

**Questions should be —**  
**WRITTEN IN LEGIBLE HANDWRITING IN BLACK INK.**  
**SIGNS, SKETCHES OR FIGURES IF ANY BE DRAWN IN NEAT BLACK INK,**  
**so as to avoid mistakes in the printed question papers.**

Duration ..... Hours.

Total Marks assigned to the paper .....

Q. No.		Marks
	N.B. :	
Q.1(a)	Techniques of reducing prejudice - Learning not to hate - Social influence	05 05
(b)	Gender stereotypes Gender stereotypes & glass ceiling	02 08
(c)	- Stereotypes - Singlism	02 08
Q.2(a)	Asch's Research on Conformity Social pressure - the Invisible Force	07 03
(b)	- Foot-in-the door - Low ball tactic of compliance	05 05
(c)	Four reasons for destructive obedience	2 1/2 each
Q.3(a)	<del>Groups</del> <del>- Norms</del> <del>- Cohesiveness</del>	<del>05</del> <del>04</del> <del>04</del>
(b)	GAM - Input variables (Situational factors & Personal factors)	05
	- Current Internal states affect cognition, Arousal	05

Q. No.	Marks
(b) Bullying & why people engage in bullying	05
Characteristics of bullies and victims	05
(c) - Punishment	05
- Self-Regulation	05
Q.4(a) Groups	02
- Norms	04
- Cohesiveness as key components of groups	04
(b) - Group think	05
Failure of to share information	05
(c) - Concept of Social facilitation	03
- Zajonc theory	05
- Evaluation apprehension	02
Q.5(a) Modern racism	04
Bonafide pipeline technique	06
(b) - Conformity	02
- Factors affecting conformity	08
(c) - Concept of aggression	02
- Effect of alcohol on aggression	08
(d) - why conflicts occur?	03
- Bargaining	04
- Superordinate Goals	03