

**PSYCHOLOGY (037)**  
Sample Question Paper — Set 3  
Class XII

**Time Allowed: 3 Hours**

**Maximum Marks: 70**

**General Instructions:**

1. All questions are compulsory unless an internal choice is indicated.
2. Section A (Q1–14): 1 mark each. Answer as directed.
3. Section B (Q15–19): 2 marks each. Word limit: 30 words each.
4. Section C (Q20–23): 3 marks each. Word limit: 60 words each.
5. Section D (Q24–27): 4 marks each. Word limit: 120 words each.
6. Section E (Q28–29): 6 marks each. Word limit: 200 words each.
7. Section F (Q30–33): Case-based questions. 1-mark questions: word limit 20 words; 2-mark questions: word limit 30 words.
8. There is no overall choice, but internal choices have been provided in some questions. Attempt only one option in such questions.

**SECTION – A (14 × 1 = 14 Marks)**

- Q.1** Deepak scores highly on tests of vocabulary and general knowledge, abilities built up over years of schooling and reading. This best reflects: **[1]**
- (A) Fluid intelligence
  - (B) Crystallised intelligence
  - (C) Divergent thinking
  - (D) Emotional intelligence
- Q.2** A researcher asks participants to complete unfinished sentences such as “I feel most anxious when...” to explore their underlying concerns. Which technique is being used? **[1]**
- (A) Structured personality inventory
  - (B) Sentence completion (a projective technique)
  - (C) Behavioural checklist
  - (D) Standardised IQ test
- Q.3** A well-known athlete endorses a sports drink, and many young fans begin to prefer that brand because they admire the athlete. This illustrates attitude formation through: **[1]**
- (A) classical conditioning via association with a liked source
  - (B) operant punishment
  - (C) cognitive dissonance
  - (D) deindividuation
- Q.4** In Behaviour Therapy, systematic desensitisation is primarily used to help a client: **[1]**
- (A) find deeper meaning in a difficult life situation
  - (B) gradually reduce fear responses to a feared stimulus through relaxation and graded exposure
  - (C) analyse childhood conflicts through free association
  - (D) restructure irrational beliefs through logical debate
- Q.5** Facing a heavy workload, Mitali seeks advice from a senior colleague on how to prioritise her tasks and manage her time better. This reflects: **[1]**
- (A) Emotion-focused coping
  - (B) Problem-focused coping through social support
  - (C) Avoidance
  - (D) Denial
- Q.6** Which of the following best illustrates active listening in a therapeutic setting? **[1]**
- (A) The therapist interrupts frequently to share personal opinions.
  - (B) The therapist attends closely to both the words and feelings expressed by the client, reflecting them back accurately.
  - (C) The therapist takes detailed notes throughout without maintaining eye contact.
  - (D) The therapist changes the topic whenever the client becomes emotional.
- Q.7** The General Adaptation Syndrome describes the body’s response to stress in which of the following sequence of stages? **[1]**
- (A) Exhaustion, Resistance, Alarm
  - (B) Alarm, Resistance, Exhaustion
  - (C) Resistance, Alarm, Exhaustion
  - (D) Alarm, Exhaustion, Resistance
- Q.8** Yusuf reports hearing voices that comment on his actions even when no one else is present, and he is convinced these voices are real. This experience is best described as: **[1]**
- (A) A delusion
  - (B) A hallucination
  - (C) An obsession
  - (D) A compulsion
- Q.9** Read the Assertion (A) and Reason (R) given below and choose the correct option: Assertion (A): Behavioural approaches to therapy focus mainly on changing observable behaviour rather than exploring unconscious conflicts. Reason (R): According to the behavioural view, abnormal behaviour is learned in the same way as normal behaviour, through conditioning and reinforcement. **[1]**
- (A) Both A and R are true, and R is the correct explanation of A.
  - (B) Both A and R are true, but R is not the correct explanation of A.
  - (C) A is true, but R is false.
  - (D) A is false, but R is true.
- Q.10** Read the Assertion (A) and Reason (R) given below and choose the correct option: Assertion (A): Social loafing tends to decrease when individual contributions to a group task can be clearly identified. Reason (R): People generally work harder when they know their individual effort is being separately evaluated. **[1]**
- (A) Both A and R are true, and R is the correct explanation of A.

- (B) Both A and R are true, but R is not the correct explanation of A.
- (C) A is true, but R is false.
- (D) A is false, but R is true.

**Q.11** The unifying force that binds group members together and creates a sense of 'we-ness' is known as \_\_\_\_\_. [1]

- (A) Social loafing
- (B) Group cohesiveness
- (C) Group polarisation
- (D) Deindividuation

**Q.12** Priyansh joins a debate club mainly because he wants recognition for his public speaking skills among his peers. His primary motive for joining is best described as the need to \_\_\_\_\_. [1]

- (A) enhance his self-esteem
- (B) enhance his physical safety
- (C) avoid loneliness only
- (D) escape academic responsibilities

**Q.13** Which of the following factors is most likely to make attitude change easier to bring about? [1]

- (A) The attitude is weakly held and not central to the person's identity
- (B) The attitude is extremely strongly held and central to the person's identity
- (C) The person has no information at all about the object of the attitude
- (D) The person is completely isolated from any social influence

**Q.14** A large, temporary gathering of strangers watching a public event, with little coordinated interaction among them, is best described as: [1]

- (A) a team
- (B) a crowd
- (C) a primary group
- (D) an organisation

#### **SECTION – B (5 × 2 = 10 Marks)**

**Q.15** Differentiate between the Psychometric and Information Processing approaches to understanding intelligence. [2]

**Q.16** State any two limitations of projective techniques in personality assessment. [2]

**Q.17** Can culture influence how intelligence is defined and expressed? Give reasons for your answer. [2]

**Q.18** Distinguish between individual tests and group tests of intelligence. [2]

**Q.19 A** State any two strategies to reduce social loafing in a workplace team. [2]

**OR**

**Q.19 B** Why does deindividuation sometimes occur in large groups or crowds? Give two reasons. [2]

#### **SECTION – C (4 × 3 = 12 Marks)**

**Q.20** A telecom company wants to launch a new mobile data plan aimed at school and college students. Describe three important characteristics of this target audience that should be considered while designing the advertisement. [3]

**Q.21** Analyse how vocational training contributes to the rehabilitation of individuals recovering from severe mental illness. [3]

**Q.22** Devika constantly thinks, "If I fail this one exam, my whole future is ruined," which leaves her extremely anxious before every test. How would Rational Emotive Therapy (RET) help Devika manage this thinking pattern? [3]

**Q.23 A** Explain the concept of the 'self' as understood in the Humanistic approach to personality. [3]

**OR**

**Q.23 B** Explain the Cultural approach to the study of personality. [3]

#### **SECTION – D (4 × 4 = 16 Marks)**

**Q.24** Nikhil, who has had little interaction with people from a particular region of the country, has formed strong negative opinions about them based only on media portrayals. Explain the possible sources of his prejudice. [4]

**Q.25** Discuss the effects of prolonged stress on the immune system and overall health. [4]

**Q.26 A** Sana has achieved considerable financial success but feels she has never had the freedom to pursue what she truly values. According to the Humanistic theory of personality, what could explain her feelings? [4]

**OR**

**Q.26 B** Rakesh, a psychologist, wants to assess a client's personality through direct observation of behaviour as part of career guidance. Explain how behavioural analysis can be used for this purpose. [4]

**Q.27** Explain how culture influences the understanding and expression of intelligence, with suitable examples. [4]

**SECTION – E (2 × 6 = 12 Marks)**

**Q.28 A** Describe the symptoms and possible causes of Substance Related and Addictive Disorders. [6]

**OR**

**Q.28 B** Explain the key symptoms of Neurodevelopmental Disorders, with reference to any two examples. [6]

**Q.29 A** Discuss the concept of Emotional Intelligence and explain why it is considered important for success in personal and professional life. [6]

**OR**

**Q.29 B** Describe Howard Gardner’s Theory of Multiple Intelligences. [6]

**SECTION – F (Case-Based Questions)**

**CASE 1**

Read the following passage and answer questions number 30 and 31:

Arvind, a 17-year-old student, experiences sudden, intense episodes of a racing heart, difficulty breathing and a strong fear that he is about to die, even though these episodes come without any warning and last only a few minutes. Between episodes, he has become increasingly worried about when the next one will occur, and has started avoiding public places like the school canteen and buses out of fear of having an episode where he cannot easily leave.

**Q.30** What is the most likely disorder that best explains Arvind’s sudden episodes? [1]

**Q.31** “He has started avoiding public places like the school canteen and buses out of fear of having an episode where he cannot easily leave.” Identify and explain the related condition reflected in this behaviour. [2]

**CASE 2**

Read the following passage and answer questions number 32 and 33:

Sameer works as a customer support executive in a call centre. Over the past few months, the number of complaint calls he handles daily has increased sharply, with strict targets to resolve each call quickly. Initially, he pushed himself to work faster and stayed motivated, but over time he has started feeling constantly exhausted, has trouble sleeping, and finds himself becoming irritable with colleagues and customers alike. He has also started making more errors at work and has begun to dread coming in each day.

**Q.32** Using the General Adaptation Syndrome (GAS) model, identify the stage Sameer is most likely experiencing now. [1]

**Q.33** Predict what might happen to Sameer if the current workload and pressure continue without any change or support. [2]

## PSYCHOLOGY (037)

Marking Scheme — Set 3

Class XII

**Maximum Marks: 70**

### SECTION – A

**Ans.1** (B) Crystallised intelligence [1]

**Ans.2** (B) Sentence completion (a projective technique) [1]

**Ans.3** (A) classical conditioning via association with a liked source [1]

**Ans.4** (B) gradually reduce fear responses to a feared stimulus through relaxation and graded exposure [1]

**Ans.5** (B) Problem-focused coping through social support [1]

**Ans.6** (B) The therapist attends closely to both the words and feelings expressed by the client, reflecting them back accurately. [1]

**Ans.7** (B) Alarm, Resistance, Exhaustion [1]

**Ans.8** (B) A hallucination [1]

**Ans.9** (A) Both A and R are true, and R is the correct explanation of A. [1]

**Ans.10** (A) Both A and R are true, and R is the correct explanation of A. [1]

**Ans.11** (B) Group cohesiveness [1]

**Ans.12** (A) enhance his self-esteem [1]

**Ans.13** (A) The attitude is weakly held and not central to the person's identity [1]

**Ans.14** (B) a crowd [1]

### SECTION – B

**Ans.15** The Psychometric approach views intelligence as a measurable trait that can be expressed as a single score or a set of factors, usually assessed through standardised tests. The Information Processing approach, in contrast, focuses on the mental processes involved in receiving, storing and using information, such as planning, attention and simultaneous or successive processing, rather than only a final score. [2]

**Ans.16** Any two: (i) Scoring and interpretation of projective techniques can be subjective, depending heavily on the examiner's judgement and training. (ii) They generally require lengthy administration and specialised training to interpret, making them time-consuming and less standardised compared to objective self-report measures. [2]

**Ans.17** Yes, culture influences how intelligence is defined and expressed, since different cultures may value different abilities; for example, some cultures emphasise social and interpersonal skills as central to intelligence, while others place greater importance on abstract, academic reasoning, showing that intelligence is understood within a specific cultural context rather than in a universal way. [2]

**Ans.18** Individual tests of intelligence are administered to one person at a time, allowing the examiner to closely observe the individual's responses and behaviour, whereas group tests are administered to many individuals simultaneously, making them more time- and cost-efficient but offering less opportunity for detailed observation of any one test-taker. [2]

**Ans.19 A** Any two: (i) Clearly defining and evaluating each member's individual contribution to the task. (ii) Keeping group size relatively small so that each member's effort is more visible and important to the outcome. [2]

**Ans.19 B** Any two reasons: (i) Anonymity within a large group reduces individuals' sense of personal responsibility and accountability for their actions. (ii) The intensity and arousal generated by being part of a large crowd can reduce self-awareness, making people more likely to act on impulse rather than their usual personal standards. [2]

### SECTION – C

**Ans.20** Any three: (i) Their limited independent income, meaning affordability and value-for-money are likely to matter greatly in the advertisement. (ii) Their heavy reliance on mobile data for entertainment, schoolwork and social interaction, which should be highlighted as a key benefit. (iii) Their preference for engaging, visually driven and social-media-based advertising rather than traditional print formats. [3]

**Ans.21** Vocational training helps individuals recovering from severe mental illness regain a sense of purpose and structure through meaningful daily activity. It builds practical skills that improve their employability and financial independence, boosts self-confidence and self-esteem through a sense of accomplishment, and supports smoother reintegration into the community by giving individuals a productive social role beyond their illness. [3]

**Ans.22** RET would help Devika by identifying the irrational belief that a single exam failure would ruin her entire future, and challenging this belief by examining the evidence realistically. By disputing this exaggerated, catastrophic thinking and replacing it with a more balanced belief, such as recognising that one exam does not determine her whole future, RET can help reduce her anxiety before tests. [3]

**Ans.23 A** In the Humanistic approach, the ‘self’ refers to an organised, consistent set of perceptions and beliefs a person holds about themselves, including their values, abilities and identity. Carl Rogers distinguished between the ‘real self’, who a person actually is, and the ‘ideal self’, who a person aspires to be, proposing that psychological well-being depends on the degree of congruence between these two. [3]

**Ans.23 B** The Cultural approach to personality holds that personality develops through, and is significantly shaped by, an individual’s cultural context, including shared values, beliefs and practices of their community. It highlights that traits considered desirable or normal can vary across cultures, for instance the emphasis on independence in individualistic cultures versus interdependence in collectivistic cultures, showing that personality cannot be fully understood without considering the surrounding culture. [3]

#### SECTION – D

**Ans.24** Nikhil’s prejudice likely stems from stereotyping based on limited or biased information, since his opinions are formed mainly through media portrayals rather than direct personal contact. The absence of positive personal interactions with people from that region means he has had no opportunity to challenge or revise these stereotypes, allowing generalised and inaccurate beliefs to persist and shape his attitude. [4]

**Ans.25** Prolonged stress can weaken the immune system by increasing levels of stress hormones such as cortisol, which suppress the activity of immune cells and make the body more vulnerable to infections and slower to heal. Over time, this can contribute to a range of health problems, including cardiovascular issues, digestive problems and increased susceptibility to illness, along with fatigue and lowered overall resilience, showing the close link between psychological stress and physical health. [4]

**Ans.26 A** According to the Humanistic theory, Sana’s feelings may reflect a gap between her real self and her ideal self, since her financial success may have come at the cost of pursuing activities and goals that would have been truly self-actualising for her. Without the freedom to align her life with her authentic values, she may experience persistent dissatisfaction despite external markers of achievement. [4]

**Ans.26 B** Rakesh can use behavioural analysis by directly observing the client in relevant real-world or simulated settings, such as how they respond to work-related tasks or interact with others, and recording specific behaviours rather than relying only on self-description. He can also use structured situational tests, where the client’s responses to particular career-related scenarios are observed, helping to reveal work habits and interpersonal tendencies relevant to suitable career choices. [4]

**Ans.27** Culture influences intelligence by shaping which abilities are valued and considered a sign of being ‘intelligent’. For example, in many Western contexts, intelligence is often associated with abstract reasoning and individual academic achievement, while in many Indian and other collectivist cultural contexts, intelligence is also closely linked with social competence, humility, and the ability to maintain harmonious relationships with others. This shows that intelligence is not a fixed, universal concept but is understood and expressed differently depending on the cultural values and expectations of a given society. [4]

#### SECTION – E

**Ans.28 A** Substance Related and Addictive Disorders are characterised by symptoms such as an inability to control use of a substance despite negative consequences, developing tolerance (needing larger amounts for the same effect), experiencing withdrawal symptoms when use is stopped, and continuing use despite it interfering with work, relationships or health. Possible causes include genetic vulnerability to addiction, psychological factors such as using substances to cope with stress or negative emotions, and social and environmental influences such as peer pressure, easy availability, and exposure to substance use within the family or community. [6]

**Ans.28 B** Neurodevelopmental Disorders are a group of conditions that emerge early in development and affect personal, social, academic or occupational functioning. Autism Spectrum Disorder is characterised by persistent difficulties in social communication and interaction, along with restricted, repetitive patterns of behaviour or interests, and can vary widely in severity. Attention-Deficit/Hyperactivity Disorder is characterised by persistent patterns of inattention, such as difficulty sustaining focus and following instructions, and/or hyperactivity-impulsivity, such as excessive fidgeting, restlessness and difficulty waiting one’s turn, that are inconsistent with the person’s developmental level and interfere with functioning. [6]

**Ans.29 A** Emotional Intelligence refers to the ability to accurately perceive, understand, regulate and use emotions effectively, both one’s own and those of others. It is considered important for personal life because it helps individuals manage their reactions in stressful or emotionally charged situations, build stronger and more empathetic relationships, and maintain overall psychological wellbeing. In professional life, it contributes to effective teamwork, leadership and conflict resolution, since individuals with high emotional intelligence are typically better at reading social situations, communicating persuasively, and responding constructively to feedback and criticism, all of which contribute significantly to long-term success beyond technical or academic ability alone. [6]

**Ans.29 B** Howard Gardner’s Theory of Multiple Intelligences proposes that intelligence is not a single, general ability but consists of several relatively independent types of intelligence, including linguistic (facility with language), logical-mathematical (reasoning and numerical ability), spatial (visualising and manipulating objects in space), musical, bodily-

kinesthetic (control over body movements), interpersonal (understanding others) and intrapersonal (understanding oneself), among others he later added. According to Gardner, individuals may be strong in some of these intelligences and weaker in others, and education and assessment should recognise and nurture this diversity rather than relying solely on traditional, narrowly defined measures of IQ. [6]

#### **SECTION – F**

**Ans.30** Arvind's sudden episodes are most consistent with Panic Disorder. [1]

**Ans.31** This reflects agoraphobia-like avoidance, where the person avoids places or situations from which escape might be difficult or embarrassing in case of a panic attack, restricting his daily activities out of anticipatory fear. [2]

**Ans.32** Sameer is most likely experiencing the Exhaustion stage of the General Adaptation Syndrome. [1]

**Ans.33** If the pressure continues without change or support, Sameer's prolonged exhaustion could lead to serious health consequences, such as burnout, weakened immunity leading to frequent illness, and a higher risk of long-term physical and psychological health problems. [2]