

**Birla Institute of Technology and Science, Pilani**

**GS F232 -Introductory Psychology**

Comprehensive Exam

*Attempt all questions. Each question carries 10 marks*

1. Personality refers to the long-standing traits and patterns that propel individuals to consistently think, feel, and behave in specific ways. Using the concepts of Psychoanalytic theory, explain the level of consciousness and also discuss the structure of personality.
2. Highlighting the relevance of factor analysis, differentiate between fluid and crystallized intelligence using examples
3. Define intelligence in the Indian tradition using four essential competencies.
4. To get along, we must go along, and define the social influence process along with the strategies.
5. Ego uses various defense mechanisms. Define any four.
6. Explain the three-step profile to General Adaptation Syndrome.
7. Define the Big Five Factors of Personality.
8. Write short notes on the following:
  - i. Collective Unconscious
  - ii. Gardner's Theory