

PRN:.....

Total Marks 60

Time: 2 hours 30 minutes

- Numbers on the right indicate marks.
- Mention question number for all answers
- Write answers in appropriate sequence

**Q1 Answer any two from the following questions (16)**

- 1 Write a note on gender differences based on independence v/s connectedness.
- 2 Explain cultural similarities for various norms. Support answer with relevant examples.
- 3 How does culture affect gender roles?
- 4 Write a note: The impact of schemas on social cognition..

**Q2 Answer any two from the following questions (16)**

- 1 Explain the role of psychological distance in overcoming challenging times. Give appropriate examples and techniques.
- 2 Explain knowledge activation and casual expectancy with examples.
- 3 What is the psychology of decision making?
- 4 Explain automatic thought.

**Q3 Answer any two from the following questions (16)**

- 1 What are the ways to improve interpersonal trust, grounding and communication skills?
- 2 How can a person become securely attached in a relationship? Explain in detail.
- 3 What are the challenges an individual faces when there is an attitude change towards their problems.
- 4 What is the difference between actual versus perceived power?

**Q4 Answer in short (Any Four) (12)**

- 1 Name the big five social beliefs.
- 2 Name the tools used in social cognitive neuroscience.
- 3 Explain the difference between values, attitudes and beliefs.
- 4 What is meta-cognition?
- 5 Explain standards with examples.
- 6 What are the five approaches of negotiation?