



'समानो मन्त्रः समितिः समानी'

UNIVERSITY OF NORTH BENGAL

B.A. Honours 4th Semester Examination, 2022

CC8-PSYCHOLOGY

SOCIAL PSYCHOLOGY

Time Allotted: 2 Hours

Full Marks: 60

*The figures in the margin indicate full marks.
Candidates should answer in their own words and adhere to the word limit as practicable.
All symbols are of usual significance.*

GROUP-A

Answer any two from the following

12×2 = 24

1. What is social influence? Discuss in detail about compliance as a form of social influence. 2+10
2. Define aggression. Explain its causative factors and preventive techniques. 2+10
3. What do we mean by Self? Discuss the various types of social and psychological elements in determining the Self. 4+8
4. Define leadership. Write about the various theoretical classification of leadership. 2+10

GROUP-B

Answer any four from the following

6×4 = 24

5. Define interpersonal attraction. Briefly explain the internal and external sources of attraction. 2+4
6. Explain the concept and meaning of conformity with reference to Solomon Asch's study of conformity. 6
7. Write in detail about the relationship between Culture and Self. 6
8. Define group. Briefly discuss about group dynamics. 2+4
9. What is Pro-Social behavior? Write about the decision model of helping behavior. 2+4
10. Write about Milgram's study on obedience and factors affecting obedience. 3+3

GROUP-C

Answer any *four* from the following

3×4 = 12

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| 11. | What are the various motives of pro-social behavior? | 3 |
| 12. | Differentiate between instrumental and impulsive aggression. | 3 |
| 13. | What is social comparison theory? | 3 |
| 14. | Write a short note on leadership and morale. | 3 |
| 15. | Define inter group conflict. | 3 |
| 16. | Write a short note on factors affecting conformity. | 3 |

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