

CARMEL COLLEGE OF ARTS, SCIENCE & COMMERCE FOR WOMEN,  
NUVEM-GOA

SEMESTER END EXAMINATION, NOVEMBER 2022

SEMESTER: III OF BA

PAPER CODE: PSC 103

SUBJECT: DSC SOCIAL PSYCHOLOGY- I

Total Marks: 60

Date: 17/11/2022 Duration: 2 Hours

Total No. of Pages: 1

*Instructions: 1) All questions are compulsory.*

*2) Figures to the right indicate marks.*

**Q I A. Write short notes on any one.**

5

1. Describe the role of implicit processes on social behavior.
2. Examine the role of theory in social psychology.

**Q I B. Answer any one.**

10

1. Explain any four processes involved in understanding the causes of social behavior and thought.
2. Discuss the obvious ways in which values enter psychology.

**Q II A. Write short notes on any one.**

5

1. What are schemas and how do they influence social cognition?
2. Discuss counterfactual thinking as an error in social thought.

**Q II B. Answer any one.**

10

1. Explain any two types of heuristics using appropriate examples.
2. What is impression formation and management? Discuss the tactics of impression management.

**Q III A. Write short notes on any one.**

5

1. Explain the mere exposure effect.
2. Elaborate on the direct methods to decrease cognitive dissonance.

**Q III B. Answer any one.**

10

1. There are 5 routes via which people process persuasive messages. Elaborate.
2. Discuss the factors involved in resisting persuasion.

**Q IV A. Write short notes on any one.**

5

1. Williams argued that ostracism threatens four fundamental human needs. Elaborate.
2. Explain the four phases to a breakup proposed by Duck.

**Q IV B. Answer any one.**

10

1. Describe social anxiety and loneliness as two problems that can arise in interpersonal interactions.
2. Compare and contrast passionate love and companionate love.