

S.Y.B.A.  
Psychology - Paper - II  
Neu - 2008

Con. 210-08.

HJ-7220

(3 Hours)

[Total Marks : 100

**N.B. :** (1) Attempt any **five** questions.  
(2) **All** questions carry **equal** marks.

1. Define social psychology and explain the methods of studying social psychology. 20
2. (a) Discuss in detail nonverbal communication. 10  
(b) Write a note on impression management. 10
3. Explain how feelings affect thought and thought affect cognition. 20
4. Define attitudes. How attitudes can be changed ? 20
5. Write short notes on (any **four**) :— 20  
(a) Self concept (d) Gender identity  
(b) Self efficacy (e) Self esteem  
(c) Self monitoring (f) Self perception
6. Distinguish between prejudice and discrimination. 20  
What are the causes of prejudice ?
7. (a) Discuss the role of physical proximity in interpersonal attraction. 20  
(b) What role physical attractiveness plays in interpersonal attraction ?
8. Define social compliance. Discuss some of the techniques used in social compliance. 20
9. Discuss various factors that influence prosocial behaviour. 20
10. Briefly describe various causes of aggression. 20  
Explain the various ways of reducing aggression.

[TURN OVER