

**PARUL UNIVERSITY**  
**FACULTY OF ARTS**  
**B.A Summer 2017 – 18 Examination**

**Semester: 3**  
**Subject Code: 15105232**  
**Subject Name: Interpersonal Psychology**

**Date: 14/06/2018**  
**Time: 10.30 am to 1.00 pm**  
**Total Marks: 60**

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**Instructions:**

1. All questions are compulsory.
2. Figures to the right indicate full marks.
3. Make suitable assumptions wherever necessary.
4. Start new question on new page.

**Q.1 Do as directed.****(08)****A. Multiple choice type questions. (Each of 0.5 mark)**

1. Following are the characteristics of positive stress
  - a. It improves performance
  - b. It feels exciting
  - c. It motivates
  - d. All of the above
2. Who was the first to describe the “fight and flight response”
  - a. Walter B. Cannon
  - b. Sigmund Freud
  - c. Atkinson Potter
  - d. Mrunal Sengupta
3. In what he called the play stage of socialization, George Herbert Mead asserted that people mentally assume the perspectives of others, thereby enabling them to respond from that imagined viewpoint. This process is referred to as;
  - a. Role taking
  - b. The generalized other
  - c. The significant other
  - d. Impression management
4. The self-system
  - a. Regulates and evaluates behavior
  - b. Is an anti-anxiety system.
  - c. Evolves from the malevolent transformation
  - d. Develops during late adolescence
5. Which of the following is isolating dynamism?
  - a. Safety
  - b. Lust
  - c. Intimacy
  - d. The self-system
6. In Sullivan ‘s theory , malevolence is
  - a. the feeling of living among friends
  - b. The dynamism of evil and hatred
  - c. a conjunctive dynamism
  - d. all of the above
7. To Sullivan, the most basic interpersonal need is.
  - a. Love
  - b. Tenderness
  - c. Self – actualization
  - d. Acceptance
8. Sullivan identified two principle kinds of tensions:
  - a) Needs and anxiety
  - b) Tenderness and toughness
  - c) phototoxic and parataxis.
  - d) None of the above

9. Key concepts of Sullivan's theory are interpersonal relations and
  - a. Defense
  - b. Aggression
  - c. Anxiety
  - d. Conscious drive
10. The main feature of Sullivan's personality theory is its emphasis on
  - a. Middle age
  - b. Self fulfilment
  - c. Interpersonal relation
  - d. A collective unconscious
11. Mead believed that meaning, language and \_\_\_\_\_ were tightly interconnected
  - a. Ethics
  - b. Choice
  - c. Culture
  - d. Thought
12. According to Mead, which of the following are the sources of self?
  - a. Language
  - b. Thought
  - c. God
  - d. Genetic information
13. When is your 'I' most likely to strongly emerge
  - a. At the beginning of an important job interview
  - b. When explaining to your professor why you won't be in next year class
  - c. When enjoying some time hanging out with your friend and talking what comes in your mind
  - d. While on a blind date arranged by your friend
14. Example of environment stressors are
  - a. Weather
  - b. Traffic
  - c. Financial problem
  - d. Only A and B
15. Which of the following are the basic sources of stress?
  - a. The environment
  - b. Social stressor
  - c. Physiological
  - d. All of the above
16. Stress management is about learning.
  - a. How to avoid pressure of life
  - b. How to develop skill that would enhance our body's adjustment whenever we subjected to the pressure of life
  - c. Both A and B are true
  - d. None of the above

**B. Do as Directed (Each of 01 mark)**

**(07)**

1. Aspirations that are part of identity are shaped by available opportunities (TRUE/FALSE)
2. Define communication
3. Coercion includes punishment, law and state (TRUE/FALSE)
4. Mead's work focus on the way in which the self is developed. (TRUE/FALSE)
5. List 5 stress busters.
6. Define stress.
7. Define conflict.

**Q.2 Answer the following.**

**A.** How to create self awareness? Discuss the characteristics of individual with high and low self esteem? **(04)**

**B.** Give introduction to psychology in detail. **(04)**

**C.** Describe the Sources of stress in detail. **(04)**

**OR**

**C.** Describe the 4 major sources of self-efficacy. **(04)**

**Q.3 Answer the following.**

- A. Describe in detail the components of interpersonal skills. (05)
- B. Discuss the type of stressors and integral sources of stress with example. (05)
- C. How can we apply the social skills model to interpersonal communication? (05)

**OR**

- C. Explain the theory by George Herbert Mead and the agents of socialization in detail. (05)

**Q.4 Answer the following.**

- A. Explain the theory of Harry Stack Sullivan in detail. (06)
- B. Explain the stress relieving techniques. (06)
- C. Explain the propositions involved in the definition of interpersonal communication. (06)

**OR**

- C. Discuss the levels of conflicts and strategies to resolve conflict. (06)