



**FEDERAL PUBLIC SERVICE COMMISSION  
COMPETITIVE EXAMINATION FOR  
RECRUITMENT TO POSTS IN BPS-17 UNDER  
THE FEDERAL GOVERNMENT, 2010**

**Roll Number**

**PSYCHOLOGY, PAPER-I**

<b>TIME ALLOWED:</b>	<b>(PART-I) 30 MINUTES</b>	<b>MAXIMUM MARKS:20</b>
	<b>(PART-II) 2 HOURS &amp; 30 MINUTES</b>	<b>MAXIMUM MARKS:80</b>

- NOTE: (i) First attempt PART-I (MCQ) on separate Answer Sheet which shall be taken back after 30 minutes.**  
**(ii) Overwriting/cutting of the options/answers will not be given credit.**

**PART – I (MCQ)**  
**(COMPULSORY)**

**Q.1. Select the best option/answer and fill in the appropriate box on the Answer Sheet. (20)**

- (i) \_\_\_\_\_ psychologists work to improve efficiency of people in business.  
(a) Cognitive (b) Developmental (c) Industrial/organizational  
(d) Physiological (e) None of these
- (ii) Psychology is the science of:  
(a) Behaviour & mental processes (b) Objective introspection (c) Inductive reasoning  
(d) Emotions (e) None of these
- (iii) A hypothesis is:  
(a) The independent variable (b) An explanation of a phenomenon  
(c) A testable prediction derived from a theory (d) The dependent variable  
(e) None of these
- (iv) The research method used by Freud was:  
(a) Correlational method (b) Naturalistic observation (c) Survey research  
(d) Case study method (e) None of these
- (v) The amount of association between two or more variable is:  
(a) Correlation (b) Naturalistic observation (c) Reliability  
(d) Synchronicity (e) None of these
- (vi) Gestalt theory emphasized:  
(a) A flow of consciousness (b) The atoms of thought (c) Environmental stimuli  
(d) Our tendency to see patterns (e) None of these
- (vii) Short fibers that branch out from the cell body and pick up incoming messages are called:  
(a) Dendrites (b) Axons (c) Nerves  
(d) Terminals (e) None of these
- (viii) The thyroid gland controls:  
(a) Glucose absorption (b) Emotions (c) Metabolism  
(d) Sexuality (e) None of these
- (ix) The ability of the eye to distinguish fine details is called:  
(a) Visual dilation (b) Visual acuity (c) Visual sensitivity  
(d) Adaptation (e) None of these
- (x) A disorder called \_\_\_\_\_ results when fluid pressure builds up inside the eye and causes damage to the optic nerve:  
(a) Prosopagnia (b) Achromatospia (c) Dyslexia  
(d) Glaucoma (e) None of these
- (xi) Optical illusions result from distortion in:  
(a) Transduction (b) Sensation (c) Perception  
(d) Adaptation (e) None of these
- (xii) Our general method for dealing with the environment is known as:  
(a) Intelligence (b) Perceptual style (c) Personality  
(d) Cognitive style (e) None of these
- (xiii) External stimuli that lead to goal-directed behaviour are called:  
(a) Drives (b) Needs (c) Incentives (d) Reciprocals

**PSYCHOLOGY, PAPER-I**

- (xiv) Most psychologists believe that aggression is:  
(a) An innate biological response to frustration  
(b) Linked to sexual drive  
(c) A learned response  
(d) A drive that builds up over time and must be released  
(e) None of these
- (xv) The process of detecting, translating and transmitting messages from the external environment to the brain is called:  
(a) Perception (b) Sensation (c) Selective attention  
(d) Adaptation (e) None of these
- (xvi) According to Alfred Adler, the prime motivating force in a person's life is:  
(a) Physical gratification (b) Existential anxiety (c) Striving for superiority  
(d) The need for power (e) None of these
- (xvii) Which of the following learning mechanism does B.F. Skinner see as being the major means by which behaviour is learned?  
(a) Classical conditioning (b) Operant conditioning (c) Observational learning  
(d) Insight learning (e) None of these
- (xviii) Which of the following approaches to personality is least deterministic?  
(a) The humanistic approach (b) The psychoanalytic approach (c) Skinner's approach  
(d) The behavioural approach (e) None of these
- (xix) Which of the following did Carl Rogers believe fosters a congruent self-concept?  
(a) Conditional love (b) Appropriate role models (c) Immediate-need gratification  
(d) Unconditional love (e) None of these
- (xx) Stereotypes are:  
(a) Special types of schemas that are part of people's shared cultural background  
(b) Widely held beliefs that people have certain characteristics because of their membership in a particular group.  
(c) Equivalent to prejudice (d) Both (a) & (b) (e) None of these

**PART – II**

<b>NOTE:</b>	(i) <b>PART-II</b> is to be attempted on the separate <b>Answer Book</b> . (ii) Attempt <b>ONLY FOUR</b> questions from <b>PART-II</b> . All questions carry <b>EQUAL</b> marks. (iii) Extra attempt of any question or any part of the attempted question will not be considered.
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- Q.2.** Define psychology as a science of behaviour. List the various schools and systems used in psychology. **(20)**
- Q.3.** Describe the structures and functions of Brain emphasizing the role of neurons as a unit of nervous system **(20)**
- Q.4.** Differentiate between classical conditioning and operant conditioning in context of Human Learning. **(20)**
- Q.5.** Describe the significance of Motivation in human life referring to any one theory of motivation. **(20)**
- Q.6.** Define perception and sensation and explain how the five senses specially vision and hearing operate? **(20)**
- Q.7.** Explain the psychoanalytic perspective of personality, giving details of Freud's psychosexual stages of personality development. **(20)**
- Q.8.** Define **ANY TEN** of the following: **(2 x 10)**
  - (i) Psychometrics (ii) Unconscious mind (iii) Perceptual constancy
  - (iv) Negative Reinforcement (v) Free Association (vi) Thematic Apperception Test (T.A.T)
  - (vii) Stimulus (viii) Aggression (ix) Personality traits
  - (x) Extinction (xi) Attitudes (xii) Altruism
  - (xiii) Group norms (xiv) Prejudice

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