

Birla Institute of Technology and Science, Pilani

End Semester Examination

GSF 232- Introductory Psychology

CLOSED BOOK

Attempt all questions. Each question carries 5 marks

1. Emotions-provoking events produce increased arousal- Discuss a relevant theory of emotions.
2. Discuss a theory describing the levels which represent repressed unconscious material into consciousness.
3. Describe Cattell's theory of intelligence explaining the role of factor analysis for clustering of mental abilities.
4. Explain a framework for comprehending the fight-flight syndrome of physiological responses to stressful events.
5. Define Conformity and the strategies for gaining Compliance.
6. Using an experiment, how obedience acts as a social influence by demand.
7. Write short notes on the following:
 - i. Collective Unconscious by Jung 5
 - ii. Gardner's Theory 5
