

TB213680V

Reg. No : .....

Name : .....

INTEGRATED M.A . PROGRAMME IN SOCIAL SCIENCES - ECONOMICS EXAMINATION, NOVEMBER 2022

(2021 Admission Regular)

SEMESTER III - CORE COURSE (ECONOMICS)  
EC03C13IM20 - PSYCHOLOGY FOR ECONOMICS

Time : 3 Hours

Maximum Weight : 30

**Part A**

**I. Answer any Eight questions. Each question carries 1 weight**

**(8x1=8)**

1. Explain the concept of psychology in the light of Yoga.
2. Define Modern Psychology.
3. What is Bandura's perspective of personality?
4. Briefly explain the concept of intelligence.
5. Define Social influence.
6. Define Pro-Social Behaviour.
7. Define Perception.
8. Define Personality.
9. Explain Mental Accounting.
10. Define Expected Utility.

**Part B**

**II. Answer any Six questions. Each question carries 2 weight**

**(6x2=12)**

11. What are the subfields of psychology? Explain.
12. How does heredity, environment and intelligence influence the personality?
13. Define Social Cognition and how can we reduce our effort in social cognition.
14. Explain Kelley's theory of causal attribution.
15. Explain the determinants of economic behaviour.
16. Explain function of motivation and personality in economic behaviour.
17. Explain the Psychological factors in negotiation behaviour.
18. Explain reflection effect.

**Part C**

**III. Answer any Two questions. Each question carries 5 weight**

**(2x5=10)**

19. What do you mean by psychology? Explain the Emergence and relevance of psychology.
20. Write an essay on the Nature of personality, Biopsychosocial foundations of personality.
21. Explain the consequences of belonging.
22. Define Negotiation and explain the psychological factors in negotiation behaviour.