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| **ST. JOSEPH’S COLLEGE (AUTONOMOUS), BANGALORE-27** |
| **B.A. PSYCHOLOGY - VI SEMESTER** |
| **SEMESTER EXAMINATION: APRIL 2017** |
| **PY 6213: Social Psychology** |
|  |  |  |  |  |  |  |
| **Time- 2 1/2 hrs** |  | **Max Marks-70** |  |
|  |  |  |  |  |  |  |
| **This paper contains 2 printed pages and THREE parts** |

**SECTION A**

1. **Answer *ALL* the following questions 2X10=20**
2. What is a team? Mention any 2 functions of a team.
3. Define norming stage?
4. What is need for affiliation?
5. Define “repeated exposure effect.”
6. State the meaning of obedience.
7. What is “low ball procedure?”
8. What is achievement motivation?
9. State the meaning of altruism.
10. What is “discrimination?”
11. Define aggression.

**SECTION B**

1. **Write short notes on *ANY FOUR* of the following 5X4=20**
2. Stages of group formation
3. Great man theory
4. Role of proximity in interpersonal attraction.
5. Principles of compliance.
6. “Empathy – altruism hypothesis”
7. Application of social psychology in solving social problems

**SECTION C**

1. **Answer *ANY THREE* of the following questions 10X3=30**
2. Explain in detail the different styles of leadership.
3. Explain the pitfalls of group decision making.
4. Discuss the role of physical attractiveness in interpersonal attraction.
5. Explain the tactics based on reciprocity.
6. What is bystanders effect? Explain in detail the five steps in deciding to help or not.