

**Question Paper - Test XI**

- 1.a. What do you understand by the concept of magnitude estimation in the measurement of perception? 10
- 1.b. How would you differentiate between positive and negative punishment? Is negative reinforcement a form of punishment? 10
- 1.c. What is framing? How does it influence decision making? 10
- 1.d. What is the central executive? What is the potential danger in postulating such concepts? 10
- 1.e. How would you explain analogy as a mechanism for effective conceptual change? 10
- 2.a. "Our perceptions, even perceptions of so-called neutral stimuli, are fully influenced by our cognitive structure and cultural inheritance." Explain with the help of suitable examples. 20
- 2.b. What are the availability and representativeness heuristics? How do we use them in estimating the probability of events such as reinforcement? 15
- 2.c. What evidence suggests that feelings of prejudice and attraction can be the products, at least in part, of implicit memories, which influence us without our awareness? 15
- 3.a. In what ways inductive inferences could be fallacious? Critically evaluate the status of inductive reasoning as scientific methodology with the help of suitable examples. 15
- 3.b. What do you understand by the hierarchical nature of Goleman's EI model? How does this model mix ideas of emotional intelligence with personality and behaviour traits? Explain. 15
- 3.c. "A bilingual child would see [one's] language as one particular system among many, to view its phenomena under more general categories, and this leads to an awareness of [one's] linguistic operations." Elaborate. 20
- 4.a. What do you understand by the investment theory of creativity? How does confluence approaches to creativity offer the possibility of accounting for diverse aspects of creativity? 20
- 4.b. What is the difference between REM and NREM sleep? Discuss various theories and functions of REM sleep. 15
- 4.c. What are recovered memories? What evidence suggests that some recovered memories are true? What evidence suggests that some are false? 15
- 5.a. Is it safe to infer that because behavioral traits differ across cultures, the thinking associated with behavior must be different too? Critically evaluate. 20
- 5.b. "If dissonance exists it is because the individual's behavior is inconsistent with his self-concept". Critically evaluate. 15
- 5.c. Discuss the role of affective states on the processing of persuasive messages and attitude change. Give examples. 15