

Department of Applied Psychology

The Islamia University of Bahawalpur

Mid Term

Social Psychology

Instructor: Dr. Muhammad Saleem

Max. Marks: 10

Time Allowed: 10 minutes

Name: _____

Roll No: _____

Objective Type

Note: This section contains multiple choice questions (MCQs). All questions carry equal marks. Please encircle the best correct option given for each MCQ. Overwriting, cutting, removing, or rubbing is not allowed.

1. Our emotions and moods strongly influence several aspects of _____.
(a) Attention (b) Cognition (c) Behavior (d) none of these
2. Sternberg presented Triangular Model of Love in _____.
(a) 1966 (b) 1975 (c) 1986 (d) None of these
3. According to researchers, _____ is viewed as a desirable characteristic in potential romantic partners,
a) Commitment (b) Humor (c) Love (d) All of these
4. _____ is considered as the irresistible force
a) Social Relations (b) Social norms (c) Social Pressure (d) All of these
5. Factors that can alter the effect of an independent variable on the dependent variable _____.
a) Extraneous variables (b) Mediator (c) Moderator (d) None of these
6. Third heuristic is _____.
(a) Availability heuristic (b) anchoring and adjustment heuristic
(c) representativeness heuristic (d) none of these
7. The aspects of speech apart from the meaning of words, such as pitch, speed, or pattern are termed as:
(a) Speech Rhythms (b) Linguistic style (c) Interchannel discrepancies (d) Semantics
8. _____ suggests that people naturally organize their likes and dislikes in a symmetrical way.
a) Balance theory (b) similarity-dissimilarity effect (c) need for affiliation (d) none of these
9. The extent to which we are attracted to a particular social group and want to belong to it is called as _____.
(a) Compliance (b) Cohesiveness (c) Prejudice (d) none of these
10. Normative focus theory was presented in _____.
a) 1970 (b) 1980 (c) 1990 (d) none of these

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Essay type question

Time Allowed: 35 minutes

1. What is social influence? Discuss the major forms of influence in detail. (10)

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Max. Marks: 10

Time Allowed: 30 minutes

Name: _____

Roll No: _____

Short Questions

1. What is importance of non-verbal cues in social life?
2. What are schemas?
3. Define skepticism.
4. Differentiate between naturalistic and systematic observation.
5. Draw Sternberg's Triangular model of love.

