

**Instructions:** Answers using concepts from outside the syllabus of this course, even if correct, will not fetch marks. **Please avoid unnecessary elaboration of concepts and repetition of same explanation with different jargons and statements. Please remember that your instructor can understand only what you write, not what you mean.** Also, using the same examples from the lecture slides, even if they are correct, may fetch you average marks. A good answer is expected to have new example/s. Make sure you revise your answers both for correctness and language. Mobile phone, or any electronic gadgets are not allowed during exam. **All the best!**

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Q1. Rosenthal was working with students who thought they were doing an experiment on how rats learn mazes. He told half of his student-experimenters that their particular rats had been bred to be either "maze bright" (faster) or "maze dull" (slower). That was an experimental deception so that the students would not know the hypothesis ahead of time. It was a lie because the only real difference was in the students' expectations. There were no systematic differences in the rats assigned to each group of students. What was the outcome of this study? What theory explain the outcome? What was the outcome when Rosenthal used human subjects to understand the phenomena? [3+4+3=10 Marks; 100-200 words]

Q2. Discuss different ways our mind can make errors while forming judgements about others.[10 Marks; 100-300 words]

Q3. The green consumption can be an effective way to minimize the negative impact on climate change. Encouraged by this, you and your friends of BITS Pilani Goa Campus decided to implement some intervention plan using the Theory of Planned Behaviour (TPB) to develop some desirable behaviour among students and employees (such as, willingness to pay extra money for a green product, recycling, choosing biodegradable products over plastic etc.). Based on your understanding of TBP develop a preliminary draft of a plan for the said context (choose any one of the desirable behaviour mentioned). Highlight major areas of TBP that you will be looking at. Please note that, expected answer should be a future plan not a narrative of past events. [10 Marks, max 350 words]