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SANYA GOEL
M.A. (Psy)

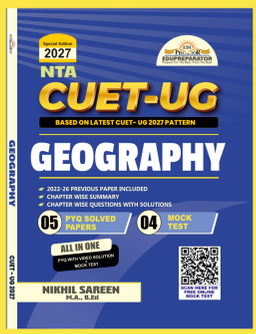
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Ms. Sanya Goel, a dedicated and accomplished academician in Psychology, holds a strong academic background in the field, complemented by her deep interest in understanding human behaviour and mental processes. With several years of teaching experience, she specialises in preparing students for competitive examinations such as CUET, CBSE, and other entrance tests.She has been actively guiding students of Class 11 & 12 (CBSE), helping them develop a clear conceptual understanding of Psychology along with strong analytical and application-based skills. Her teaching approach focuses on simplifying complex psychological concepts, making them relatable and easy to grasp for learners.

















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1 Variations in Psychological Attributes

INDIVIDUAL DIFFERENCES IN HUMAN FUNCTIONING

- Individual variations are common within and across all species. Variations add colour and beauty to nature.
- Individuals vary in terms of physical characteristics, such as height, weight, strength, hair colour, and so on.
- They also vary along psychological dimensions. They may be intelligent or dull, dominant or submissive, creative or not so creative, outgoing or withdrawn, etc.
- In this sense, each one of us is unique as s/he shows a typical combination of various traits.
- Individual differences refer to distinctiveness and variations among people's characteristics and behaviour patterns.
- Many psychologists believe that our behaviours are influenced by our personal traits, some others hold the view that our behaviours are influenced more by situational factors. This latter view is known as situationism, which states that situations and circumstances in which one is placed influence one's behaviour.
- Eg : A person, who is generally aggressive, may behave in a submissive manner in the presence of her/his top boss.
- The situationist perspective views human behaviour as resulting from interaction of external and internal factors.

ASSESSMENT OF PSYCHOLOGICAL ATTRIBUTES

- Assessment is the first step in understanding a psychological attribute. Assessment refers to the measurement of psychological attributes of individuals and their evaluation, often using multiple methods in terms of certain standards of comparison.
- Psychologists are trained in making formal assessment.
- Psychological assessment uses systematic testing procedures to evaluate abilities, behaviours, and personal qualities of individuals.

DOMAINS OF PSYCHOLOGICAL ATTRIBUTES

ASSESSMENT	
FORMAL	**INFORMAL**
▪ Objective ▪ Standardized ▪ Organised	▪ Varies from person to person. ▪ Open to subjective interpretation.

They are complex and expressed in terms of dimensions. They are usually multi-dimensional. If you want to have a complete assessment of a person, you will need to assess how s/he functions in various domains or areas.

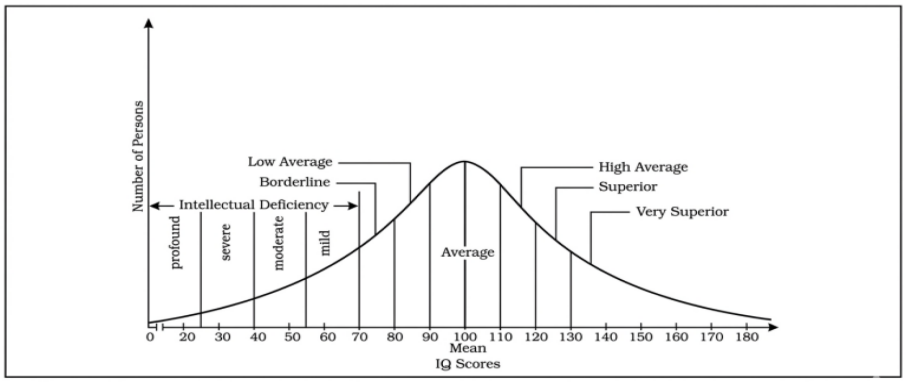
ATTRIBUTES	DEFINITION	USES OF TESTS
1. Intelligence	Global capacity to understand the world, think rationally, and use available resources effectively when faced with challenges.	Provides a global measure of a person's general cognitive competence including the ability to profit from schooling.
2. Aptitude	An individual's underlying potential for acquiring skills.	Used to predict what an individual will be able to do if given proper environment and training.
3. Interest	An individual's preference for engaging in one or more specific activities relative to others.	Helps students to decide what subjects or courses they can pursue comfortably and with pleasure.
4. Personality	Relatively enduring characteristics of a person that make her or him distinct from others.	try to assess an individual's unique characteristics, e.g. whether one is dominant or submissive etc. helps us to explain an individual's behaviour and predict how she/he will behave in future.
5. Values	Enduring beliefs about an ideal mode of behaviour.	Helps to determine the dominant values of a person

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- intelligence while rich nutrition, good family background, and quality schooling increases intelligence.
- Intelligence is a product of complex interaction of heredity (nature) and environment (nurture).

Assessment of Intelligence

- 1905: Alfred Binet and Theodore Simon(made the first successful attempt to formally measure intelligence).
- 1908 : gave the concept of MENTAL AGE (MA : measure of a person's intellectual development relative to people of her/his age group).
- Chronological Age (CA) is the biological age from birth.
- 1912: William Stern, a German psychologist, devised the concept of Intelligence Quotient (IQ : mental age divided by chronological age, and multiplied by 100.)
- MA/CA ×100=IQ
- The number 100 is used as a multiplier to avoid the decimal point.
- For example, a 10-year-old child with a mental age of 12 would have an IQ of 120 (12/10+100).
- The average IQ in the population is 100, irrespective of age. The frequency distribution for the IQ scores tends to approximate a bellshaped curve, called the normal curve. This type of distribution is symmetrical around the central value, called the mean. The value of all mean median and mode coincide.



- 90-110 – normal IQ
- IQ below 70 – mental retardation.
- IQ more 130 – exceptional talent.

Fig.1.2 : Normal Curve Pattern Showing Distribution of IQ Scores in the Population

Variations of Intelligence

Intellectual Deficiency :

- There are children who face enormous difficulty in learning even very simple skills. Those children who show intellectual deficiency are termed as 'mentally challenged' or 'mentally retarded'.
- The American Association on Mental Deficiency (AAMD) views mental retardation as "significantly sub-average general intellectual functioning existing concurrently with deficits in adaptive behaviour and manifested during the developmental period". This definition points to three basic features. First, in order to be judged as mentally retarded, a person must show significantly sub-average intellectual functioning. Persons having IQs below 70 are judged to have sub-average intelligence. The second relates to deficits in adaptive behaviour. Adaptive behaviour refers to a person's capacity to be independent and deal effectively with one's environment. The third feature is that the deficits must be observed during the developmental period, that is between 0 and 18 years of age.

There are different levels of retardation :

Levels	IQ Scores	Behavioural
Mild retardation	55-69	It is typically slower than that of their peers, they can function quite independently, hold jobs and families.
Moderate retardation	40-54	The people with moderate retardation lag behind their peers in language and motor skills. They can be trained in self-care skills, and simple social and communication skills.
Severe retardation	25-39	Individuals with profound and severe retardation are incapable of managing life and need constant care for their entire lives.
Profound retardation	Below 25	Same as that of the severe

Intellectual Giftedness

- These individuals show higher performance because of their outstanding potentialities. The study of gifted individuals began in 1925, when Lewis Terman followed the lives of about 1500 children with IQs of 130 and above to examine how intelligence was related to occupational success and life adjustment.
- Giftedness is exceptional general ability shown in superior performance in a wide variety of areas. Talent is a narrower term and refers to remarkable ability in a specific field.The highly talented are sometimes called 'prodigies'
- According to teachers' point of view, giftedness depends on a combination of high ability, high creativity, and high commitment.

MULTIPLE CHOICE QUESTIONS

1. Who among the following defined intelligence as the ability to judge-well, understand well, and reason· well?
   (a) Alfred Binet (c) Sternberg
   (b) Howard Gardner (d) Wechsler
2. Street smartness is a part of:
   (a) Multiple Intelligence
   (b) Contextual Intelligence
   (c) Experiential Intelligence
   (d) Componential Intelligence
3. Which of the following is not a primary mental ability which intelligence consists of; according to Louis Thurston's theory of intelligence?
   (a) Memory
   (b) Mental aptitude
   (c) Inductive Reasoning
   (d) Spatial Relations
4. The ratio IQ is calculated as:
   (a) MA/CA x 100 (c) MA x CA
   (b) CA/MA x 100 (d) MA – CA
5. Atul is able to monitor his own and others emotions, discriminate amongst them and he uses this information to guide his thinking and actions. He exhibits ....
   (a) High Intelligence Quotient
   (b) High Intelligence Quotient and Emotional Quotient
   (c) High Emotional Intelligence
   (d) High Emotional Intelligence but low Intelligence Quotient
6. Identify the different theories of intelligence on the basis of their descriptions given below:
   i. According. to this theory, there are three basic types· of intelligence: Componential, Experiential, and Contextual.
   ii. According to this theory, intelligence is not a single entity; rather distinct types of intelligence. Exist, which are completely independent of each other. Eight types of intelligence were identified in this theory.
   iii. According to this theory, intelligence consists of a general factor (g-factor) and some specific factors (s-factors).
   iv. This theory classifies intellectual traits among three. Dimensions: operations, contents, and products.
   (a) (i)-triarchic theory of intelligence, (ii)-Theory of multiple intelligences, (iii) -two-factor theory, (iv) - Structure-of-intellect model of intelligence
   (b) (i)-Theory of multiple intelligences, (ii)-Theory of primary mental abilities (iii) - Hierarchical theory of intelligence (given by Jensen), (iv) - Triarchic theory of intelligence
   (c) (i) - Theory of primary mental abilities, (ii) - Triarchic theory of intelligence, (iii) - PASS model of intelligence, (iv) - Hierarchical theory of intelligence (given by Jensen
   (d) (i) - Hierarchical theory of intelligence (given by Jensen), (ii) - Structure-of-intellect model of intelligence, (iii) - Theory of primary mental abilities, (iv)-PASS model of intelligence
7. Creativity involves:
   (a) Memorizing
   (b) Convergent Thinking
   (c) Divergent Thinking
   (d) None
8. J.P. Das, Jack Naglieri, and Kirby developed which of .the following theories/models of intelligence
   (a) Planning, Attention-arousal, and Simultaneous-successive (PASS) Model of Intelligence
   (b) Structure-of-intellect model of intelligence
   (c) Theory of multiple intelligences
   (d) Triarchic theory of intelligence
9. Emotional intelligence includes all EXCEPT:
   (a) Self-awareness
   (b) Managing emotions
   (c) Academic ability
   (d) Empathy
10. Aptitude is defined as:
    (a) Acquired skill
    (b) Potential to learn
    (c) IQ level
    (d) Academic performance
11. The Raven's Progressive Matrices is:
    (a) Verbal test
    (b) Personality test
    (c) Culture-fair intelligence test
    (d) Aptitude test
12. Rajshree is an excellent dancer with fine flexibility of body. According to the theory of multiple intelligence what skill is she high on:
    (a) Bodily Kinesthetic skill
    (b) Interpersonal skills
    (c) Spatial skill
    (d) Intrapersonal skill
13. _____ is an objective and standardised measure of an individual's mental and/or behavioural characteristics.
    (a) Intelligence (c) Self- Report
    (b) Case Study (d) Psychological test
14. A person with high spatial intelligence is likely to be:
    (a) Writer (c) Artist
    (b) Athlete (d) Lawyer
15. Which is the mean IQ score in a normal

ANSWER KEY

1.	(a)	2.	(b)	3.	(b)	4.	(a)	5.	(c)	6.	(a)	7.	(c)	8.	(a)	9.	(c)	10.	(b)
11.	(c)	12.	(a)	13.	(d)	14.	(c)	15.	(a)	16.	(a)	17.	(d)	18.	(b)	19.	(c)	20.	(d)
21.	(c)	22.	(c)	23.	(c)	24.	(c)	25.	(c)	26.	(a)	27.	(a)	28.	(c)	29.	(d)	30.	(d)
31.	(c)	32.	(c)	33.	(c)	34.	(c)	35.	(c)	36.	(c)	37.	(d)	38.	(c)	39.	(c)	40.	(a)
41.	(c)	42.	(d)	43.	(c)	44.	(d)	45.	(a)	46.	(b)	47.	(b)	48.	(b)	49.	(b)	50.	(c)
51.	(c)	52.	(a)	53.	(b)	54.	(d)	55.	(a)	56.	(c)	57.	(d)	58.	(b)				

SOLUTIONS

1. Answer: (a) Alfred Binet Explanation – Binet defined intelligence as the ability to judge well, understand well, and reason well.
2. Answer: (b) Contextual Intelligence by Robert Sternberg Explanation – Street smartness refers to practical knowledge tied to real-life situations.
3. Answer: (b) Mental aptitude Explanation – Mental aptitude is a general term and not listed among Thurstone's specific primary mental abilities.
4. Answer: (a) MA/CA x 100 Explanation – The ratio IQ is calculated by dividing mental age by chronological age and multiplying by 100.
5. Answer: (c) High Emotional Intelligence
6. Answer: (a) (i)-triarchic theory of intelligence, (ii)-Theory of multiple intelligences, (iii) -two-factor theory, (iv) - Structure-of-intellect model of intelligence
7. Answer: (c) Divergent Thinking Explanation – Creativity involves generating multiple unique solutions, known as divergent thinking.
8. Answer: (a) PASS Model Explanation – Das, Naglieri, and Kirby developed the PASS model focusing on cognitive processes.
9. Answer: (c) Academic ability Explanation – Emotional intelligence involves emotional skills, not academic performance.
10. Answer: (b) Potential to learn Explanation – Aptitude is a natural ability or potential to acquire knowledge or skills.
11. Answer: (c) Culture-fair intelligence test Explanation – Raven's Progressive Matrices assess intelligence without cultural or language bias.
12. Answer: (a) Bodily Kinesthetic skill Explanation – Fine motor skills and physical expression relate to bodily-kinesthetics intelligence.
13. Answer: (d) Psychological test Explanation – A standardized psychological test measures mental and behavioral traits objectively.
14. Answer: (c) Artist Explanation – Spatial intelligence enables strong visualization and is common among artists.
15. Answer: (a) 100 Explanation – The average IQ score in the general population is set at 100.
16. Answer: (a) Planning Explanation – Planning in the PASS model involves setting goals, creating strategies, and evaluating outcomes.
17. Answer: , (d) Height Explanation – Psychological attributes include traits like intelligence, not physical characteristics like height.
18. Answer: (b) It is the view that situations and circumstances in which, one is placed influence one's behaviour
19. Answer: (c) Both (i) and (ii) Explanation – Self-report methods gather personal information through structured formats like interviews or questionnaires.
20. Answer: wer: (d) All of the above
21. Answer: (c) (i) - Performance test, (ii) - Non-verbal test, (iii) - Verbal test
22. Answer: (c) Rigidity Explanation – Creative thinking is characterized by flexibility and originality, not rigidity.
23. Answer: (c) Torrance Tests of Creative Thinking Explanation – This test is designed specifically to assess creative potential.
24. Answer: (c) Variations among individuals in psychological characteristics Explanation – Individual differences refer to variations in traits like intelligence, personality, etc)
25. Answer: (c) Significant limitations in intellectual functioning and adaptive behavior Explanation – Intellectual disability includes significant deficits in both cognitive and adaptive functioning.
26. Answer: (a) Technologically advanced societies adopt child rearing practices that foster skills of generalization and abstraction, speed, minimal moves, mental manipulation among children, processing these skills is known as technological intelligence.

1 MOCK TEST

MULTIPLE CHOICE QUESTIONS

1. Who among the following defined intelligence as the ability to judge-well, understand well, and reason· well?
   (a) Alfred Binet (c) Sternberg
   (b) Howard Gardner (d) Wechsler

2. _____ is the term used to describe the level of stress that is good for you and is one of a person's best assets for achieving peak performance and managing minor crisis.
   (a) Distress (c) Social stress
   (b) Eustress (d) Pressure

3. _____ is an organised system of two or more individuals, who are interacting and interdependent, who have common motives, have a set of role relationships among its members, and have norms that regulate the behaviour of its members.
   (a) Group (c) Crowd
   (b) Mob (d) Team

4. According to _____ therapy psychological distress arises from alienation
   (a) client centred (c) humanistic
   (b) gestalt (d) humanistic existential

5. _____ is the term used to refer to the situation in which individuals change their beliefs or behaviours so that they become more similar to those of other group-members.
   (a) Attribution (c) Dissonance
   (b) Conformity (d) None of the above

6. Which of the following hormones is released by the pituitary gland while dealing with stressful situations?
   (a) Corticosteroid (c) Oxytocin
   (b) Luteinizing hormone (d) Glucagon

7. Brijesh, an accountant, went on a work trip and never returned home. Years later, he was found by a friend in another city, where he was working as a labourer. He was living with a new identity and had no memory of his past. Brijesh's symptoms are indicative of _____.
   (a) Dissociative fugue
   (b) Dissociative identity disorder
   (c) Schizophrenia
   (d) Depersonalisation

8. Which of the following terms best describes the personal stresses we endure as individuals, due to the happenings in our daily life, such as noise surroundings, commuting, quarrelsome neighbours?
   (a) Traumatic events (d) None of the above
   (b) Life events
   (c) Hassles

9. Attitude to learning through the model mainly occurs when:
   (a) we see attitudes through the norms of our group or our culture
   (b) we observe others being rewarded or punished for expressing their thoughts
   (c) an individual is commended for demonstrating a particular attitude
   (d) All of the above

10. Which of the following is not a primary mental ability which intelligence consists of; acccording to Louis Thurston's theory of intelligence?
    (a) Memory (c) Inductive Reasoning
    (b) Mental aptitude (d) Spatial Relations

11. Which of the following factors does not influence the message characteristics which while attitude change?
    (a) Attitudes will change when the amount of information that is given about the topic is a lot.
    (b) Face-to-face transmission of the message is usually more effective than indirect transmission, as for instance, through letters and pamphlets, or even through mass media.
    (c) Whether the message contains a rational or an emotional appeal, also makes a difference.
    (d) The motives activated by the message also determine attitude cha nge.

12. Which of the following disorders has been linked to the low activity of serotonin in the brain?
    (a) Schizophrenia
    (b) Depression
    (c) anxiety disorders
    (d) Dissociative disorders

13. Identify these processes through there description

List-I	List-II
1. Under this process the therapist maintains a non-judgmental relation and allows the client to continue with emotional identification _____ transference and interpretation.	1. conscious resistance
2. _____ is the case in the client seeks for the therapist's approval. positive transference	2. negative transference
3. In this process the therapist substitutes for the clients person in the past to whom he/she couldn't harbour that subdued anger or frustration upon._____ transference neurosis	3. positive transference