

**Third Semester FYUGP Degree (Reg) Examination November
2025**

KU3DSCPSY203 - INTRODUCTION TO PERSONALITY

2024 Admission onwards

Time : 2 hours

Maximum Marks : 70

Section A

Answer any 6 questions. Each carry 3 marks.

1. What is the main focus of existential psychology?
2. State two main ideas proposed by Rollo May.
3. Identify the theory that focuses on unconscious processes.
4. Define inferiority complex.
5. Define individual psychology.
6. Explain three systems of Gray's Reinforcement Sensitivity theory.
7. Define Addiction Proneness.
8. "Consciousness is just the tip of iceberg", what does this mean in evolutionary psychology?

Section B

Answer any 4 questions. Each carry 6 marks.

9. Differentiate between the id, ego, and superego.
10. What is the purpose of defense mechanisms ?
11. Explain Adler's concept of personality based on social interest.
12. Explain how behavioral genomics contributes to our understanding of personality differences.
13. Discuss the contribution of Tooby and Cosmides in shaping evolutionary psychology.
14. Write short note on:
Genes and inclusive fitness
Human nature

Section C

Answer any 2 questions. Each carry 14 marks.

15. Explain the concept of self-efficacy and its role in influencing motivation and behavior.
16. Explain the phenomenon of "stimulus generalization" and "stimulus discrimination" in classical conditioning. How do these concepts contribute to shaping behavior and personality development?
17. Discuss the application of existential theory to cope with suffering, loss, and life crises, with examples.

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