

**BACHELOR'S DEGREE
PROGRAMME (BDP)
(B. A. PSYCHOLOGY)
Term-End Examination
December, 2025**

BPC-006 : SOCIAL PSYCHOLOGY

Time : 2 Hours

Maximum Marks : 50

Note : *All Sections are compulsory.*

Section—A

Note : *Answer any **two** of the following questions in about **450** words each.*

2×10=20

1. Describe the theories of self-presentation and explain the self-presentation tactics.

5+5

2. Explain the concept of cognitive dissonance and discuss its role in attitude change. 10

3. Delineate the salient features of norms, roles and status. Explain the influence of norms, status and roles on human behaviour. 10
4. Explain norm formation. Describe the factors affecting norm formation. 10

Section—B

Note : Answer any **four** of the following questions in about **250** words each.

4×6=24

5. Describe biases in attribution. 6
6. Define crowd and describe its characteristics. 6
7. Describe the stages of group formation and discuss the dynamics of group processes. 6
8. Describe Asch's experiment on conformity. 6
9. Explain the basic channels of non-verbal communication. 6

[3]

Section—C

Note : Write short notes on any **two** of the following in about **100** words each. $2 \times 3 = 6$

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| 10. Characteristics of social loafing. | 3 |
| 11. Theory of planned behaviour. | 3 |
| 12. Collective hysteria. | 3 |

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