(any two)** of the following:
- a) Any two brain imaging techniques.
 - b) Physiological basis of emotions.
 - c) Limbic system.
 - d) Sympathetic nervous systems. **5×2**

End Semester Examination, May 2018

B.A. (Applied Psychology) — First Semester
ENVIRONMENT SCIENCE (BAAP-111)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory** Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 Write a brief note on deforestation and afforestation. Give some reasons for deforestation in India. **10**
- Q.2 How does food web differ from food chain? Explain the energy flow along a food chain in detail. **10**
- Q.3 Define systematically the concept of valuation of biodiversity. **10**
- Q.4 Classify some main components of solid wastes. How does solid waste pollution affect human health and natural environment? **10**
- Q.5 What is the main objective of natural forest policy in India? How does it help to conserve the forest resources? Write a brief note on the new Forest Act., towards assigning human right on forest land. **10**

PART-B

- Q.6 Answer the following questions:
- Define biotic and abiotic resources with examples.
 - What is ecosystem? Give examples of terrestrial and aquatic ecosystems.
 - Define primary, secondary and tertiary consumers of an ecosystem.
 - What are the three main categories of solid wastes?
 - What is sustainable development? **2×5**

End Semester Examination, May 2018

B.A. (Applied Psychology) — First Semester
ENVIRONMENT SCIENCE (BAAP-111)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **Q.1 is compulsory**. Attempt **ANY TWO** questions from **PART-A** and **TWO** questions from **PART-B**. Marks are indicated against each question.

Q.1 Answer the following questions:

- a) Define biotic and abiotic resources with examples.
- b) What is ecosystem? Give examples of terrestrial and aquatic ecosystems.
- c) Define primary, secondary and tertiary consumers of an ecosystem.
- d) What are the three main categories of solid wastes?
- e) What is sustainable development? **2×5**

PART-A

Q.2 Write a brief note on deforestation and afforestation. Give some reasons for deforestation in India. **10**

Q.3 How does food web differ from food chain? Briefly explain the energy flow along a food chain. **10**

Q.4 Define systematically the concept of valuation of biodiversity. **10**

PART-B

Q.5 Classify some main components of solid wastes. How does solid waste pollution affect human health and natural environment? **10**

Q.6 What is the main objective of natural forest policy in India? How does it help to conserve the forest resources? Write a brief note on the new forest act., towards assigning human right on forest land. **10**

Q.7 Write a brief note on India initiative to protect the environment. **10**

End Semester Examination, May 2018
BA (Applied Psychological) – First Semester
BASICS OF INFORMATION TECHNOLOGY (BA-AP-117)

Time: 3 hrs
50

Max Marks:

No. of pages: 1

Note: Attempt **FIVE** questions in all; **PART-B** is **compulsory**. Attempt any **FOUR** questions from **PART-A**. Each question carries equal marks.

PART-A

- Q.1 Describe the types of computers.
10
- Q.2 Describe the physical topology of networks.
10
- Q.3 What is an operating system and what are its goals?
10
- Q.4 Explain the advantages of DBMS.
10
- Q.5 Define and explain the basic components of computer security.
10

PART-B

- Q.6 Write short notes on **(any two)** of the following:
- a) Cortana in Window 10
 - b) Virtual Desktop in Windows 10
 - c) Internet, WWW and Search Engines.
 - d) MS Excel

5x2

End Semester Examination, May 2018

B.A. (Applied Psychology) — First Semester

BASICS OF STATISTICS (BAAP-118)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 Write a note on “scope of statistics in industry”. **10**
- Q.2 Write short notes on the following:
a) Descriptive statistics.
b) Inferential statistics. **5×2**
- Q.3 a) Define ‘population’ and ‘sample’. **5**
b) Explain stratified random sampling. **5**
- Q.4 a) Explain cluster sampling. **5**
b) We would like to determine whether there is a difference between the height of a college team of basketball players at a state university and the overall student body. Identify the two populations in this study. **5**
- Q.5 Each month the bureau of labor statistics reports the number of people (in thousands) employed in the limited states by age. The accompanying frequency distribution shows the result of August 2017.

Age	Frequenc y
16 to 19	4794
20 to 34	13273
25 to 34	30789
35 to 44	30021
45 to 54	32798
55 and over	28660

- a) Construct a relative frequency distribution. What proportion of workers is between 20 and 24 years old?
- b) Construct a cumulative relative frequency distribution. What proportion of workers is younger than 35 years old? **5×2**

PART-B

- Q.6 a) The following data is a list of the magnitude of six of Alaska’s largest recorded earthquakes:
9.2, 7.9, 8.7, 8.6, 7.9, 8.1
Calculate the mean, median and mode of the magnitude of Alaska’s earthquakes. **5**
- b) The yearly prices (rounded to the nearest dollar) for GLD, a gold exchange traded fund and SLV, a silver exchange trade fund are reported in the following table:

Year	GLD	SLV
Jan-14	83	15
Jan-15	87	11

Jan-16	110	17
Jan-17	139	20

- i) Calculate the sample variance and sample standard deviation for the GLD ETF and SLV ETF.
- ii) Which asset had a greater variance? **2½×2**

End Semester Examination, May 2018
B.A. (Applied Psychology) — Second Semester
PSYCHOLOGY OF EVERYDAY LIFE - II (BAAP-201)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt **ANY FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 How does formal reasoning differ from informal reasoning? What forms of errors and bias can lead to faulty reasoning? **10**
- Q.2 Explain the various theories of motivation with its strengths and weaknesses with examples. **10**
- Q.3 Explain the four theories of emotion with examples. **10**
- Q.4 Explain with evidence as to how intelligence is influenced by both heredity and environment. **10**
- Q.5 According to the various psychoanalytical theorists, how is personality defined? **10**
- Q.6 According to Kubler-Ross, what stages do terminally ill patients pass through while confronting their own death? **10**

PART-B

- Q.7 What are the various cognitive, social and emotional changes that occurred during adulthood? Explain in detail with examples. **10**

End Semester Examination, May 2018

B.A. (Applied Psychology) – Second Semester

STATISTICS (BAAP-202)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

Q.1 What are the different methods of graphical representation of data? Explain them. **10**

Q.2 Calculate median from the following data:

Marks	0-10	10-20	20-30	30-40	40-50	50-60
No. of students	10	20	35	40	25	25

10

Q.3 The annual salaries of a group of employees are given in the following table:

Salaries	Frequencies	Salaries	Frequencies
45	3	65	9
50	5	70	7
55	8	75	4
60	7	80	7

Calculate the standard deviation of the salaries.

10

Q.4 Calculate Karl Pearson's coefficient of correlation from the following data and interpret its value:

Roll No.	Marks in Accounts	Marks in Statistics
1	48	45
2	35	20
3	17	40
4	23	25
5	47	45

10

Q.5 The ranking of 10 students in two subjects A and B are as follows:

A	B	A	B
6	3	4	6
5	8	9	10
3	4	7	7
10	9	8	5
2	1	1	2

Calculate rank correlation coefficient.

10

Q.6 Compute quartile deviation and its coefficient from the following data:

Marks	10	20	30	40	50	60
Marks of Students	4	7	15	8	7	2

10

PART-B

Q.7 An incomplete distribution is given below:

Variable	0-10	10-20	20-30	30-40	40-50	50-60	60-70
Frequenc y	10	20	?	40	?	25	15

- i) You are given that the median value is 35, find out the missing frequency (given the total frequency = 170).
- ii) Calculate the arithmetic mean of the completed table. **5×2**

End Semester Examination, May 2018
B.A. (Applied Psychology) – Second Semester
SOCIAL PSYCHOLOGY AND ITS APPLICATIONS (BAAP-203)

Time: 2 hrs
50

Max Marks:

No. of pages: 1

Note: Attempt **FIVE** questions in all; **PART-B** is **compulsory**. Attempt any **FOUR** questions from **PART-A**. Each question carries equal marks.

PART-A

- Q.1 What are the different applications of social psychology? Describe its development in Indian context.
10
- Q.2 How we evaluate the social world around us? Describe the process of social perception. **10**
- Q.3 Describe the process of Impression Management.
10
- Q.4 Describe the process of persuasion. Throw light on Cognitive Dissonance Theory. **10**
- Q.5 What are the different dimensions of prosocial behavior? Describe the model of Helping.
10
- Q.6 Describe the different causes of aggression and how can we control it?
10

PART-B

- Q.7 Read the paragraph and answer the questions given at the end and reply the questions.
Stereotypes are false or misleading generalizations about groups held in a manner that renders them largely, though not entirely, immune to counterevidence. In doing so, stereotypes powerfully shape the stereotyper's perception of stereotyped groups, seeing the stereotypic characteristics when they are not present, failing to see the contrary of those characteristics when they are,, and generally homogenizing the group. A stereotyper associates a certain characteristic with the stereotyped group—for example Blacks with being athletic-but may do so with a form of cognitive investment in the (association that does not rise to the level of a belief in the generalization that Blacks are athletic. The cognitive distortions involved in stereotyping lead to various forms of moral distortion, to which moral philosophers have paid inadequate attention. Some moral distortions are common to all stereotypes-moral distancing, failing to see members of the stereotyped group as individuals, and failing to see diversity within that, group. Other moral distortions vary with the stereotype. Some stereotypes attribute a desirable characteristic to a group (being good students, for

example) and, *ceteris paribus*, are less objectionable than ones, that attribute undesirable characteristics. Yet the larger historical and social context may attach undesirable characteristics to the desirable ones-being boring and over focused on academic pursuits, for example. The popular film *The Passion of the Christ* purveys negative stereotypes of Jews that have been historically powerful and damaging along with negative portrayals of Romans that have not.

a) What are stereotypes and what are its characteristics?

b) How would you converge in moral distancing based on your stereotypes?

5x2

End Semester Examination, May 2018
B.A. (Applied Psychology) — Second Semester
PERSONAL STRENGTH, VALUES AND ETHICS (BAAP-211)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

Q.1 An employee, who has been with the organization for some time, is skilled and has established a successful record. However, it has recently come to your knowledge that she had lied about her educational qualifications. Discuss the ethical issues in this case and state as to what your solution will be. **10**

Q.2 You have interviewed candidates for the post of a senior position in management. This job requires emotional and physical strength. The job at least for two years cannot have a vacation. The candidate selected has an extraordinary experience for more than ten years in a similar job. But you are told that she is pregnant. Can you select her for the job? Discuss the ethical issues in this case and explain your solution. **10**

Q.3 Amrita is a loan officer in your bank. She has forged an approval signature on a customer loan, which requires signatures from two loan officers. When this case is reported, she profusely apologizes. She says her husband has been very ill and was going to have surgery on the day she forged the signature. She did not have time to find another loan officer to sign. Amrita has a spotless record of 15 years in the bank. What are the ethical issues in this case and how will you handle the situation? **10**

Q.4 A manufacturer of Aspirin (medicine for colds) had its marketing research department conduct a national survey among doctors to investigate what common remedies doctors would most likely recommend when treating a patient with a cold. The question asked doctors to pick one product they would most likely prescribe for their patients from among the choices of Medicine A, Medicine B, Aspirin or none of the above. The distribution of responses was as follows:

Medicine A	100
Medicine B	100
Aspirin	200
None of the above	600
Total	1,000

The firm used the results of the survey as a basis for an extensive ad campaign that claimed: "In a national survey, doctors recommended Aspirin two to one over Medicine A and Medicine B as the medicine they would most likely recommend to their patients suffering from colds."

Discuss the ethical dilemmas and the possible choices related to the case above. **10**

Q.5 Explain the five general ethical principles for psychologists. **10**

PART-B

Q.7 Describe in detail the trolley problem and explain your choice of decision for various scenarios. **10**

End Semester Examination, May 2018

B.A. (Applied Psychology)-Third Semester

PERSONALITY (BAAP-301)

Time: 3 hrs

Max Marks: **50**

No. of pages: 1

Note: Attempt **FIVE** questions in all; **PART-B** is **compulsory**. Attempt any **FOUR** questions from **PART-A**. Each question carries equal marks.

PART-A

- Q.1 Discuss Freud's personality theory in detail.
10
- Q.2 Describe the types of attitudes and functions as outlined by Carl Jung. Also, discuss their interactions in detail.
10
- Q.3 Elaborate on the Field theory of personality.
10
- Q.4 What are trait theories? Describe Allport's trait theory in detail.
10
- Q.5 Highlight the defining characteristics of Sullivan's interpersonal theory.
10
- Q.6 Discuss Gordon Allport's definition and theory of personality.
10

PART-B

- Q.7 Write a short note on **(any two)** of the following:
- Any three ego-defense mechanisms.
 - Adler's theory of personality.
 - Sheldon's constitutional typology.
 - Social relations and personality at different stages or age groups.
 - Raymond Cattell's theory of personality.

5x2

End Semester Examination, May 2018
B.A. (Applied Psychology)—Third Semester
PSYCHOLOGICAL TESTING AND PSYCHOMETRIC ASSESSMENT
(BAAP-302)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 Describe 'psychological testing'. Explain various types of measurement in detail. **10**
- Q.2 Explain the process of 'test-construction'. Describe various characteristics of a 'Good-Test'.
10
- Q.3 Explain different types of reliability and their significances in detail.
10
- Q.4 Discuss in detail, different types of validity.
10
- Q.5 Explain projective techniques of personality assessment with a special emphasis on any one type of test.
10
- Q.6 Give classification of different types of intelligence test.
10

PART-B

- Q.7 Scores on a test in odd-even forms are given as follows:

	ODD	EVEN
1.	16	15
2.	14	13
3.	18	12
4.	12	9
5.	19	18
6.	8	7
7.	14	12
8.	7	8
9.	8	9
10.	12	13

Calculate the reliability from above data and explain the relevance of this type of reliability.

10

End Semester Examination, May 2018
B.A. (Applied Psychology) – Third Semester
DOMAINS OF PSYCHOLOGICAL APPLICATIONS (BAAP-303)

Time: 3 hrs

Max Marks: **50**

No. of pages:

1

Note: Attempt **FIVE** questions in all; **PART-B** is **compulsory**. Attempt any **FOUR** questions from **PART-A**. Each question carries equal marks.

PART-A

- Q.1 Describe the concept of culture. How does culture influence on individual psychology? **10**
- Q.2 What is educational psychology? Describe how a school function as a socializing agent. **10**
- Q.3 What is environmental psychology? Describe an environmental problem and its impact on our society.
10
- Q.4 What is well-being? What are the methods to improve wellbeing?
10
- Q.5 What is the role of psychology in understanding the gender related issues?
10

PART-B

- Q.6 Write short notes on the following:
a) Identity crisis.
b) Adolescent as a critical age.
5x2

End Semester Examination, May 2018
BA (Applied Psychology) – Third Semester
DEVELOPING LEADERSHIP SKILLS (BA-AP-322)

Time: 3 hrs

Max Marks: **50**

No. of pages:

1

Note: Attempt **FIVE** questions in all; **PART-B** is **compulsory**. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

Q.1 Define 'leadership'. Describe the scope of leadership in detail.

10

Q.2 Explicate the behaviorist approach to leadership. Describe the different leadership behavior styles with examples.

10

Q.3 What is leadership profile? Write a profile of our favorite leader.

10

Q.4 What is empowerment? How a leader can empower his/her followers?

10

Q.5 Describe the idea of an authentic leader. Explain servant leadership in detail.

10

PART-B

Q.6 Write short notes on the following:

a) Great Man theory.

b) Transactional leadership style.

5x2

End Semester Examination, May 2018
B.A. (Applied Psychology) — Fourth Semester
LIFE SPAN DEVELOPMENT (BAAP-401)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 Explain with examples, how recent theoretical perspectives (Socio-cultural theory, Piaget's Cognitive development perspective and Bronfenbrenner's ecological systems theory) regard children as active contributors to their own development? **10**
- Q.2 Explain various facets of emotional development during infancy, childhood and adolescence. **10**
- Q.3 "Motor development is a product of biological, psychological, environmental factors". Elucidate. **10**
- Q.4 Explain in detail, the development of model behavior in individuals. **10**
- Q.5 What are the various physical and cognitive changes occurred in old age? Explain them in detail. **10**
- Q.6 With relevant research examples, explain the development in cognitive functioning during formal operational stage. **10**

PART-B

- Q.7 Explain Erik Erikson's stages of psychosocial development in detail. **10**

End Semester Examination, May 2018
B.A. (Applied Psychology) – Fourth Semester
RESEARCH METHODOLOGY (BAAP-402)

Time: 3 Hours

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all. **Part-B is compulsory**. Attempt any **Four** questions from **Part-A**. Each question carries equal marks.

PART-A

Q.1 What do you mean by a psychological research? State the relevance of statistics in research.

10

Q.2 Create the experimental research design to assess the effects of different teaching methods on academic performance of the students. Explain the different components of a research design.

10

Q.3 What is observation method? How do we apply it in a research paradigm? Explain with an example.

10

Q.4 What are the different methods of data collection?

10

Q.5 Describe the process of determining sample size. What are the criteria of sample size determination?

10

Q.6 Describe the nature and process of quantitative analysis in detail.

10

PART-B

Q.7 Write short notes on (**any two**) of the following:

- a) Scale of measurement.
- b) Descriptive and inferential statistics.
- c) Types of research.

10

End Semester Examination, May 2018
B.A. (Applied Psychology) — Fourth Semester
POSITIVE PSYCHOLOGY AND ITS APPLICATION (BAAP-403)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 Explain PERMA model of Seligman. **10**
- Q.2 What is self-esteem? Explain with help of a model. **10**
- Q.3 How to exchange emotional intelligence in adulthood? Discuss in detail. **10**
- Q.4 Write short notes on the following:
a) Alexithymia.
b) Openness of experience. **5×2**
- Q.5 What are character strengths and how one can develop them? **10**
- Q.6 What is Broaden-and-Build theory of Prof. Barbara Frederickson? **10**

PART-B

- Q.7 Is emotional intelligence an ability or personality trait? Support your answer with help of a model. **10**

End Semester Examination, May 2018
B.A. (Applied Psychology) – Fourth Semester
STRESS MANAGEMENT (BA-AP-421)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **Part-B is compulsory**. Attempt any **FOUR** questions from **Part-A**. Marks are indicated against each question.

PART-A

- Q.1 Define stress. What are the different types of stress? **10**
- Q.2 What is General Adaptive Syndrome? Explain with suitable examples. **10**
- Q.3 What are the psychological responses to stress? **10**
- Q.4 What are the different ways of managing stress? Explain with examples. **10**
- Q.5 What are the different Indian philosophical concepts that facilitate handling stress? **10**
- Q.6 Describe the concept of organizational role stress. What are the types of role stress? **10**

PART-B

- Q.7 Write short notes on the following:
- a) Yoga and Stress.
 - b) Stress and Performance.
- 5×2**

End Semester Examination, May 2018

B.A. (Applied Psychology) – Fifth Semester

INDUSTRIAL AND ORGANIZATIONAL PSYCHOLOGY (BA-AP-501)

Time: 3 hrs.

Max Marks: **50**

No. of pages: 2

Note: Attempt **FIVE** questions in all; **Part B is compulsory**. Attempt any **FOUR** questions from **Part B**. Marks are indicated against each question.

PART-A

- Q.1 What is organizational behavior? Describe the history of organizational behavior in detail. **10**
- Q.2 Describe the concept and theories of work motivation with examples. **10**
- Q.3 What is organizational commitment? What are the types of organizational commitment? **10**
- Q.4 Define 'leadership'. Describe the issues of diversity in leadership in detail. **10**
- Q.5 What is emotional intelligence? What are the different facets of emotional intelligence? **10**

PART-B

- Q.6 Please read the case study carefully and answers the questions given in the end:

Surviving Plant World's Hard Times

In ten years, Plant World had grown from a one-person venture into the largest nursery and landscaping business in its area. Its founder, Myta Ong, combined a lifelong interest in plants with a botany degree to provide a unique customer service. Ong had managed the company's growth so that even with twenty full-time employees working in six to eight crews, the organization culture was still as open, friendly, and personal as it had been when her only "employees" were friends who would volunteer to help her move a heavy tree.

To maintain that atmosphere, Ong involved herself increasingly with people and less with plants as the company grew. With hundreds of customers and scores of jobs at any one time, she could no longer say without hesitation whether she had a dozen arborvitae bushes in stock or when Mrs. Carnack's estate would need a new load of bark mulch. But she knew when Rose had been up all night with her baby, when Gary was likely to be late because he had driven to see his sick father over the weekend, and how to deal with Ellen when she was depressed because of her boyfriend's behavior. She kept track of the birthdays of every employee and even those of their children. She was up every morning by five-thirty arranging schedules so that John could get his son out of daycare at four o'clock and Martina could be back in town for her afternoon high school equivalency classes.

Paying all this attention to employees may have led Ong to make a single bad business decision that almost destroyed the company. She provided

extensive landscaping to a new mall on credit, and when the mall never opened and its owners went bankrupt, Plant World found itself in deep trouble. The company had virtually no cash and had to pay off the bills for the mall plants, most of which were not even salvageable.

One Friday, Ong called a meeting with her employees and leveled with them: either they would not get paid for a month or Plant World would fold. The news hit the employees hard. Many counted on the Friday paycheck to buy groceries for the week. The local unemployment rate was low, however, and they knew they could find other jobs.

But as they looked around, they wondered whether they could ever find this kind of job. Sure, the pay was not the greatest, but the tears in the eyes of some workers were not over pay or personal hardship; they were for Ong, her dream, and her difficulties. They never thought of her as the boss or called her anything but "Myta." And leaving the group would not be just a matter of saying good-bye to fellow employees. If Bernice left, the company softball team would lose its best pitcher, and the Sunday game was the height of everyone's week. Where else would they find people who spent much of the weekend working on the best puns with which to assail one another on Monday morning? At how many offices would everyone show up twenty minutes before starting time just to catch up with friends on other crews? What other boss would really understand when you simply said, "I don't have a doctor's appointment, I just need the afternoon off"?

Ong gave her employees the weekend to think over their decision: whether to take their pay and look for another job or to dig into their savings and go on working. Knowing it would be hard for them to quit, she told them they did not have to face her on Monday; if they did not show up, and she would send them their checks. But when she arrived at seven-forty Monday morning, she found the entire group already there; ready to work even harder to pull the company through. They were even trying to top one another with puns about being "mall-contents".

- a) How would you describe the organization culture at Plant World?
- b) How large can such a company get before it needs to change its culture and structure?

5x2

End Semester Examination, May 2018

B.A. (Applied Psychology) – Fifth Semester

COUNSELING (BA-AP-502)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **Part-B is compulsory**. Attempt any **FOUR** questions from **Part-A**. Marks are indicated against each question.

PART-A

- Q.1 Discuss the nature and concept of counseling. Explain the factors influencing the counseling process. **10**
- Q.2 Explain in detail, the counselor qualities that come under the heading of understanding others. **10**
- Q.3 What do you mean by initial interview and how do you structure it? Write about any three techniques of conducting the interview in detail. **10**
- Q.4 Explain the psychodynamic theories of counseling **10**
- Q.5 Explain the humanistic theories of counseling. **10**

PART-B

- Q.6 Write short notes on the following:
a) Psychotherapy.
b) Guidance. **5×2**

End Semester Examination, May 2018

B.A. (Applied Psychology) – Fifth Semester

HEALTH PSYCHOLOGY (BA-AP-503)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 What are the advantages of bio-psychosocial model in explaining the concept of health and illness? Discuss each advantage with relevant examples. **10**
- Q.2 What do you understand by health behaviors? Critically evaluate the Theory of Planned Behavior in explaining healthy habits. **10**
- Q.3 What is stress? What are physiological and psychological consequences of stress? **10**
- Q.4 How is acute clinical pain different from chronic pain? Highlight the cognitive behavioral techniques of pain management. **10**
- Q.5 Discuss the role of nutrition in health enhancement using research based evidence. **10**

PART-B

- Q.6 Write short notes on **(any two)** of the following:
- Illness-Wellness Continuum.
 - The Health Belief Model.
 - Fight or flight response.
 - Benefits of exercise.

5×2

End Semester Examination, May 2018

B.A. (Applied Psychology) — Sixth Semester

SPORTS PSYCHOLOGY (BAAP-601)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt any **FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 Explain Marten's multidimensional nature of anxiety in detail. **10**
- Q.2 Explain the following multicultural issues:
- a) Related to race. **3**
 - b) Related to gender. **3**
 - c) Multicultural training in sport psychology. **4**
- Q.3 Explain the following:
- a) Five step pre-performance routines. **4**
 - b) Between play routines. **3**
 - c) Post performance routines. **3**
- Q.4 Explain personality profiles of athletes differing in skill level using the athletic pyramid. **10**
- Q.5 Explain with example how imagery training could be used in skill development. **10**
- Q.6 What would leadership role play in developing sports in India? **10**

PART-B

- Q.7 A shooter approaches you stating that he typically experiences increased heart rate, changes in breathing rhythm, and dry mouth prior to major competition. Write your plan of action highlighting on psychological skill training. **10**

End Semester Examination, May 2018

B.A. (Applied Psychology) — Sixth Semester

ABNORMAL PSYCHOLOGY (BAAP-602)

Time: 3 hrs.

Max Marks: **50**

No. of pages: **1**

Note: Attempt **FIVE** questions in all; **PART-B is compulsory**. Attempt **ANY FOUR** questions from **PART-A**. Marks are indicated against each question.

PART-A

- Q.1 Explain the nature of assessment of. **10**
- Q.2 Explain the types of mood disorders (According to DSM-5). **10**
- Q.3 Explain any neuro developmental disorders with examples. **10**
- Q.4 What are anxiety disorders? Explain any one anxiety disorder in detail. **10**
- Q.5 Write short notes on the following:
a) Anti-social personality disorder.
b) Hypochondriasis (Illness anxiety disorder). **5×2**
- Q.6 What are different types of eating disorders? Mention their symptoms in detail. **10**

PART-B

- Q.7 Explain which disorder is described:
- Doctor: What's your name?
Patient: Who are you?
Doctor: I am a doctor. Who are you?
Patient: O can't tell you who I am?
Doctor: Why can't you tell me?
Patient: You wouldn't believe me.
Doctor: What are doing here?
Patient: Well, I've been sent here to thwart the Russian. I'm the only one in the world who knows how to deal with them. They got their spies all around here through to get me, but I am smarter than any of them. **10**

End Semester Examination, May 2018
BA (Applied Psychology) – Sixth Semester
EDUCATIONAL PSYCHOLOGY (BAAP-603)

Time: 3 hrs

Max Marks: **50**

No. of pages: 1

Note: Attempt **FIVE** questions in all; **PART-B** is **compulsory**. Attempt any **FOUR** questions from **PART-A**. Each question carries equal marks.

PART-A

- Q.1 What is the contribution of psychology to education? **10**
- Q.2 What is child centered education? Discuss in detail. **10**
- Q.3 What is the role of play in education? **10**
- Q.4 Discuss the qualities of a good teacher. **10**
- Q.5 Discuss the importance of psychological tests in schools. **10**

PART-B

- Q.6 Describe in detail your strategy for Classroom Management focusing on discipline and control. **10**

