

Integrated M.A . Programme in Social Sciences (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. How does Vedanta explain about Psychology?
2. What is the western perspective of Psychology?
3. Explain in detail Psychometric approach to intelligence.
4. What is the nature of personality?
5. Define Attitude.
6. Difference between common bonds and common-identity groups.
7. What role do emotions play in the dynamic aspects of economic behavior?
8. Explain how psychological principles help in understanding economic behavior.
9. Define Positional Negotiation.
10. Define utility function.

Part B

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

(6x2=12)

11. Write a note on the early history of the evolution of psychology.
12. What do you mean by Gardner's multiple intelligences?
13. Define Social Cognition and how can we reduce our effort in social cognition.
14. Explain the motives for pro- social behaviour.
15. Examine the Social Influence on economic behaviour.
16. Explain the determinants of economic behaviour.
17. Explain the shape of the value function.
18. Explain the two types of Negotiations.

Part C

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

(2x5=10)

19. How does psychology influence an individual in the everyday economic actions of life?
20. Write an essay on Gardner's multiple intelligences and Emotional Intelligence.
21. What is pro-social behaviour and the factors influencing pro-social behaviour?
22. Explain in detail Mental Accounting.