

TB243891R

22.11

Reg. No : .....

Name : .....

Integrated M.A . Programme (C.S.S) EXAMINATION, NOVEMBER 2024

2023 ADMISSIONS 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. What is the western perspective of Psychology?
2. Examine psycho dynamic perspective.
3. Explain the psychodynamic perspective on personality.
4. Write a note on humanistic view of personality.
5. Define Social Perception.
6. What is non-verbal communication?
7. Define Motivation.
8. Define Emotions.
9. Explain Mental Accounting.
10. State the axiom of greed.

**Part B**

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

**(6x2=12)**

11. What are the different types of psychology?
12. Write a note on the concept of emotional intelligence.
13. Explain the factors that reduce helping.
14. Explain three types of Heuristics.
15. Write a note on Adaptive expectations theory.
16. Explain the relevance of psychology for economics.
17. Explain the Psychological factors in negotiation behaviour.
18. Explain the axiom of completeness and axiom of greed.

**Part C**

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

**(2x5=10)**

19. Explain in detail the purpose, methods and subfields of psychology.
20. How do you explain the Perspective of personality and concept of intelligence with special reference to modern psychology?
21. Evaluate the psychological consequences of belonging on individual economic behavior, examining how social identity, group membership, and the need for affiliation can influence decision-making.
22. Explain the concept of Negotiation and the strategies and tactics of negotiation.