

Maharashtra Public Service Commission

Civil Services Exam – Mains Optional

Psychology

(Code No : 211)

Paper – I

Fundamentals of Psychology

Standard : Degree

Total Marks : 200

Nature of Paper : Conventional Type

Duration : 3 Hours

- Note:**
- 1) Answers to this paper must be written either in English or in Marathi.
 - 2) This paper will test the candidate's ability to comprehend, to analyse, to interpret, to criticise and to appraise the subject matter related to the topics/sub topics mentioned below.
 - 3) It is expected from candidates to study the latest and recent developments and happenings pertaining to the topics/sub topics mentioned below.

Section - A (Marks : 50)

- 1) **Introduction :**
 - .01) **Psychology as a science :** nature and definition.
 - .02) Basic Perspectives - biological, psychodynamic, cognitive, behavioural, humanistic.
 - .03) Psychology in relation to other social sciences.
 - .04) Using interdisciplinary approach to the study of human behaviour.
- 2) **Methods of Study in Psychology :**
 - .01) The Correlation method (knowledge through systematic observation) and Experimentation (knowledge through systematic intervention).
 - .02) Different Research Methods in Psychology - archival research, naturalistic observation, survey research, the case study, experimental research (laboratory and field experiments).
- 3) **The Process of Psychological Research :**
 - .01) **Types of Research :** fundamental v/s. applied.
 - .02) Steps involved in the psychological research-
 - a) Statement of the problem- Hypothesis etc.
 - b) Design of research study (laboratory study, quasi-experiment or field experiment, ex-post-facto research).
 - c) Sampling and data collection.
 - d) Analysis of data (statistical techniques - t test, one-way ANOVA, correlation and regression analysis, Chi-square).

- e) Conclusion from research.

Section – B (Marks : 50)

4) Attention and Perception:

- .01) Attention process - determinants - external and internal, selective attention - filter theory, multimode theory.
- .02) Perception - Gestalt laws of organization, feature analysis - focusing on the parts of the whole (top-down and bottom-up process).
- .03) Perceptual constancy, depth perception, motion perception.
- .04) Subliminal perception, perceptual defence, extra-sensory perception (process of Psi).
- .05) The plasticity of perception – to what extent is it innate or learned ?

5) Learning :

- .01) Concept and nature of learning.
- .02) **Basic forms of learning :**
 - a) Classical conditioning and its applications.
 - b) Operant conditioning (nature and principles of operant conditioning and its applications.)
 - c) Social learning (learning through imitation - modelling, basic principles and applications.)

6) Memory :

- .01) Concept and nature of memory - encoding, storage and retrieval.
- .02) Three systems of memory - sensory memory, short-term memory and long-term memory.
 - a) **Sensory memory** : iconic and echoic memory.
 - b) **Short-term memory** : chunk (transfer and storage of seven plus or minus two chunks to short-term memory), rehearsal, working memory.
 - c) **Long-term memory (the final store house)** : the modules of memory - declarative memory (semantic and episodic memory) and procedural memory, explicit and implicit memory, level of processing theory.
- .03) Recalling long-term memory - retrieval cues, flash bulb memories, constructive processes in memory - schemas.
- .04) Forgetting - memory trace, interference (proactive and retroactive interference).

Section - C (Marks : 50)

7) Human Development :

- .01) Biological contribution – the role of heredity, the role of brain.
- .02) Cultural influence, impact of family, the socialization process, the immediate situational impact.
- .03) Development across the entire life span - Erikson's eight stages of life.
- .04) Social change in adulthood - tasks and stages of adult life, Levinson's stages of adult life.
- .05) Parenting and social development.

- .06) **Aging and death** : theories of aging (wear and tear, genetic theories), meeting death - facing the end of life.
- 8) **Motivation and Emotions :**
- .01) The concept of motivation, components of motivation - needs and incentives.
- .02) **Theories of motivation** : instinct theory, drive reduction theory, arousal theory, cognitive theory, need-hierarchy theory.
- .03) Primary drives and secondary drives (achievement, affiliation and power)
- .04) **Emotions** : the concept of emotions, functions of emotions.
- .05) **Theories of emotion** : James-Lange theory, Canon-Bard theory, Schachter and Singer theory.
- .06) Physiological reactions in emotions, external expressions of emotions (facial expressions, body language - gestures, posture and movement).
- 9) **Personality :**
- .01) Personality – Concept, Nature & development.
- .02) Theories of personality (psychoanalytic approach, trait approach, learning approach, social-cognitive approach, humanistic approach).
- .03) Measurement of personality (projective test, self-report inventories).
- .04) **Indian approach** : Triguna theory, the concept of Sthitaprajna (a man of settled wisdom).
- .05) Personality development through training.
- 10) **Attitudes and Values :**
- .01) The concept of attitude and its components.
- .02) Forming and maintaining attitudes.
- .03) Measuring attitudes (attitude scales).
- .04) Persuasion - changing attitudes.
- .05) The concept of values.
- .06) Types of values and their impact on behaviour.
- .07) Fostering attitudes and values - strategies.
- Section - D (Marks : 50)**
- 11) **Cognition - Thinking, Decision Making and Problem Solving :**
- .01) **Thinking** : concept and nature, mental images.
- .02) **Concepts** : categorizing, prototypes, artificial and natural concepts.
- .03) **Problem solving** : steps involved.
- a) Preparation.
- b) Production and judgment.
- c) Generating solutions - trial and error, means-end-analysis, sub goals, insight.
- .04) **Creativity** : Definition of creativity, divergent and convergent thinking, and fostering creativity.
- .05) **Decision making** : heuristics (availability, representativeness, anchoring, framing and escalation of commitment).
- 12) **Intelligence :**
- .01) Nature of intelligence - is intelligence unified or multifaceted ? - views of Spearman, Thurstone, Cattell, Gardner, Guilford.
- .02) Information processing approach – Stenberg’s triarchic theory.

- .03) Measuring human intelligence - concepts of IQ and mental age, nature of intelligence tests.
- .04) Individual differences in intelligence - role of heredity and environment.
- .05) **Emotional intelligence** : the concept of emotional intelligence and its measurement.
- 13) **Language and Communication :**
 - .01) **Language - basic nature** : production of speech (phonemes, morphemes and syntax), speech comprehension, surface structure and deep structure.
 - .02) **Development of language** : theories (learning theory - Skinner, universal grammar and language acquisition device - Chomsky)
 - .03) **Language and thought** : linguistic reality hypothesis.
 - .04) **Communication** : nature of communication process, making communication effective.
- 14) **Emerging Trends :**
 - .01) Use of computers in the psychological experimentation and testing.
 - .02) Artificial Intelligence.
 - .03) Psychocybernetics.
 - .04) **States of consciousness** : sleep-wake schedules.
 - .05) Hypnosis - its use in therapy and individual development.
 - .06) Meditation - its use in stress management and improving the sense of well-being.

Paper-II

Psychology : Fields of Application

Standard : Degree

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Section - A (Marks : 50)

- 1) **Psychological Measurement of Individual Differences :**
 - .01) The nature of individual differences.
 - .02) Basic requirements for all psychological tests - reliability, validity, norms, standardization.
 - .03) Types of psychological tests.
 - .04) Uses and limitations of psychological tests.
 - .05) Ethical issues and socio-cultural biases in IQ and other tests.
- 2) **Well-being and Mental Health :**
 - .01) The concepts of mental health and well-being.
 - .02) Psychological disorders - anxiety, mood disorders, personality disorders, substance abuse disorders, schizophrenia and delusional disorders.
 - .03) Determinants of disorders, positive health and life style.

- 3) **Approaches to the Treatment of Psychological Disorders :**
- .01) Psychodynamic approach.
 - .02) Behavioural approach.
 - .03) Cognitive approach.
 - .04) Humanistic approach.
 - .05) Indian approaches – Yoga and Vipassana.
 - .06) Prevention of mental illness and rehabilitation of mentally ill.
- 4) **Community Psychology :**
- .01) Community psychology nature and scope.
 - .02) Role of community psychologists in social change.
 - .03) Arousing community consciousness and action for handling social problems.
 - .04) Role of leadership in group decision making for social change.
- Section - B (Marks : 50)**
- 5) **School and Counselling Psychology :**
- .01) Applying psychological principles to classroom teaching and learning.
 - .02) Learning styles of intellectually exceptional and mentally retarded.
 - .03) Special education for mentally disabled.
 - .04) Value Education and personality development of students.
 - .05) Counselling for improving memory and academic performance.
 - .06) Counselling students to cope with stresses.
 - .07) Counselling students to adjust with school environment.
 - .08) Vocational Guidance and career counselling.
 - .09) Using psychological tests in counselling and Scholastic performance.
- 6) **The Role of Psychology in Information Technology and Mass Media :**
- .01) Current status of the field of IT and Mass Media and the role of psychology in it.
 - .02) Selection and training of professional psychologists who are desirous of working in the field of IT and Mass Media.
 - .03) **Distance learning process through IT and Mass Media :** Scope and limitations.
 - .04) Entrepreneurship through e-commerce.
 - .05) Effect of TV on behaviour of people; fostering moral values through IT and Mass Media.
 - .06) Psychological consequences of recent advancements in IT.
- 7) **Psychology Applied to Social Integration:**
- .01) Psycho- Social integration and multiculturalism.
 - .02) The problem of intergroup conflicts due to caste, class, religion and language discrimination.
 - .03) The concept of prejudice and its origins (direct intergroup conflict; social categorization; the role of social learning and stereotypes).
 - .04) Reducing prejudice and discrimination (learning not to hate, direct intergroup contact, re-categorization - to reduce the “we-they” feeling between the in-group and out-group members).
- Section - C (Marks : 50)**
- 8) **Work Psychology, Organisational Behaviour and Psychology Applied to Marketing :**
- .01) Personnel selection and evaluation of employee performance.
 - .02) Training and HRD - employee training and management development.

- .03) Work Motivation - nature and concept of work motivation, theories of work motivation (need hierarchy, two-factor theory and expectancy theory).
 - .04) Leadership - the concept of leadership; what makes a leader successful (trait, behavioural and contingency approaches).
 - .05) **Advertising and marketing** : psychological appeal and other factors affecting advertising effectiveness and marketing strategies.
 - .06) Consumer Behaviour - consumer needs and motivation; psychological factors in consumer buying behaviour (learning experiences, personality, attitudes and beliefs, self-concept).
- 9) **Military and Police Psychology :**
- .01) **Role of psychology in the military services** : psychological warfare; motivation and morale of defence personnel.
 - .02) **Role of Psychology in the Police services :**
 - a) Motivation and morale of police personnel
 - b) Understanding criminal behavior and corrective measures.
 - c) Types, causes and interventions with respect to – Crime against women, Suicide, Homicide.
 - d) Psychological aspects in riot management.
 - .03) Psychological counselling of Defence personnel and Police personnel .
- 10) **Psychology and Economic Development :**
- .01) Achievement, motivation and economic development.
 - .02) Basic attributes of entrepreneurial behaviour.
 - .03) Motivating and training people to take up entrepreneurial role.
 - .04) Promoting entrepreneurship among women.
 - .05) Consumer rights and consumer laws.
- 11) **Environmental Psychology :**
- .01) Effects of noise, temperature and environmental toxins on human behaviour.
 - .02) Architectural psychology - concept and nature; territoriality; personal space; crowding.
 - .03) Psychological consequences of population explosion and high population density.
 - .04) Motivating people to adopt small family norms.
 - .05) The phenomenon of global warming; adverse effect of rapid scientific and technological development on the environment and human behaviour.
- Section - D (Marks : 50)**
- 12) **Rehabilitation Psychology :**
- .01) Role of psychologists in prevention programmes and in promotion of well-being.
 - .02) Initiating rehabilitation programmes for physically challenged, mentally **retarded** and socially **disadvantaged** persons.
 - .03) Rehabilitating the victims of substance abuse, juvenile delinquency, criminal behaviour and violence.
 - .04) Rehabilitation of HIV/AIDS victims.
- 13) **Application of Psychology to Disadvantaged Groups :**

- .01) The concept of disadvantaged and socially deprived.
 - .02) Socio-economic and psychological consequences of being socially deprived and disadvantaged.
 - .03) Intervention strategies for development of socially disadvantaged.
- 14) **Application of Psychology to Health, Sports and Other areas :**
- .01) Role of motivation in improving sports performance.
 - .02) Personality differences between people who participate in sports and exercise programmes and those who do not.
 - .03) Relationship between psychological factors and physical ailments or diseases.
 - .04) Role of psychological factors in the prevention of and recovery from illness.
 - .05) **Stress** : causes, effects and coping.
 - .06) Psychological factors in political and voting behaviour.
 - .07) Psychological aspects of corruption.
 - .08) Psychology of terrorism and intervention strategies.
