

2019

PSYCHOLOGY — HONOURS

Paper : SEC-A

Full Marks : 80

The figures in the margin indicate full marks.

Candidates are required to give their answers in their own words as far as practicable.

ATTEMPT EITHER SEC-A(I) Or SEC-A(II)

SEC-A(I)

(Behaviour Modification)

Full Marks : 80

1. Answer **any ten** from the following questions : 2×10
- (a) What is Shaping?
 - (b) Define Learning.
 - (c) What is hypohedonia?
 - (d) Write the full form of ABC-Paradigm.
 - (e) Describe the difference between Punishment and negative reinforcement.
 - (f) What is Behaviour Modification?
 - (g) Define Response Cost.
 - (h) What is Successive Approximation?
 - (i) Mention any two criteria to select effective reinforcer.
 - (j) Give an example of negative reinforcer in work environment.
 - (k) What is Operant Conditioning?
 - (l) What do you mean by the term 'extinction burst'?
 - (m) Distinguish between functional assessment and functional analysis.
 - (n) What is escape behaviour?
 - (o) When does extinction and spontaneous recovery occur?
2. Answer **any four** from the following questions : 5×4
- (a) Explain Premack Principle with an example.
 - (b) Mention any four applications of classical conditioning theory.

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- (c) Mention the need for assessment in Behaviour Modification.
 - (d) Describe Higher-order conditioning.
 - (e) Describe the Schedules of Reinforcement.
3. Answer *any four* from the following questions :
- (a) What do you mean by token economy? What are the necessary components in token economy? 3+7
 - (b) When shaping can be used? Explain with an example the steps involved in shaping. 2+8
 - (c) Briefly discuss about the different methods of functional assessment with their advantages and disadvantages. 4+3+3
 - (d) What is Behaviour Modification? Briefly discuss about the Basic Principles of Behaviour Modification. 2+8
 - (e) What is Classical Conditioning? Delineate the major principles of classical conditioning theory of learning. 2+8
 - (f) What is Contingency Management? How does Contingency Management be applied to reduce the disruptive behaviour of a child in classroom and family situation? 2+4+4

SEC-A(II)

(Communication)

Full Marks : 80

1. Answer *any ten* questions : 2×10
- (a) Define Communication.
 - (b) What is grapevine communication?
 - (c) Write any two outcomes of good communication.
 - (d) What do you mean by assertive behaviour?
 - (e) Distinguish between high context culture and low context culture.
 - (f) Define pro-social behaviour.
 - (g) What is prejudice?
 - (h) What do you understand by pooled interdependence?
 - (i) When is oral media most suitable?
 - (j) What is jargon?
 - (k) Why is communication called an interpretative act?
 - (l) What are the effective communicative skills as a receiver?

2. Answer *any four* questions :

5×4

- (a) Differentiate between verbal and non-verbal communication.
- (b) What do you understand by lateral communication in organisational setting?
- (c) Why does miscommunication occur?
- (d) How do cultural issues influence non-verbal communication?
- (e) Delineate the functions of organisational communication.
- (f) What are the various networks of formal communication?

3. Answer *any four* questions :

- (a) How can one use Johari window to resolve an issue in interpersonal communication in his or her family life? 10
 - (b) What are the barriers to effective communication in an organisational set up? How can those be overcome? 10
 - (c) How does gender of a person play a role in non-verbal communication? 10
 - (d) Define conflict. How does communication skill work to manage interpersonal conflict? 3+7
 - (e) Explain the upward and downward channels of organisational communication. 5+5
 - (f) What is persuasive communication? Delineate the process through which persuasive communication operates. 3+7
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