

**STATE SELECTION BOARD
SYLLABUS (PSYCHOLOGY)
2015-16**

- UNIT I** **Introduction:** Definition and Goals of Psychology; Key Perspectives in Psychology- Behavioral, Cognitive, Humanistic, Psychodynamic, and Sociocultural; **Biological bases of Behavior:** Structure and functions of Neuron; Communication within and between Neurons; Structure and functions of the Central Nervous System; Structure and functions of the Autonomic Nervous System; **Perception:** Nature of perceptual process; Figure-ground relationship; Laws of Grouping; Perceptual Constancies; Illusions; Perception of Depth and Distance; **Learning:** Nature and Principles of Classical Conditioning, Operant Conditioning and Observational Learning; **Remembering & Forgetting:** Systems of Memory- Sensory, Short Term and Long Term; Types of Memory- Episodic, Semantic, and Procedural; Causes of Forgetting- Interference, Repression and Amnesia.
- UNIT II** **Thinking & Reasoning:** Nature of Thinking process; Tools of thinking-Concepts, Categories, Prototypes, Schemas and Scripts; Reasoning Process-Inductive and Deductive reasoning; Decision making and Problem Solving; **Intelligence:** Theories of Gardner and Stenberg; Genetic and Environmental influences on Intelligence; Measuring Intelligence and Interpretation of Test scores; **Personality:** Theories of Personality- Psychoanalytic, Humanistic, and Socio-cognitive; Trait and Type approaches to personality; Biological and Socio-cultural determinants of Personality; Psychometric and projective assessment of personality; **Emotion:** Theories of Emotion- James-Lange; Cannon-Bard, Schachter-Singer and Opponent Process; **Motivation:** Theories of Motivation- Drive theory, Arousal theory, Expectancy theory and Need hierarchy theory.
- UNIT III** **Basics of Development:** Meaning, nature and types of Development; Principles of Development; Factors influencing Development; Perspectives of Development- Psychoanalytic, Mechanistic; and Organismic; **Life in Preparation:** Physical, Motor; Social and Emotional Development during Childhood and Adolescence; Piaget's theory of Cognitive Development; Kohlberg's stages of Moral development; **Self and Identity:** Emergence of Self, Structure of Self, Development of Personal Identity; Development of Self-control; Development of Gender Differences and Gender Roles. **Fundamentals of Abnormality:** Concept of Abnormality, Classification of Maladaptive Behavior- DSM- IV & V; **Assessment Techniques:** Diagnostic tests; Rating Scales, and Projective Tests; **Disorders &**

Diseases: Personality Disorder- Paranoid, Schizoid and Dissociative; Anxiety disorder- Generalized Anxiety Disorder, Phobic Disorder, Obsessive Compulsive Disorder; **Mood disorder-**Major depressions, Bipolar disorder, Schizophrenia; **Therapy & Treatment:** Therapeutic Approaches-Psychodynamic and Cognitive Behavior therapy.

UNIT IV **Health Psychology:** Models of health and illness- The cognition model, The health Belief model, Protection motivation model, and Leventhal's Self Regulatory model; Behavioral and Psychological correlates of illness; Approaches to promoting wellness; Children's Health issues- Malnutrition, Immunization, Autism and ADHD; Health issues of Women and Elderly- Diabetes, Osteoporosis, Alzheimer's Disease, and Depression; **Counseling Psychology:** Theories of Counseling- Psychoanalytic, Humanistic, and Client Centered; Techniques of Counseling- Cognitive approach, Rational-Emotive approach, Behavioral Approach, Transactional Analysis; Counseling Programs- Counseling Relationship, Transference and Counter Transference, Termination of Counseling Relationship; Students' Counseling- Goals, Roles and activities of the school and college counselor; **Positive Psychology:** Goals of Positive psychology; Foundations of Positive Psychology- Positive Emotions, Positive Individual Traits and Positive Experiences, Self-direction, Optimism, gratitude, Purpose, and mindfulness

UNIT V **Social Psychology:** Attitudes- Nature, Characteristics and Functions of Attitude; Attitude Formation and Change; Attitude Measurement; Prejudices and Stereotypes- Nature and Components of Prejudice; Acquisition of Prejudices; Reduction of Prejudice; Group- Structure and Function; Group processes- Social facilitation, Social Loafing, Social Modeling, Conformity and Obedience; Leadership- Definitions, Types and Functions; Trait, Situational, Interactional and Contingency approaches to Leadership; **Organizational Behavior:** Structure and Functions of Organization; Common Organizational Designs, Management Roles, Functions and Skills; Work Motivation- ERG Theory, McClelland Theory, Cognitive evaluation theory, Goal Setting theory, Reinforcement Theory; **Psychological Statistics:** Measures Central Tendency and Variability; Hypothesis Testing- Level of Significance, Type I and Type II error; 't' test for independent and Dependent Samples, Mann-Whitney 'U' Test, One way and Two way ANOVA, Kruskal-Wallis H test; Concept of Correlation; Rank order and Product Moment Correlation.

Recommended Books

- Baron, R. A. (2002). Psychology (5th Edition), New Delhi: Pearson Education.
- Baron. R.A., Byrne, D. & Bhardwaj. G (2010).Social Psychology (12th Ed).New Delhi: Pearson
- Berk, L. E. (2010). Child Development (8th Ed.). New Delhi: Prentice Hall.
- Carson R.C., Butcher J.N., Mineka, S., & Hooley J.M. (2007). Abnormal Psychology (13th Ed.).ND: Pearson Education.
- Ferguson, G.A. &Takane, Y. (1989). Statistical Analysis in Psychology & Education, Tata McGraw Hill Publishing Company, New Delhi
- Garrett, H. E. & Woodworth, R.S. (1985). Psychology in Statistics and Education, Vakils, Feffer& Simons Ltd. Mumbai
- Gibson, R.L & Mitchell M.H. (2003). Introduction to counseling and Guidance. 6thedn. Delhi: Pearson Education
- Gladding, S.T. (2009). Counselling: A comprehensive profession (6th Ed.). New Delhi: Pearson India
- Hilgard& Atkinson- Introduction to Psychology (2003) 14th Edition, Thomson Learning Inc.
- Hurlock, E. Developmental Psychology (1995). IV Edition. New Delhi: Tata McGraw Hill.
- Irwin G. Sarason, Barbara Sarason (2005). Abnormal Psychology. New Delhi: Prentice Hall Publication
- Kring,A.M.,Johnson,S.L.,Davison G.C. & Neale J.M. (2010). Abnormal Psychology (11th Ed.).NY: John Wiley
- Luthans, F. (2009). Organizational behavior. New Delhi: McGraw Hill.
- Mangal, S.K. (2002) Statistics in Psychology and Education. (2ndedt). New Delhi: Prentice – Hall of India.
- Mishra, G. (1990). Applied Social Psychology in India. ND: Sage
- Mishra, H.C. & Varadwaj, K. (2009). Counseling Psychology: Theories, Issues and Applications, DivyaPrakashini, Samantarapur, Bhubaneswar, Odisha
- Morgan, C.T., King, R.A., Weisz, J.R., &Schopler, J. (2008). Introduction to psychology (7th edition) Bombay: Tata-McGraw Hill.
- Myers, David G. (2002). Social Psychology. 7th Edition, McGraw Hill Book Co.
- Papilia, Diane E., Sally Wendos Olds (2006). Human Development. 9th Edition. New Delhi: Tata McGraw Hill
- Rao, S. (2002). Counselling and Guidance (2nd Ed.). New Delhi: McGraw Hill.
- Robbins, S.P.; Timothy, A.J. & Vohra, N. (2012). Organizational Behavior, 15th Edn. Pearson Education: New Delhi
- Siegal, S. (1994). Nonparametric Statistics. McGraw Hill, New Delhi
- Snyder, C.R. & Shane, J.L. (2005). Handbook of Positive Psychology. .Oxford University Press
- Snyder, C.R., &Lopez,S.J.(2007).Positive psychology :The scientific and practical explorations of human strengths. Thousand Oaks, CA: Sage.
- Snyder, C.R., &Lopez,S.J.(2007).Positive psychology :The scientific and practical explorations of human strengths. Thousand Oaks, CA: Sage.
- Taylor, S.E. (2006). Health Psychology (6th Ed.). New York: Tata McGraw Hill
- Zimbardo, P.G. & Weber, A.L. (1997 Ed.)- Psychology- New York, Harper Collins College Publishers

STATE SELECTION BOARD
SAMPLE QUESTIONS IN PSYCHOLOGY
(For recruitment of Lecturers)
2015-16

- 1 By the 1920s Watson's definition of psychology had gained favor as psychology was said to be the science of
 (A) Mind (B) Consciousness (C) Behaviour (D) Philosophy
- 2 _____ Psychology is concerned with thinking, language, and problem solving.
 (A) Behavioristic (B) Psychoanalytic (C) Cognitive (D) Humanistic
- 3 The conduction of a nerve impulse down the axon is called a(n)
 (A) ion potential (B) action potential (C) resting potential (D) negative potential
- 4 Communication within a neuron is _____, while communication between neurons is _____.
 (A) chemical; electrical (B) electrical; mechanical (C) electrical; chemical (D) mechanical; electrical
- 5 The stimuli below are organized as three columns rather than six columns because of the organizational principle of
- XX XX XX
 XX XX XX
 XX XX XX
 XX XX XX
 XX XX XX
- (A) similarity (B) nearness (C) closure (D) continuity
- 6 A person living in the desert calls a 40 degree day "cold" whereas one living in Alaska calls it "very hot". Their perceptions differ because of their
 (A) attention shifts (B) frame of reference (C) temperature parallax (D) perceptual constancy
- 7 The analysis of information starting with pre-existing knowledge in order to organize features into a meaningful whole is known as
 (A) perceptual expectancy (B) top-down processing (C) bottom-up processing (D) Gregory's phenomenon
- 8 In Pavlov's experiments with dogs, salivation was the
 (A) conditioned response (B) unconditioned stimulus (C) conditioned stimulus (D) unconditioned response
- 9 The greatest degree of resistance to extinction is typically caused by a _____ schedule of reinforcement.
 (A) variable interval (B) variable ratio (C) fixed interval (D) fixed ratio
- 10 For conditioning to occur, the proper order of events is
 (A) US-UR-CR (B) CS-CR-UR (C) CS-US-UR (D) UR-US-CR
- 11 Presenting the conditioned stimulus without the unconditioned stimulus will result in
 (A) reinforcement (B) generalization (C) spontaneous recovery (D) extinction
- 12 A child bitten by a white dog is afraid of black dogs. This is an example of
 (A) Discrimination (B) generalization (C) spontaneous recovery (D) shaping
- 13 Your recollections about your last birthday are stored in your _____ memory.
 (A) episodic (B) semantic (C) retroactive (D) short-term

- 14 The word used to describe how information gets into the memory system is
(A) retrieval (B) displacement (C) **encoding** (D) recall
- 15 The kind of memory that lasts for only a second or two is
(A) long-term memory (B) short-term memory (C) eidetic memory (D) **sensory memory**
- 16 When new learning disrupts the ability to recall old learning _____ has been said to occur.
(A) proactive interference (B) **retroactive interference** (C) disinhibition (D) retrograde amnesia
- 17 Organizing information into larger units as a way of improving the efficiency of short-term memory is called
(A) **chunking** (B) categorization (C) verbal labeling (D) symbolization
- 18 The inability to see new uses for familiar objects is termed
(A) non-flexible thinking (B) **functional fixedness** (C) proactive inhibition (D) interference
- 19 _____ thinking goes from specific facts to general principles.
(A) Deductive (B) Divergent (C) **Inductive** (D) Convergent
- 20 Words or ideas representing a class of objects are called
(A) abstractions (B) attributes (C) thoughts (D) **concepts**
- 21 Which of the following is one of Gardner's types of intelligence?
(A) executive skills (B) ethics (C) **music** (D) creativity
- 22 Keshab has a mental age of 8 and a chronological age of 10. Keshab's IQ is
108 125 **80** 92
- 23 According to Freud, the energy from life instincts that drives personality is called the
(A) ego (B) **libido** (C) life force (D) eros
- 24 Which of the following is not a big five factor of personality?
(A) agreeableness (B) Openness (C) Conscientiousness (D) **Sense of humor**
- 25 Which of the following is an unconscious personality structure made up of biological urges seeking fulfillment?
(A) **Id** (B) ego (C) Super ego (D) Subconscious
- 26 The _____ describes the relationship between arousal level, task difficulty, and efficiency of performance.
(A) arousal theory (B) drive reduction theory (C) **Yerkes-Dodson Law** (D) inverted-U function
- 27 At the top of Maslow's hierarchy of motives are
(A) love and belonging (B) self-esteem (C) **self-actualization** (D) safety and security
- 28 Which theory holds that we are afraid because we run or are angry because we strike?
(A) attribution (B) **James-Lange** (C) Cannon-Bard (D) cognitive
- 29 The possible range of characteristics in our development provided by our heredity is called
(A) phenotype (B) monotype (C) **genotype** (D) ecotype
- 30 Cephalo-caudal sequence views that human development proceeds from
(A) **head to foot** (B) foot to head (C) center to extremities (D) extremities to center
- 31 Adolescent egocentrism is characterized by
(A) imaginary audience (B) personal fable (C) attention getting behavior (D) **all the above**

- 32 A common form of mental disorder afflicting 10-20% of the population is
 (A) schizophrenia (B) senile dementia (C) **depression** (D) delusional disorder
- 33 DSM stands for
 (A) diagnostic schedule of medicine (B) **diagnostic and statistical manual**
 (C) depressive scale modalities (D) doctor of surgical medicine
- 34 In most anxiety disorders, the person's distress is
 (A) focused on a specific situation (B) related to ordinary life stresses (C) **greatly out of proportion to the situation** (D) based on a physical cause
- 35 Eva believes that she is the Queen of England. She is having
 (A) depressive delusions (B) **delusions of grandeur** (C) delusions of reference (D) delusions of persecution
- 36 A person who experiences a long series of physical complaints, for which no physical cause is found, suffers from
 (A) a conversion reaction (B) **somatization disorder** (C) a traumatic disorder (D) an obsession
- 37 Which of the following is classified as a mood disorder?
 (A) **bipolar disorder** (B) multiple personality disorder (C) delusional disorder (D) dissociative disorder
- 38 Dysthymic disorder and cyclothymic disorder are two varieties of
 (A) conversion disorder (B) schizophrenia (C) **mood disorder** (D) somatoform disorder
- 39 Obsessive-compulsive behavior, panic, and phobias are formally classified as _____ disorders.
 (A) psychotic (B) manic (C) **anxiety** (D) mood
- 40 In psychoanalysis, an emotional attachment to the therapist that symbolically represents other important relationships is called
 (A) resistance (B) **transference** (C) identification (D) empathy
- 41 Unconditional positive regard is part of what therapy?
 (A) Logo therapy (B) psychoanalysis (C) **client-centered therapy** (D) Gestalt therapy
- 42 Cognitive therapists are interested in
 (A) only maladaptive actions (B) unconscious thoughts of sex and aggression (C) **what people think, believe, and feel** (D) only visible behaviors
- 43 According to which health model, perceived severity and perceived susceptibility are hindrance to health promoting behavior.
 (A) **Health belief model** (B) Protection Motivation model (C) Self-regulatory model (D) Cognitive model
- 44 Which theory of counseling focus on self-development, growth and responsibilities of the client?
 (A) Psychoanalytic (B) **Humanistic** (C) Behavioristic (D) Gestalt
- 45 Which is a method to reduce prejudice?
 (A) mixed-status contact (B) mutual exclusivity (C) groupthink (D) **mutual interdependence**
- 46 Zimbardo's prison experiment suggests that many destructive human relationships have their source in
 (A) role diffusion. (B) role conflict (C) **learned roles** (D) group cohesiveness

- 47 When making the "attribution error," we tend to overestimate the importance of _____ in judging the behavior of others.
 (A) personal factors (B) situational factors (C) intelligence (D) motivation
- 48 Interpersonal attraction is encouraged by which one of the following?
 (A) personal space (B) proxemics (C) competition (D) similarity
- 49 A supervisor who rates all her employees harshly on their annual assessments is engaging in
 (A) a leniency error. (B) the halo effect. (C) a central tendency error (D) a severity error
- 50 Allowing employees to focus in on job activities that are most consistent with their individual talents is an example of
 (A) strengths-based management (B) Theory X management (C) employee commitment (D) transactional leadership
- 51 The field of study that combines engineering with psychology to create products that are safe and efficient for people to use is called
 (A) scientific management (B) Hawthorne studies (C) ergonomics (D) human relations
- 52 What is the median of the 1st 20 natural numbers?
 (A) 10.5 (B) 10 (C) 11 (D) 9.5
- 53 What is the mean of the first 'n' natural numbers?
 (A) $n(n+1)/2$ (B) $n/2 + 1$ (C) $(n+1)/2$ (D) $n(n-1)/2$
- 54 Parametric test, unlike the non-parametric tests, make certain assumptions about
 (A) Population size (B) The underlying distribution (C) sample size (D) sample behavior
- 55 If the value of first quartile is 49 and the value of third quartile is 60, then value of inter quartile range is
 (A) 21 (B) 109 (C) 11 (D) 31
- 56 The standard deviation of a set of scores is 5.0. If each score is multiplied by 1.5, the Standard deviation of the new set of scores will be
 (A) 3.5 (B) 5.0 (C) 6.5 (D) 7.5
- 57 Suppose 1,000 students take a particular examination. Their scores follow a normal distribution and range from 20 to 80. Of the following values, which would most likely be the mean?
 (A) 41 (B) 53 (C) 32 (D) 57
- 58 Which of the following correlation coefficient indicates the strongest relationship?
 (A) 0.53 (B) -0.81 (C) 0.27 (D) 0.68
- 59 If coefficient of correlation between the variables X and Y is zero, then
 (A) X and Y have no relation (B) Y increases as X increases (C) Y decreases as X increases (D) Y constant and X increases
- 60 When a constant is added to each score of X and Y, the correlation between X and Y
 (A) increases (B) decreases (C) remains same (D) may increase or decrease