

FEDERAL PUBLIC SERVICE COMMISSION

COMPETITIVE EXAMINATION FOR RECRUITMENT TO POSTS  
IN BPS-17 UNDER THE FEDERAL GOVERNMENT, 2001.

PSYCHOLOGY, PAPER-I

TIME ALLOWED: THREE HOURS

MAXIMUM MARKS: 100

NOTE: Attempt FIVE questions in all, including question No.8 which is  
COMPULSORY. All questions carry EQUAL marks.

1. Critically evaluate different Schools and Systems of Psychology. Discuss their scientific status in contemporary Psychology.
2. Describe Central and Peripheral Nervous System and their impact on human behaviour.
3. How would you define Learning? Also compare and contrast different views about Reinforcement. In your opinion which one is significant. Give reasons.
4. In what ways Biogenic motives differ with Sociogenic motives? Support your views in the light of theoretical and experimental researches conducted recently.
5. Explain "what takes place in the perceptual process once the information from the situation is received by the individual".
6. Critically examine the theories of Prejudice with special reference to Social Learning, and Motivational approaches. Also suggest two social psychological techniques for reducing various aspects of prejudice and Stereotyping.
7. Discuss nature of Groups. Also explain Riots, and Social Loafing.

COMPULSORY QUESTION

8. Write only the correct answer in your answer book. Do not reproduce the questions.
  - (1) The group in an experiment which receives no treatment is:  
(a) Control group (b) Experimental group (c) No group.
  - (2) The portions of your nervous system which controls breathing and digestion is:  
(a) Axon (b) Autonomic (c) Linear circuit (d) None of these.
  - (3) The colour, smell and feeling of the flowers are relayed through what part of the brain:  
(a) acetylcholine (b) thalamus (c) motor area (d) None of these.
  - (4) A hungry person would find food to be a:  
(a) Primary reinforcer (b) Secondary reinforcer (d) None of these.
  - (5) A psychologist explains you that learning can be best defined in terms of underlying thought process. What theory is being stated:  
(a) Social learning (b) Cognitive learning  
(c) Trial-and-error (d) None of these.
  - (6) According to Maslow, a person with no job, no friends and no house can be self-actualized:  
(a) 100% yes (b) 100% No (c) None of these.

**PSYCHOLOGY, PAPER-I**

- (7) A need to establish and maintain relationships with other people:  
 (a) Achievement motivation (b) Need for affiliation  
 (c) None of these.
- (8) Term n-ach was introduced by:  
 (a) Mc Clelland (b) Jung (c) Maslow  
 (d) None of these.
- (9) Repression refers to:  
 (a) Primary defense mechanism (b) Regression  
 (c) Frustration (d) None of these
- (10) Enduring dimensions of personality characteristics differentiating people from another is called:  
 (a) Factor analysis (b) Trait  
 (c) Determinism (d) None of these.
- (11) The theory which suggests that people learn attitudes by observing their own behaviour is:  
 (a) Operant conditioning (b) CR (c) Self – perception  
 (d) Vicarious learning. (e) None of these.
- (12) Theory of cognitive dissonance is offered by:  
 (a) Skinner (b) Bandura  
 (c) Festinger (d) None of these.
- (13) The ability to view the world in 3 dimensions and to perceive distance is:  
 (a) Depth perception (b) Illusion  
 (c) Delusion (d) None of these.
- (14) According to Bandura, one is socialized by:  
 (a) Punishment (b) Observation  
 (c) Food (d) None of these.
- (15) Crowding causes increases in heart rate, and the level of adrenaline:  
 (a) No (b) Yes
- (16) Studies demonstrate that greater genetic similarity is associated with greater similarity of attitudes:  
 (a) True (b) False
- (17) A theory that states that emotions are a joint result of non-specific physiological arousal and the interpretation of the arousal is called:  
 (a) Two-factor theory of emotions.  
 (b) James-Lange theory of emotions  
 (c) Bem's theory of emotions. (d) None of these.
- (18) Maintenance of an internal biological balance is called:  
 (a) Instinct (b) Need (c) Homeostasis (d)None of these.
- (19) The part of personality that provides a buffer between the id and the out side world is:  
 (a) Super-ego (b) Ego (c) Ego – ideal. (d) None of these.
- (20) Specialized cells of nervous system carry:  
 (a) Messages (b) Reflexes  
 (c) Both (a) and (b) (d) None of the (a) and (b).

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FEDERAL PUBLIC SERVICE COMMISSION

COMPETITIVE EXAMINATION FOR RECRUITMENT TO POSTS  
IN BPS-17 UNDER THE FEDERAL GOVERNMENT, 2001.

PSYCHOLOGY, PAPER-II

TIME ALLOWED: THREE HOURS

MAXIMUM MARKS: 100

NOTE: Attempt FIVE questions in all, including question No.8 which is  
COMPULSORY. All questions carry EQUAL marks.

1. What are different methods of Developmental psychology and how do psychologists employ theory and research to answer questions and hypotheses of interest?
2. Explain major highlights of physical, perceptual, and social development after birth of a child.
3. Compare and contrast Piaget's theory of cognitive development with information - processing theory.
4. Discuss reliable and valid psychological tool to measure Personality of Pakistani adults and children.
5. Describe basic milestones of Gestalt therapy and Humanistic - Existential therapy. In your opinion which therapy you would employ for treatment?
6. Define Intelligence and Mental Retardation. Differentiate between IQ, and EQ.
7. Discuss the role of work incentives on the basis of theories of Reinforcement.

COMPULSORY QUESTION

8. Write only the correct answer in your answer book. Do not reproduce the questions.
  - (1) The combining of responses or ideas in novel ways is called:  
(a) Exploration (b) Creativity (c) Thinking
  - (2) Group intelligence testing is better than individual testing:  
(a) True (b) False
  - (3) Birth typically occurs after:  
(a) Forty weeks conception (b) Thirty eight weeks conception  
(c) Four weeks conception (d) None of these.
  - (4) Longitudinal researches investigate:  
(a) Behaviour through times as subjects age  
(b) Behaviour of different ages are compared (d) None of these.
  - (5) The cause of abnormal behaviour is only physiological, it is explained by:  
(a) Psycho. model (b) Medical model  
(c) Psychosocial model (d) None of these.
  - (6) One abnormal behaviour was associated to witchcraft:  
(a) True (b) False
  - (7) A feeling of apprehension or tension is:  
(a) Frustration (b) Fear (c) Anxiety

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**PSYCHOLOGY, PAPER-II**

- (8) Which of the following treatments deal with phobias by gradual exposure:  
(a) Super ego control (b) Systematic desensitization  
(c) Reinforcement (d) Dreams (e) None of these.
- (9) The operation of the brain's neurotransmitters are altered because:  
(a) Use of LDS (b) Use of Alcohol (c) None of these
- (10) Researches show that poor performance is the result of:  
(a) Poor conditions (b) Job satisfaction  
(c) Both (a) & (b) (d) None of these.
- (11) Low job satisfaction is likely to bring about high absenteeism:  
(a) False (b) True
- (12) The term Propinquity explains:  
(a) Geographical proximity (b) Why people affiliate with one another.  
(c) Both (a) & (b) (d) None of these.
- (13) Group think refers to:  
(a) deterioration of mental efficiency  
(b) Deterioration of physical energy  
(c) Think tank  
(d) Both (b) and (c) (e) None of these.
- (14) Main functions of stimulants are:  
(a) To alleviate tension (b) to provide energy and alertness  
(c) Prescribed for insomnia (d) None of these.
- (15) Chromosomal anomalies can be recognised by slanting eyes and flat nose, making children like north-eastern Asia is called as:  
(a) Down's syndrome (b) PKU  
(c) Langdon Down's syndrome.
- (16) Character disorders, such as obsessive – compulsive behaviour, are developed due to disturbed parent – child relation in the:  
(a) Later oedipal phase (b) paranoid stage  
(c) Libido (d) None of these.
- (17) According to Piaget, from 2 to 7 years of age, language is developed slowly and gradually, this stage is called:  
(a) Preoperational stage (b) Egocentric thought  
(c) Sensorimotor stage (d) None of these.
- (18) Speechlike but meaningless sounds appear between 3 months to one year is termed as:  
(a) Syntax (b) Babble  
(c) Conversation (d) None of these.
- (19) The ability to deal with new problems and encounters is technically called as:  
(a) Crystallized intelligence (b) G or g – factor of intelligence  
(c) Fluid intelligence (d) None of these.
- (20) The triarchic theory of intelligence suggests that there are:  
(a) Four components (b) Six components  
(c) Three components (d) None of these.

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FEDERAL PUBLIC SERVICE COMMISSION

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COMPETITIVE EXAMINATION FOR RECRUITMENT TO POSTS-  
IN PBS-17, UNDER THE FEDERAL GOVERNMENT, 2002

PSYCHOLOGY, PAPER-I

TIME ALLOWED: THREE HOURS

MAXIMUM MARKS: 100

NOTE: Attempt FIVE questions in all, including QUESTION NO. 8 which is COMPULSORY.  
All questions carry EQUAL marks.

1. How did Behaviorism differ from earlier schools of Psychology? What were the main objections of Gestalt Psychologists about behaviorism?
2. What is the endocrine system? Discuss the role of various hormones in regulating normal human development.
3. How is "Shaping" used to condition a new response? In what ways principles of operant conditioning can be used for improving educational techniques?
4. Elucidate the differences between biogenic and sociogenic motives. How does Maslow's Hierarchy of Motives explain the relative standing of these motives? Give examples.
5. What are the main determinants of perception? Explain the effects of learning and motivation on perception.
6. Critically evaluate Freud's theory of Personality development.
7. Write short notes on any TWO of the following:
 

(i) Formation of opinions and attitudes.	(ii) Prejudice.
(iii) International tension.	(iv) Group norms.

COMPULSORY QUESTION

8. Write only the correct choice in the Answer Book. Don't reproduce the statement.

1	The junction where the axon of a sending neuron communicates with a receiving neuron is called the:		(a) Reputake site		(b) Receptor site
			(c) Synapse		(d) Axon terminal
			(e) None of these.		
2	The autonomic nervous system differs from the somatic nervous system in that its operation is largely:		(a) Involuntary		(b) Voluntary
			(c) Controlled by the brain		(d) Controlled by the spinal cord
			(e) None of these.		
3	The most fundamental principle of perceptual organization is called the:		(a) Figure-ground relationship		(b) Volley principle
			(c) Dark adaptation phenomenon		(d) Law of closure
			(e) None of these.		
4	Which of the following phenomena was studied by Parlor:		(a) Maturation		(b) Animal cognition
			(c) Operant conditioning		(d) Classical conditioning
			(e) None of these.		
5	What can occur if a person believes that a connection exists between an act and its consequences when there is no relationship between the two?		(a) Classical conditioning		(b) Superstitious behavior
			(c) Shaping		(d) Sequential learning
			(e) None of these.		
6	Advertisers place beautiful people or likable places and objects with the products they are trying to sell because these items:		(a) Distract from the disadvantages of the product		(b) Cause pleasant feelings to be evoked
			(c) Are part of the product's basic utilities		(d) Are just elements of scenery.
			(e) None of these.		
7	The body's natural tendency to maintain a state of internal balance or equilibrium is called:		(a) Arousal		(b) Opponent process
			(c) Homeostasis		(d) Instinct
			(e) None of these.		

8	Concerns with meeting standards of excellence and accomplishing difficult tasks refers to the need for:			
	(a) Affiliation	(b) Achievement		
	(c) Power	(d) Apperception.		
	(e) None of these.			
9	Which of the following conditions is not associated with prolonged sensory deprivation:			
	(a) Inability to concentrate	(b) A satisfying, relaxed feeling		
	(c) Hallucinations	(d) Confusion		
	(e) None of these.			
10	Presence of others may interfere with performance due to:			
	(a) Social inhibition	(b) Social loafing		
	(c) Distraction	(d) All of these.		
	(e) None of these.			
11	Psychology has been defined by psychologists as:			
	(a) The study of behavior	(b) The study of mental activity		
	(c) The science that studies behavior and mental processes	(d) All of these.		
	(e) None of these.			
	..... look at a distant object, we usually judge its size by:			
	(a) Object size	(b) Perspective size		
	(c) A compromise between object size and perspective size	(d) Retinal size		
	(e) None of these.			
13	The view that we are born with the ability to perceive the way we do it is held by:			
	(a) Sensory psychologists	(b) Nativists		
	(c) Empiricists	(d) Contemporary psychologists		
	(e) None of these.			
14	The ability to focus on stimuli in which we are interested while resisting distracting stimuli is called:			
	(a) Concentrated attending	(b) Stimulus focusing		
	(c) Selective attention	(d) Structured perceiving		
	(e) None of these.			
15	In Freud's theory of personality:			
	(a) The ego obeys the reality principle	(b) The id operates by secondary process thinking		
	(c) The superego obeys the pleasure principle	(d) The ego operates by primary process thinking.		
	(e) None of these.			
16	Trait Theory have been criticized on the ground that:			
	(a) Traits may be highly dependent on the situation	(b) Moderator variable are often very influential		
	(c) They often do not specify how traits are organized within the personality	(d) All of the (a), (b) and (c)		
	(e) None of the (a), (b) and (c).			
17	When we receive mixed information about a person, we tend to base our impression on the information that is:			
	(a) Favorable	(b) Unfavorable		
	(c) Received first	(d) Received last		
	(e) None of these.			
18	Most of the social-psychological research on attitude change has been generated by theories concerning:			
	(a) Consistency in attitudes and behavior	(b) Cognitive dissonance		
	(c) Self-perception	(d) Attribution		
	(e) None of these.			
19	The public opinion survey is:			
	(a) A passive record of opinion	(b) Limited to what the public believes at one moment in time		
	(c) Generally ignored by successful politicians	(d) Increasingly helping to shape opinion as well as measure it.		
	(e) None of these.			
20	The objectivity of science lies in:			
	(a) The capability of scientists to avoid the prejudices of their society	(b) The choice of questions studied		
	(c) Its methodology	(d) All of these.		
	(e) None of these.			

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IN PBS-17, UNDER THE FEDERAL GOVERNMENT, 2002

PSYCHOLOGY, PAPER-II

**TIME ALLOWED: THREE HOURS**

**MAXIMUM MARKS: 100**

**NOTE:** Attempt FIVE questions in all, including QUESTION NO. 8 which is **COMPULSORY**. All questions carry **EQUAL** marks.

1. Discuss why growth, maturation, and learning are considered important to our understanding of human development.
2. Compare and contrast Longitudinal and Cross-sectional methods, identifying the advantages and limitations of each.
3. What is chromosomal abnormality? Discuss the causes and consequences of chromosomal abnormalities for later development.
4. Describe Piaget's view of the cognitive development process, and define the roles of schemes, assimilation, accommodation and equilibrium in the process.
5. What are the different sources of information in clinical diagnosis? Why training and official permission is essential for a practicing psychotherapist?
6. Compare and contrast the Rational Emotive Theory of Ellis and Cognitive Theory of Beck.
7. Give a critical appraisal of biological and sociological factors contributing to maladjustment of youth and crime in our society.

**COMPULSORY QUESTION**

8. Write only the correct choice in the Answer Book. Don't reproduce the statement.

1	What are the problems associated with low birth weight?	
	(a) Susceptibility to infection	(b) Difficulty maintaining body temperature
	(c) Difficulty with breathing, sucking, swallowing and digestion	(d) All of the (a), (b) and (c).
	(e) None of the (a), (b) and (c).	
2	According to Piaget, the major accomplishment of the sensorimotor stage is:	
	(a) Abstract thinking	(b) Egocentrism
	(c) Centration	(d) Object permanence
	(d) None of these.	
3	During the stage of concrete operations children:	
	(a) Understand the concept of reversibility	(b) Do not yet understand the concept of conservation
	(c) Are able to solve abstract problems	(d) None of these.
4	Studies show that an "authoritarian family" tends to produce an adolescent who is:	
	(a) Dependent and obedient	(b) Self-reliant
	(c) Independent but reserved	(d) Surface-compliant but rebellious underneath.
5	Child-rearing methods in Pakistan:	
	(a) Differ little from those in other countries	(b) Differ from one social class to the next
	(c) Have changed very little over the past fifty years	(d) Are now pretty much the same from one social class to the next
6	According to Erikson's theory, the struggle during adolescence is:	
	(a) Intimacy versus isolation	(b) Initiative versus guilt
	(c) Identity versus role confusion	(d) Competence versus inferiority

7	A major defining characteristic of personality disorders is that they:			
	(a)	Are pathological, more from society's view than from that of the persons who have them	(b)	Reflect a lack of contact with reality
	(c)	Are comparatively easy to treat	(d)	Are frequently reactive, i.e. short term responses to stress
8	The behavioral interpretation of depression relates it to "learned helplessness". The most obvious symptom of this condition is:			
	(a)	Passivity	(b)	Increased appetite
	(c)	Excessive counter aggressiveness when threatened	(d)	An increase in random maladaptive behavior.
9	Behavior therapists believe that insight is:			
	(a)	A worthwhile goal	(b)	Non sufficient for behavior change
	(c)	Not necessary for behavior change	(d)	All of these.
10	The suggested cause of abnormal behavior, from the cognitive perspective is:			
	(a)	Faulty learning	(b)	Early childhood experiences
	(c)	Unconscious, unresolved conflicts	(d)	Faulty thinking.
11	The most frequently occurring major psychological disorder is:			
	(a)	Phobias	(b)	Schizophrenia
	(c)	Depression	(d)	Bipolar disorder
12	Person-centered therapy is best described as:			
	(a)	Confrontive	(b)	Structured
	(c)	Nondirective	(d)	Objective
13	Systematic desensitization is used in treatment of:			
	(a)	Schizophrenia	(b)	Mood disorders
	(c)	Phobias	(d)	Somatoform disorders
14	Guilford's structure of Intellect Model of intelligence is notable because:			
	(a)	It separates operations from content and product	(b)	It rejects the idea of a gender factor
	(c)	It yields 180 unique intellectual factors	(d)	All of these.
15	The most important criterion of whether an individual should be considered retarded is that individual's:			
	(a)	Social competence	(b)	Mental age
	(c)	I.Q.	(d)	Ability to learn to speak
16	Improved job satisfaction results in ..... in work performance and ..... in turnover.			
	(a)	Decrease; decrease	(b)	Increase; no change
	(c)	Increase; increase	(d)	No change; decrease
17	Some employers allow their employees to create their own schedules within set parameters. This is called:			
	(a)	Job sharing	(b)	Job enrichment
	(c)	Time sharing	(d)	Flextime
18	All of the following are some of the major sources of work stress EXCEPT:			
	(a)	Little control	(b)	Shift work
	(c)	High decision latitude	(d)	Discrimination
19	Bonuses, recognition awards, praise and time off improve motivation through the application of:			
	(a)	Performance appraisal	(b)	Benefits
	(c)	Reinforcement	(d)	Objective criteria
20	The Binet-Simon Scale was adapted for American use by:			
	(a)	Thurstone	(b)	Terman
	(c)	Wechsler	(d)	Binet

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COMPETITIVE EXAMINATION FOR RECRUITMENT TO POSTS IN PBS-17, UNDER THE FEDERAL GOVERNMENT, 2003

PSYCHOLOGY, PAPER-I

TIME ALLOWED: THREE HOURS MAXIMUM MARKS: 100

NOTE: Attempt FIVE questions in all, including Question No. 8 which is COMPULSORY. All questions carry EQUAL marks. Write clearly.

- 1. What makes STRUCTURILSM stand out as different from other schools and how it fits in the recent trends in Psychology? Discuss.
2. Describe and explain the role of PERIPHERAL nervous system in determining the overt behavior of an organism.
3. Give a comprehensive account of primary (major) and secondary parameters for inculcating a desired response through CONDITIONING.
4. Describe HOW and WHAT SECONARY MOTIVES determine one's course of action in practical life.
5. Elucidate determinents of PERCEPTION (any 5 out of listed 7) lodged within the individual alone.
6. Describe the role of SOCIO-CULTURAL factors in the development of Personality.
7. How PREJUDICES are formed? What role media can play in minimizing the hostile feelings? Discuss.

COMPULSORY QUESTION

8. Write only the correct answer in the Answer Book. Do not reproduce the statement.

- (1) The term phenomenology refers to: (a) A science of perception (b) Detailed analysis of our sensations (c) "naive" description of our immediate experiences (d) scientific study of "queer" occurrences (e) None of these
(2) The degree of concentration or dilution of a colour is known as its: (a) brightness (b) hue (c) volume (d) saturation (e) None of these
(3) Differences in perception among species depends upon: (a) Habitat (b) complexity of nervous system (c) Receptor mechanism (d) all of the above (e) None of these
(4) Psychophysics is the study of the relationships between: (a) Sensory attributes and physical energy (b) Stimuli and physical energies (c) Perception and physiological process (d) Psychology and physics (e) None of these
(5) The concept of adaptation level was introduced by : (a) Brown (b) Helson (c) Wertheimer (d) Kohler (e) None of these
(6) Convergence of the eyes is controlled primarily by: (a) Extrinsic muscles of the eye (b) curvature of lens (c) ciliary muscles of eye (d) muscles of iris (e) None of these

**PSYCHOLOGY, PAPER-I**

- (7) Factors predisposing an individual toward feeling of jealousy include:  
(a) Self-hate  
(b) insecurity in self-conception  
(c) lack of intensity of feelings of love  
(d) all of the above  
(e) None of these
- (8) The so-called primary emotions include:  
(a) Pain, fear, hate, live (b) shame, guilt, anger, grief  
(c) joy, fear, anger, grief (d) all of the above  
(e) None of these.
- (9) Coping behavior is:  
(a) often unconscious (b) a form of habitual behavior  
(c) always goal-directed (d) usually carried out casually  
(e) None of these.
- (10) Deficiency motivation is to abundance motivation as:  
(a) desire is to need (b) innate is to learned  
(c) primary is to secondary (d) need is to desire  
(e) None of these
- (11) The concept of homeostasis most closely associated with the name:  
(a) Richter (b) Cannon  
(c) Levin (d) Warden  
(e) None of these
- (12) McClelland's method of measuring the achievement motive made use of:  
(a) self-ratings (b) fantasy  
(c) parent's estimates of level of aspiration (d) activity level  
(f) None of these
- (13) Sources of frustration include:  
(a) environmental lacks (b) environmental obstacles  
(c) incompatibles motives (d) all of the above  
(e) None of these
- (14) The "local" stimulus theory of hunger is associated with the name of:  
(a) cannon (b) Beach  
(c) Ingram (d) Anderson  
(f) None of these
- (15) The Cannon-Bard theory of emotions emphasizes the role of the:  
(a) skeletal muscles (b) thalamus & hypothalamus  
(c) hormonal system (d) All of the above  
(e) None of these
- (16) An insufficient supply of thyroid harmon can result in:  
(a) increased metabolic rate (b) cretinism  
(c) increased emotionality (d) None of these
- (17) The so-called "master gland" which helps control the activities of various ductless glands is the:  
(a) adrenal medulla (b) thyroid  
(c) anterior pituitary (d) gonad  
(e) None of these
- (18) The term "reinforcement" refers to the pairing of:  
(a) CS and US (b) CR and UR  
(c) US and UR (d) CS and CR  
(e) None of these
- (19) One of the following is not a method of measuring retention:  
(a) recognition (b) relearning  
(c) recall (d) reminiscence  
(e) None of these
- (20) When new acquisitions improve retention of the old, we speak of:  
(a) positive transfer (b) negative transfer  
(c) reproductive facilitation (d) reproductive interference  
(e) None of these

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# FEDERAL PUBLIC SERVICE COMMISSION

## COMPETITIVE EXAMINATION FOR RECRUITMENT TO POSTS IN PBS-17, UNDER THE FEDERAL GOVERNMENT, 2003

### PSYCHOLOGY, PAPER-II

**TIME ALLOWED: THREE HOURS** **MAXIMUM MARKS: 100**

**NOTE:** Attempt **FIVE** questions in all, including **Question No. 8** which is **COMPULSORY**. All questions carry **EQUAL** marks. Write clearly.

1. Describe the methods used for studying infant behaviour with special reference to psychological and physical characteristics of infant.
2. Highlight the self-evident milestones in the process of development of logical thinking stage in early childhood.
3. Elucidate the sources of information used in clinical diagnosis.
4. Give a critical appraisal of Rational Emotive Behaviour Therapy highlighting its merits and limitations.
5. What psycho-sociological factors can be identified as mainly responsible for juvenile delinquent behaviour with reference to Pakistan? Discuss and suggest practical remedies.
6. What is Job-satisfaction? Describe the role of INTRINSIC and EXTRINSIC factors as determiners of job-satisfaction or dissatisfaction.
7. Briefly describe each of the following as being identified characteristically distinct from each other:  
(a) Psychosomatic disorders (b) Psychosis  
(c) Character disorders (d) Psychoneurotic disorders

#### COMPULSORY QUESTION

8. Write only the correct answer in the Answer Book. Do not reproduce the statement.
  - (1) The social distance scale is mainly a measure of:  
(a) Ethnic attitude (b) cohesiveness of a group  
(c) upward social mobility (d) social class differences  
(e) None of these
  - (2) A person has attitudes toward:  
(a) All possible objects  
(b) all objects which are perceived by him  
(c) all objects which exist in his own life-space  
(d) None of the above is true
  - (3) So-called "functional" and "organic" psychoses are:  
(a) really both functional in origin  
(b) really both organic in origin  
(c) clearly differentiated as to origin  
(d) not clearly distinguishable
  - (4) Which one of the following is not listed as a classification of psychoneuroses?  
(a) Phobic reactions (b) conversion reactions  
(c) neurasthenic reactions (d) delusional reactions  
(e) None of these
  - (5) Psychoneurosis tend to be:  
(a) severer than the psychoses (b) milder than neuroses  
(c) milder than psychoses  
(d) about the same severity as the psychoses (e) None of these
  - (6) In essence the defense mechanisms are:  
(a) defenses against anxiety  
(b) ways of convincing others of one's rightness  
(c) escape reactions (d) conscious self-deceptions  
(e) None of these

**PSYCHOLOGY, PAPER-II**

- (7) The Thematic Apperception Test is a:  
(a) Situational test (b) performance test  
(c) projective test (d) personality inventory  
(e) None of these
- (8) Psychosomatic disorders are best illustrated by:  
(a) Asthma caused by anxiety (b) neurotic anxiety  
(c) insomnia (d) over-eating  
(e) None of these.
- (9) Dependence, passivity and greediness are regarded as traits found in the so-called:  
(a) anal character (b) phallic stage (c) oral character  
(d) genital stage (e) None of these
- (10) Probably the most insidious form of defense mechanism is:  
(a) reaction-formation (b) defensive identification  
(c) projection (d) withdrawal (e) None of these
- (11) Endomorphy is to ectomorphy as:  
(a) love of comfort is to social inhibition  
(b) social inhibition is to love of comfort  
(c) love of comfort is to need for action  
(d) need for action is to social inhibition  
(e) None of these
- (12) Personality inventories are:  
(a) subjectively scored (b) objectively scored  
(c) always scored on a priori basis  
(d) always scored on an empirical basis (e) None of these
- (13) The difficulty with type theories of personality is that they are:  
(a) too simple (b) too contradictory (c) too arbitrary  
(d) all of these (e) None of these
- (14) The concept of introversion and extroversion was advanced by:  
(a) Spranger (b) Kretschmer (c) Jung  
(d) Jaensch (e) None of these
- (15) The term "germ cell" when used in genetics refers to:  
(a) somatic cells (b) body cells  
(c) ova and sperm cells (d) both (a) and (b) above  
(e) None of these
- (16) The over-all bodily and mental growth curves for man:  
(a) diverge at puberty age (b) run parallel courses  
(c) show drop at puberty age (d) both (b) and (c) above  
(e) None of these
- (17) As the individual continues his growth after birth, the neural cell in his brain:  
(a) change in their chemical composition (b) increase in number  
(c) both (a) and (b) above (d) None of these
- (18) With the onset of puberty, the rate of growth of:  
(a) all bodily organs slows down  
(b) intellectual development slows down  
(c) both (a) and (b) above are true  
(d) neither (a) and (b) above is true
- (19) To mark the onset and termination of adolescence:  
(a) physiological measures are usually used for both boys and girls.  
(b) physiological measures are usually used for girls, but not for boys.  
(c) physiological measures are usually used for the onset but not for the end of adolescence.  
(d) psychological measurements are usually used for both boys and girls.
- (20) The prototype of the modern intelligence test for children was first developed by:  
(a) Stanford (b) Terman (c) Binet  
(d) Wechsler (e) None of these

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**FEDERAL PUBLIC SERVICE COMMISSION**  
**COMPETITIVE EXAMINATION FOR RECRUITMENT TO POSTS**  
**IN BPS-17, UNDER THE FEDERAL GOVERNMENT, 2004**

**PSYCHOLOGY, PAPER-I**

**TIME ALLOWED: THREE HOURS**

**MAXIMUM MARKS: 100**

**NOTE:** Attempt **FIVE** questions in all, including **Question No. 8** which is **COMPULSORY**. All questions carry **EQUAL** marks. Write clearly.

1. Describe the aims and methods of **STRUCTURALISM** and **FUNCTIONALISM**.
2. Name and define the three major sub divisions of the **BRAIN** and describe their functions.
3. Compare and contrast the principles of **OPERANT** and **CLASSICAL** conditioning and describe the impact of classical conditioning on everyday life.
4. How attitudes are formed? Discuss the role of learning and direct experience in formation of attitudes.
5. Critically evaluate the theories of emotions.
6. Define **PERSONALITY**. Discuss in detail different types of **PERSONALITY TESTS**.
7. Define **PERCEPTUAL CONSTANCY**. Explain the influences that allow us to perceive constant size, shape and brightness.

**COMPULSORY QUESTION**

8. Write only the correct answer in the Answer Book. Do not reproduce the question.
  - (1) The peripheral nervous system is made up of:
 

(a) axons and dendrites	(b) the brain and the spinal cord
(c) the automatic and somatic nervous systems	
(d) the sympathetic and parasympathetic nervous systems	
(e) None of these	
  - (2) Two adrenal hormones which also appear to function as neurotransmitters in the brain are:
 

(a) dopamine and serotonin	(b) progesterone and testosterone
(c) epinephrine and nor epinephrine	(d) insulin and toberone
(e) None of these	
  - (3) The detection of physical energy emitted or reflected by physical objects; it occurs when energy in the external environment or the body stimulates receptors in the sense organs:
 

(a) Cognition	(b) sensation	(c) perception
(d) adaptation	(e) None of these	
  - (4) Which of following is a dimension of visual experience:
 

(a) loudness	(b) pitch	(c) timbre
(d) brightness	(e) None of these	
  - (5) All human senses evolved for the same purpose to:
 

(a) increase our ability to enjoy the environment
(b) make us more aware of our feelings and internal states.
(c) provide information that could improve our ability to communicate
(d) help us survive
(e) None of these
  - (6) The fovea and the blind spot are both features of the:
 

(a) cornea	(b) lens	(c) retina
(d) pupil	(e) None of these	
  - (7) Which of the following is the best example of a primary reinforcement?
 

(a) food	(b) money	(c) pay check
(d) new clothes	(e) None of these	

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**PSYCHOLOGY, PAPER-I:**

- (8) Which of the following could be attributed to Tolman's research:  
(a) discovery of the law of effect  
(b) the concept of cognitive map  
(c) the negative effect of punishment  
(d) the role of classical conditioning in the formation of phobic disorders  
(e) None of these
- (9) Which of the following factors influence the impact of interference on learning:  
(a) the nature of the material being learned  
(b) the organization and meaningfulness of the information learned  
(c) the type of activity that follows studying  
(d) all of the above (e) None of these
- (10) Which of the following psychologists developed the need/drive theory of motivation:  
(a) Clark Hull (b) Abraham Maslow (c) Robert Plutchik  
(d) Water cannon (e) None of these
- (11) Which of the following orders of Maslow's hierarchy of needs is correct:  
(a) safety, physiological, belongingness, self actualization, esteem  
(b) belongingness, esteem, physiological, safety, self actualization  
(c) physiological, belongingness, safety, esteem, self actualization  
(d) physiological, safety, belongingness, esteem, self actualization  
(e) None of these
- (12) Central traits:  
(a) were suggested by a behaviourist to explain behaviour  
(b) organize and control behaviour across many situations  
(c) are more situations specific than are secondary traits  
(d) are seen in growth – oriented individuals.  
(e) None of these
- (13) Norms are influenced by:  
(a) the surrounding culture (b) the surrounding sub culture  
(c) the context of the situation (d) all of the above (e) None of these
- (14) Discrepancies between attitudes lead to:  
(a) prejudice (b) cognitive dissonance  
(c) the fundamental attribution error (d) relative deprivation  
(e) None of these
- (15) Many of the neo Freudians have modified freuds original theory of personality to give more emphasis to:  
(a) childhood sexuality (b) social and culture factors  
(c) differences between the sexes (d) unconscious forces  
(e) None of these
- (16) Motivation is defined as an inferred process within a person that causes the organism to move toward:  
(a) a goal (b) all other organisms (c) a homeostatic state  
(d) higher levels in the hierarchy of needs (e) None of these
- (17) In which motivational conflicts one must choose between "the lesser of two evils":  
(a) approach – approach (b) approach – avoidance  
(c) avoidance - avoidance (d) multiple approach – avoidance  
(e) None of these
- (18) Which of the following identified universal symbolic images that appears in myths, art, dreams, and other expressions of the collective unconscious?  
(a) Freud (b) Adler (c) Jung  
(d) Horney (e) None of these
- (19) Raymond B Cattell advanced the study of personality traits by using a statistical method called:  
(a) locus of control (b) identification (c) factor analysis  
(d) phrenology (e) None of these
- (20) Perfection is a problem that is most associated with the:  
(a) id (b) ego (c) super ego (d) ego and super ego  
(e) None of these

# FEDERAL PUBLIC SERVICE COMMISSION

## COMPETITIVE EXAMINATION FOR RECRUITMENT TO POSTS IN BPS-17 UNDER THE FEDERAL GOVERNMENT, 2004.

### PSYCHOLOGY, PAPER-II

**TIME ALLOWED: THREE HOURS**

**MAXIMUM MARKS: 100**

**NOTE:** Attempt **FIVE** questions including **QUESTION NO. 8** which is **COMPULSORY**.  
All questions carry **EQUAL** marks. Write clearly.

1. Differentiate between Growth and Development. Describe the influence of nature and nurture on Development.
2. Discuss the ways in which abnormal behaviour has been defined.
3. Define Behaviour Theory. Describe its basic features and assumptions on which it is based.
4. What do you understand by Intelligence? How can be Intelligence assessed?.
5. List the components that interact to influence drug addiction in Pakistan. Suggest practical remedies.
6. Describe the principles and stages of Piaget's Theory of Cognitive Development.
7. Discuss biological and psychosocial theories that attempt to explain schizophrenia. State the major criticism for each theory.

### COMPULSORY QUESTION

8. Write only the correct answer in the Answer Book. Do not reproduce the question.
  - (1) Which of the following represents a correct sequence:
    - (a) zygote, fetus, embryo, neonate, infant
    - (b) zygote, embryo, neonate, fetus, infant
    - (c) embryo, zygote, fetus, neonate, infant
    - (d) zygote, embryo, fetus, neonate, infant
    - (e) None of these
  - (2) Maturation refers to development that occurs as a result of:
    - (a) genetically determined signals
    - (b) instinctive processes
    - (c) homeostatic imbalances
    - (d) an interaction between biology and environment
    - (e) None of these
  - (3) Which of the following is not one of the aspects of development studied by Psychologists?
    - (a) Universal aspects of development
    - (b) Individual differences in development
    - (c) Cultural differences in development
    - (d) Immutable laws of development
    - (e) None of these
  - (4) Which of the following is most likely to lead to high job satisfaction:
    - (a) Matching personality with occupation
    - (b) Promotion practices based on seniority
    - (c) Having an outgoing personality
    - (d) Working alone
    - (e) None of these
  - (5) Which of the following improves worker skills and reduces frustration and stress:
    - (a) job training
    - (b) job analysis
    - (c) access to an employee assistance program
    - (d) an organizational culture
    - (e) None of these
  - (6) The assessment tools upon which clinicians depend to gather information about their clients belong in which of the following categories?
    - (a) interviews
    - (b) tests
    - (c) observations
    - (d) all of these choices
    - (e) None of these

**PSYCHOLOGY, PAPER-II:**

- (7) Which of the following tests is likely to have the highest reliability:  
(a) the TAT (b) the Rorschach (c) the MMPI  
(d) the Draw-a-Person tests (e) None of these
- (8) Clinicians attempting to systematically assess the abnormal behavior of a client will frequently:  
(a) rely primarily on personality tests (b) employ a battery of tests  
(c) rely primarily on projective tests (d) rely primarily on neuropsychological tests  
(e) None of these
- (9) The best definition of psychotherapy includes:  
(a) a sufferer, a healer and a systematic interaction between the two  
(b) a healer that uncovers unconscious conflicts and heals the personality  
(c) the removal of symptoms about which the patient complains  
(d) the use of talking and drugs to change behavior.  
(e) None of these
- (10) Psychodynamic therapists believe that maladaptive behaviour stems from:  
(a) disturbed thought patterns (b) inappropriate learning patterns  
(c) a failure to live up to one's full potential  
(d) emotional trauma experienced in childhood  
(e) None of these
- (11) Which of the following therapists makes extensive use of role-playing?  
(a) Client-centered therapists (b) Psychoanalytic therapists  
(c) existential therapists (d) gestalt therapists  
(e) None of these
- (12) Client-centered therapy is most consistent with the:  
(a) behavioural approach (b) Cognitive approach  
(c) Psychodynamic approach (d) humanistic approach  
(e) None of these
- (13) Illnesses that seem to result from an interaction of physical and psychological factors are called:  
(a) hysterical (b) psychosomatic (c) somatic  
(d) conversion disorders (e) None of these
- (14) Chromosomal mapping studies have found that:  
(a) schizophrenia does not appear to have genetic component  
(b) schizophrenia does appear to have a genetic component  
(c) adoption studies do not reveal anything about schizophrenia  
(d) There is a single cause of schizophrenia  
(e) None of these
- (15) The leading cause of mind retardation is believed to be:  
(a) fetal alcohol syndrome (b) organic brain syndrome  
(c) environmental factors (d) inherited traits (e) None of these
- (16) Therapists who focus on altering faulty thought processes are:  
(a) cognitive therapists (b) humanistic therapists  
(c) biological therapists (d) psychodynamic therapists  
(e) None of these
- (17) In general, children who score well on IQ tests have parents who:  
(a) pay for tutors and special schools (b) have very high IQ's  
(c) punish them if they fail to do well  
(d) spend time with them and actively encourage their development  
(e) None of these
- (18) One hall mark of projective tests is that they:  
(a) are multiphasic (b) are criterion referenced  
(c) require responses to ambiguous stimuli (d) measure only one trait  
(e) None of these
- (19) When psychological tests are used in personnel selection, an important concern regarding the tests is:  
(a) cost (b) ease of administration (c) validity  
(d) objectivity (e) None of these
- (20) A conversion disorder is characterized by:  
(a) functional impairment of a limb or sensory ability with no apparent physical cause  
(b) severe pain with no apparent cause  
(c) a constant fear of becoming seriously ill  
(d) frequently vague complaints of physical symptoms



**FEDERAL PUBLIC SERVICE COMMISSION**  
**COMPETITIVE EXAMINATION FOR RECRUITMENT TO POSTS**  
**IN BPS-17, UNDER THE FEDERAL GOVERNMENT, 2005**

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**PSYCHOLOGY, PAPER-I**

TIME ALLOWED: THREE HOURS

MAXIMUM MARKS: 100

**NOTE:** Attempt **FIVE** questions in all, including **QUESTION NO.8**, which is **COMPULSORY**. All questions carry **EQUAL** marks. Write clearly.

1. Highlight and describe the main Motivational Factors which regulate the degree and quality of LEARNING.
2. How do you conceptualize 'SELF-ACTUALIZATION' ? What STAGES, according to Maslow, it has to pass through to reach the GOAL? Discuss.
3. What is meant by 'DETERMINANTS OF PERCEPTION' ? Describe atleast 5 out of 8 such major factors.
4. Describe the role of HOME & SCHOOL ENVIRONMENT in shaping of one's PERSONALITY.
5. What is implied by the Process of SOCIALIZATION? Enumerate and describe the impact of major agents of SOCIAL CHANGE.
6. Comment on Recent Trends in Psychology as viewed by BEHAVIOURISTS.
7. What is GROUP DYNAMICS? Describe the role, in your opinion, it can play in diffusing the Tension at National and International level. Discuss.

**COMPULSORY QUESTION**

8. Write only the correct answer in the Answer Book. Do not reproduce the question.
- (1) By the perceptual organization of stimuli the person's span of attention is:  
(a) increased (b) decreased (c) divided  
(d) unaffected (e) None of these
  - (2) Figural aftereffects pertain to distortion:  
(a) in memory of figures (b) caused by ambiguity of figures  
(c) caused by prolonged fixation of figures  
(d) caused by oscillation of attention (e) None of these
  - (3) One of the following is not a monocular depth cue:  
(a) Interposition (b) Relative movement (c) Convergence  
(d) Accommodation (e) None of these
  - (4) The cerebellum and cerebrum are:  
(a) functionally independent (b) bilaterally symmetrical  
(c) found in the midbrain (d) in front the central fissure  
(e) None of these
  - (5) Factors predisposing an individual towards feeling of jealousy include:  
(a) lack of intensity of feelings of love (b) insecurity in self-conception  
(c) self-hate (d) all of these (e) None of these
  - (6) Copying behaviour is:  
(a) often unconscious (b) a form of habitual behaviour  
(c) always goal-directed  
(d) usually carried out with minimal attention (e) None of these

Page 1 of 2

PSYCHOLOGY, PAPER-I

- (7) Self-assertive behaviour is an example primarily of:  
(a) an abundancy motive (b) a stimulation motive  
(c) a survival motive (d) a security motive (e) None of these
- (8) The concept of homeostasis most closely associated with the name of:  
(a) Richter (b) Cannon  
(c) Levin (d) Warden (e) None of these
- (9) The approach-approach conflict involves:  
(a) a stable equilibrium (b) an unstable equilibrium  
(c) an oscillation of (a) & (b) (d) neither (a) nor (b)  
(e) None of these
- (10) The two parts of autonomic nervous system are:  
(a) voluntary and involuntary (b) cerebrospinal and cortical  
(c) thalamus and hypothalamus (d) sympathetic and parasympathetic  
(e) None of these
- (11) Which of the following is not a law of perceptual grouping?  
(a) proximity (b) similarity  
(c) constancy (d) continuation (e) None of these
- (12) In Pavlovian conditioning the learned response is:  
(a) CS (b) CR  
(c) UCS (d) UCR (e) None of these
- (13) Thorndike's "Law of effect" was an early form of the present day principle of:  
(a) extinction (b) contiguity  
(c) reinforcement (d) trial and error (e) None of these
- (14) When new acquisition improve retention of the old, we speak of:  
(a) positive transfer (b) negative transfer  
(c) reproductive facilitation (d) reproductive interference  
(e) None of these
- (15) Of the following, one is not a measure of retention:  
(a) recognition (b) recall  
(c) relearning (d) reminiscence (e) None of these
- (16) Typically the curve obtained in discrimination learning in animals is:  
(a) positively accelerated (b) linearly accelerated  
(c) negatively accelerated (d) S-shaped (e) None of these
- (17) Development of any skill depends intimately on:  
(a) muscle facility (b) feedback  
(c) abstractions (d) kinesthetic stimulation (e) None of these
- (18) The theory of personality in which "basic anxiety" is the primary concept was associated with the name:  
(a) Fromm (b) Sullivan  
(c) Horney (d) Murray (e) None of these
- (19) In the perception of people, feedback will serve to:  
(a) correct an inaccurate initial perception  
(b) confirm an accurate initial perception  
(c) stabilize an inaccurate initial perception  
(d) any of the above would be true (e) None of these
- (20) The essential feature of Client-centered therapy is:  
(a) the giving of reassurance to the client.  
(b) the facilitating the client to arrive at his own insight about his problems.  
(c) It's directive character.  
(d) it's emphasis upon searching for deep unconscious aspects of the problem.  
(e) None of these.

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# FEDERAL PUBLIC SERVICE COMMISSION

## COMPETITIVE EXAMINATION FOR RECRUITMENT TO POSTS IN BPS-17, UNDER THE FEDERAL GOVERNMENT, 2005

### PSYCHOLOGY, PAPER-II

TIME ALLOWED: THREE HOURS

MAXIMUM MARKS: 100

NOTE: Attempt FIVE questions in all, including QUESTION NO.8, which is  
COMPULSORY. All questions carry EQUAL marks. Write clearly.

1. Highlight and describe the Developmental irregularities during Pre-natal period of development and their probable causes.
2. During Early Childhood significant EMOTIONAL DEVELOPMENT begins to manifest. Describe the Characteristic Pattern of development.
3. Describe the potential Sources of Information on which a RELIABLE CLINICAL DIAGNOSIS can be based.
4. Comment on MENTAL RETARDATION and describe as to what best can be done to cope with it? Discuss.
5. What is implied by MALADJUSTMENT? Can increasing rate of Crime be attributed to this Factor alone? Discuss.
6. Briefly describe the distinguishing features of each of the following:  
(a) Psychoneurotic disorder (b) Psychosis  
(c) Psychosomatic disorder (d) Character disorder
7. What, in your opinion, needs to be looked into by an Industrial Psychologist to ensure the smooth functioning of an industrial organization? Discuss.

### COMPULSORY QUESTION

8. Write only the correct answer in the Answer Book. Do not reproduce the question.
  - (1) Studies on maturation and learning have indicated:  
(a) that environmental stimulation may affect growth  
(b) that some behaviour may affect normal development  
(c) that the two follow independent course  
(d) both (a) & (b) above (e) None of these
  - (2) The over-all bodily and mental curves for man:  
(a) diverge at the age of puberty (b) run parallel courses  
(c) show a drop at the age of puberty (d) both (b) & (c)  
(e) None of these
  - (3) Psychosomatic disorders are best illustrated by:  
(a) asthma caused by anxiety (b) neurotic anxiety  
(c) depression caused by tuberculosis (d) over-eating  
(e) None of these
  - (4) Which one of the following is not listed as classification of psychoneurosis?  
(a) phobic reactions (b) conversion reactions  
(c) delusional reactions (d) neurasthenic reactions  
(e) None of these
  - (5) So-called "functional" & "organic" psychoses are"  
(a) really both functional in origin  
(b) really both organic in origin (c) clearly differentiated as to the origin  
(d) not clearly distinguishable (e) None of these

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**PSYCHOLOGY, PAPER-II**

- (6) Psychodrama is one of the psychotherapeutic technique which basically involves situations representing:  
(a) ego blocking (b) super ego blocking  
(c) primary ego (d) all the above (e) None of these
- (7) Psychodynamic therapist believes that maladaptive behaviour stems from:  
(a) emotional trauma experienced in childhood.  
(b) a failure to live upto one's full potential  
(c) disturbed thought patterns  
(d) inappropriate learning patterns (e) None of these
- (8) The semantic differential scale is used mainly to measure:  
(a) values (b) opinions  
(c) attitudes (d) interests (e) None of these
- (9) While selecting a psychological test for personnel selection, main concern regarding the test is:  
(a) cost (b) ease of administration  
(c) validity (d) objectivity (e) None of these
- (10) The concept of introversion and extroversion was advanced by:  
(a) Spranger (b) Jung  
(c) Kretchmer (d) Jaensch (e) None of these
- (11) Emergency reactions refer to:  
(a) individual's attempt to cope with an emergency.  
(b) bodily changes accompanying emotions of anger and fear.  
(c) feeling of startle when suddenly stimulated.  
(d) ways that the individual seeks to achieve emotional control.  
(e) None of these.
- (12) Studies show that an "authoritarian" family tends to produce an adolescent who is:  
(a) dependant and obedient (b) independent but reserved  
(c) surface-complaint but rebellious underneath  
(d) Self reliant (e) None of these
- (13) The non-directive approach characterizes:  
(a) psychoanalysis (b) behaviour modification  
(c) client-centered therapy (d) hypnosis (e) None of these
- (14) Child-rearing practices in Pakistan:  
(a) differ little from those in other countries.  
(b) differ from one social class to another.  
(c) have changed very little over past 50 years.  
(d) are now pretty much the same from one social class to the next.  
(e) None of the above observations is correct.
- (15) In Maslow's theory of personality the main concept is that of:  
(a) functional autonomy (b) acquired drives  
(c) interpersonal relations (d) Self-actualization (e) None of these
- (16) According to Erikson's theory, the struggle during adolescence is:  
(a) intimacy /VS/isolation (b) initiative /VS/guilt  
(c) identity /VS/confusion (d) competence /VS/inferiority  
(e) None of these
- (17) According to Clinical psychologists unconscious is:  
(a) a construct (b) a place  
(c) a thing (d) an observation (e) None of these
- (18) Disagreeing with Freud, Erikson emphasized more on:  
(a) conflict (b) racial memory  
(c) adulthood (d) early habits (e) None of these
- (19) The prototype of the modern intelligence test for children was developed by:  
(a) Terman (b) Wechsler  
(c) Binet (d) Stanford (e) None of these
- (20) In Thurston's method of attitude scaling, the key factor is the use of:  
(a) numbers (b) judges (c) reinforcement  
(d) positive and negative items (e) None of these

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