Name: _____ **Enrollment No.** _____

AHMEDABAD UNIVERSITY

SCHOOL OF ARTS AND SCIENCES

2025-2026 MONSOON BI-SEMESTER

END SEMESTER EXAMINATION

PSY 161 PERSONALITY AND INDIVIDUAL DIFFERENCES

Date: 28-02-2026 Total Marks: 40

Time: 05:00 pm – 06:00 pm No. of printed pages: 10

SET - C

General Instructions:

1. Students must carry their identity card during the examination.
2. No break is allowed during the examination under any circumstances. In case of an emergency, with prior permission of the invigilator and an escort, a break of maximum five minutes is allowed.
3. No unauthorized devices, such as mobile phones, any kind of watches, other gadgets, or any kind of material is allowed on person.
4. Any violation of examination rules and an intent of malpractice will lead to strict disciplinary action, including a possible expulsion from the university.

1. An advertising agency is searching for a new team leader to drive innovation. They are particularly interested in someone who enjoys exploring new ideas, embraces change, and demonstrates curiosity about diverse perspectives and experiences. Which Big Five personality trait would the agency most likely prioritise in their selection process?

a. Conscientiousness
b. Agreeableness
c. Openness to Experience
d. Extraversion

2. Which is the psychological theme for the anal stage of psychosexual development?

a. Gender identity and sexuality
b. Self-control
c. Learning and cognitive development
d. Creation and enhancement of life

3. The long-standing traits and patterns that propel individuals to consistently think, feel, and behave in specific ways are part of _____ .

a. Personality
b. Humors
c. Temperament
d. Psychodynamic psychotherapy

4. What is the need to study dark triad in relationships?

a. Helps in identifying signs of emotional abuse and manipulation
b. It adds to a comprehensive view of the personality
c. The concept is redundant
d. The concept sounds exciting

5. David is described as highly dependable, organised, and hardworking. However, he tends to get anxious easily and overthinks situations. Based on the Five-Factor Model of Personality, which traits does David likely score high on?

a. Agreeableness and Neuroticism
b. Openness and Agreeableness
c. Extraversion and Conscientiousness
d. Conscientiousness and Neuroticism

6. The virtue of humanity is reflected through traits like kindness, social intelligence, and love. In which of the following examples is this virtue most accurately applied, as described in the article?

a. A scientist who demonstrates creativity in solving complex problems.
b. A community leader who ensures fairness and inclusivity in public policies.
c. A politician who uses bravery and persistence to reform unjust laws.
d. A teacher who builds strong relationships with students by showing empathy and understanding.

7. In explaining human behaviour, the humanistic approach follows a:

a. Deterministic approach
b. None of these
c. Non-deterministic approach
d. Simplistic view of behavior

8. The situation reaction test taken as part of personality assessment by the Indian defense sector assesses which of the following aspects?

a. Ability take decision under situations of pressure
b. To judge the degree of optimism
c. To diagnose a disorder
d. All of the above

9. What is a major disadvantage of S-Data in personality assessment?

a. People may have a distorted self-image.
b. It is too expensive and complex.
c. It lacks information about hidden mental conflicts.
d. It does not offer insight into a person's self-esteem.

10. Which of the following pathways best explains the relationship between high neuroticism and poorer physical health outcomes?

a. By weakening of the immune system
b. By causing the person to worry a lot
c. Through impacting the stress response mechanism
d. None of these

11. During a group therapy session, a client who often feels ashamed of his social awkwardness tells a witty story about embarrassing himself at a party, making everyone laugh- including himself. The therapist notes that this pattern helps him talk about painful feelings without becoming overwhelmed. Which defense mechanism is the client using?

a. Sublimation
b. Humour
c. Denial
d. Suppression

12. A clinical psychologist notices that her client, a 35-year-old man, exhibits excessive moral integrity, shows extreme rigidity with rules and fails to tolerate minor ethical lapses from others. From a psychoanalytic perspective, which developmental outcome best explains this personality pattern?

a. Producing
b. Successful resolution of the Oedipus complex, producing a balanced moral code and stable identity
c. None of the above
d. A phallic character

13. Which of the following best captures the dimensional nature of personality disorders as described?

a. Personality disorders are characterised solely by impairments in interpersonal relationships.
b. Personality disorders are always clearly distinguishable from normal personality traits.
c. There is a precise threshold that differentiates normal personality traits from disordered ones.
d. Personality disorders emerge when maladaptive traits cause significant distress and impair functioning, but the distinction from normal traits is not absolute.

14. A corporate manager frequently dismisses input from team members, believing that only high-ranking executives can truly understand their vision. They are preoccupied with achieving monumental success and require constant praise from colleagues, yet often exploit others to advance their own goals and seem indifferent to the feelings of those around them. Which personality disorder from the DSM-5 most closely aligns with these behaviours?

a. Narcissistic Personality Disorder
b. Histrionic Personality Disorder

c. Borderline Personality Disorder
d. Antisocial Personality Disorder

15. During therapy, a client admits feeling torn between a strong desire to lash out at a coworker (driven by anger), guilt for having such thoughts, and the need to remain professional at work. According to psychoanalytic theory, which functions of the ego are being demonstrated in this situation?

a. Managing instinctual drives in ways acceptable to reality and society.
b. Mediating between the conflicting demands of the id, superego, and external world.
c. Reducing anxiety by employing defense mechanisms that protect the self.
d. All of the above.

16. In which of the following examples is the virtue of justice most accurately applied?

a. A researcher who pursues knowledge out of deep curiosity and creativity.
b. An artist who expresses authentic emotions through painting.
c. A manager who distributes tasks and rewards equitably among team members.
d. A volunteer who shows compassion by comforting people in distress.

17. During therapy, a client says, "Even though I have a stable job and friends, I still feel like my life has no meaning." A humanistic psychologist would focus primarily on understanding the client's:

a. Unconscious drives influencing their dissatisfaction
b. Cognitive distortions leading to negative affect
c. Phenomenological experience of their existence
d. Learned patterns of helplessness

18. A company wants to evaluate the financial responsibility of its employees as part of a promotion process. Instead of relying on personal statements, they analyse bank statements, credit scores, and other financial records to gather evidence. Which type of data collection method is being used?

a. I-data (Informant judgments)
b. L-data (Life outcomes)
c. B-data (Behavioural observations)
d. S-data (Self-reports)

19. A cross-cultural researcher compares the adjectives people use to describe others in 20 different languages and finds consistent clusters such as "friendly," "organised," and "anxious." This finding best supports which assumption of the lexical hypothesis?

a. Cultural context determines all aspects of personality.
b. Personality traits are biologically inherited and fixed.
c. Personality traits are best studied through laboratory observation.
d. Important personality traits become encoded in language over time.

20. When asked to describe herself, Meera says she's "just normal," even though others consistently describe her as highly organised and disciplined. This illustrates which limitation of S-data?

a. The Fish-and-Water Effect
b. Self-enhancement bias
c. Social desirability bias
d. Reference-group effect

21. During a counselling session, a client shares feelings of deep shame about a recent breakup. The therapist responds warmly, maintains steady eye contact, and says, "I can see how painful that must have been for you. You're showing a lot of courage in talking about it." Over time, the client begins to feel accepted and starts to explore her emotions more openly. Which of Rogers' conditions for therapeutic change are most clearly demonstrated in this Interaction?

a. Reflection, reinforcement, and behavioural activation.
b. Empathic understanding, unconditional positive regard, and genuineness.
c. Cognitive restructuring, empathy, and authenticity.
d. Interpretation, insight, and transference.

22. A company's wellness initiative emphasises identifying employees' signature strengths to enhance workplace satisfaction. These interventions are most consistent with the principles of:

a. Industrial--organizational psychology
b. Psychoanalytic psychotherapy
c. Rogerian psychotherapy
d. Positive psychology

23. Anna is a team leader who wants to evaluate her colleague's interpersonal skills and reliability. Instead of relying on the colleague's self-assessment, she asks other team members who have worked closely with this person for their opinions based on their observations and interactions. This method of gathering personality-related information is an example of:

a. Test data (T-data)
b. Informant reports (I-data)
c. Behavioural observations (B-data)
d. Self-reports (S-data)

24. The idea that mental functions could be traced to specific regions of the brain is called ____.

a. Broca's area
b. Cerebral hemispheres
c. Brain traces
d. Cerebral/brain localization

25. The projective hypothesis suggests that projective techniques can reveal:

a. Observable behaviour patterns
b. Concrete, measurable personality traits
c. Hidden mental conflicts and unconscious desires
d. Objective views of the individual's environment

26. According to Freud, what is the result of the compromise between a person's id, ego, and superego?

a. What causes extreme depression for the person
b. What the person wishes to happen
c. What the person consciously thinks and actually does
d. What the person unconsciously believes

27. What modifications did Wilhelm Wundt introduce to the theory of four humors?

a. He established the first psychology lab
b. He discredited the theory
c. He introduced four axes to the temperamental traits
d. He introduced two axes to the temperamental traits

28. The proposed "Big Six" personality model adds which trait to the Big Five?

a. Courage
b. Honesty-Humility
c. Patience
d. Humor

29. Which of the following is an advantage of I-Data over S-Data?

a. There are some behavioural attributes best judged by others.
b. It can provide a large amount of information.
c. It depends on our strongest relationships, and these are the people who know us best.
d. I-Data is always inferior to S-Data.

30. A young adult with a history of unstable relationships alternates between extreme admiration and intense hatred toward her friends, unable to recognise both positive and negative qualities in the same person. This defence mechanism, central to early object relations development, is known as:

a. Identification
b. Introjection
c. Denial
d. Splitting

31. What is the appropriate adult character type for the oral stage of development?

a. Obedient and obsessed with order
b. Dependent or overly independent
c. Over or under-sexualized
d. Mature

32. A normally kind and cooperative student finds herself feeling intense dislike toward a classmate she barely knows, describing him as "arrogant and selfish." According to Jung, this reaction most likely reflects:

a. Activation of the anima archetype
b. Emergence of the collective unconscious into consciousness
c. Resistance from the ego against the Self
d. Projection of her own unacknowledged traits from the shadow

33. Sonia is a strong proponent of the lexical hypothesis. Where would she likely begin her search for the essential traits of personality?

a. Eysenck's theories
b. The dictionary
c. Ancient Greek medical texts
d. By observing the personality of non-human animals

34. Amit is 39 years old and, for most of his life, has had odd beliefs and superstitious thinking. He has difficulty forming relationships and remains aloof. What personality disorder is Amit most likely suffering from?

a. Narcissistic personality disorder
b. Obsessive-compulsive personality disorder
c. Depressive disorder
d. Schizotypal personality disorder

35. A graduate student often feels competitive toward her lab partner but insists that her partner is jealous of her success and trying to outshine her. Which defense mechanism best explains her perception?

a. Reaction formation
b. Projection
c. Displacement
d. Rationalization

36. During a family therapy session, a father insists that his teenage daughter is "lazy and unmotivated," while the daughter tearfully explains that she feels "constantly criticised and never good enough." The therapist responds by saying, "It sounds like each of you is experiencing this situation in a very different way, and both experiences feel real to you." Which humanistic principle is the therapist applying in this moment?

a. The notion that objective truth can be determined through behavioural observation.
b. The assumption that one member's reality must take precedence for resolution.
c. The belief that unconscious drives shape family interactions.
d. The idea that each person's subjective experience represents a valid personal reality.

37. A high-achieving student is offered an opportunity to cheat on an exam without getting caught. They feel a strong inner conflict: part of them justifies cheating to secure a better grade, while another part insists that it's wrong and dishonest. The latter part makes them feel guilty even for considering the idea. Name this latter part of the mind.

a. The soul
b. The ego
c. The id
d. The superego

38. Understanding inconsistencies between is the central mission of personality psychology.

a. Big five traits
b. Various internal conflicts
c. Biological processes
d. Thoughts, feelings and behavior

39. During a court-mandated evaluation, an individual with a history of manipulating others and violating laws claims he has "just learned how to play the system better than most." His lack of guilt best demonstrates the _____ nature of his disorder.

a. Ego-dystonic
b. Reactive
c. Ego-syntonic
d. Neurotic

40. Personality is thought to be _____.

a. Long-term, stable and not easily changed
b. Unstable and short-term
c. A pattern of short-term characteristics
d. Short-term, easily changed