



**INTERNATIONAL CENTRE FOR APPLIED SCIENCES
MAHE, MANIPAL**

B.Sc. (Applied Sciences) in Engg.

End – Semester Theory Examinations – NOV 2021

I SEMESTER - A COURSE ON PSYCHOLOGY FOR ENGINEERS (IHS 111)

Time: 3 Hours

Date: 30 NOV 2021

Max. Marks: 50

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- ✓ **Answer ALL questions.**
 - ✓ **Missing data, if any, may be suitably assumed.**
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1. Define Intelligence. Explain any two theories of Intelligence (10 marks)
2. Explain the trait approach to Personality (10 marks)
3. Write short notes on:
 - a) Reinforcement (5marks)
 - b) Explain briefly the McGregor's X and Y theory of motivation. (5 marks)
4. Define and explain briefly the functions of managers. Discuss briefly, the points in managerial functions you would like to analyze as an Industrial Psychologist as a part of improving the managerial performance in an organization. (10 marks)
5. Explain briefly the following Principles of Management by quoting the appropriate examples.
 - (i) Division of labour and work (ii) Authority and Responsibility (iii) Discipline (iv) Unity of Command (v) Unity of Direction (vi) Subordination of individual interest to the common goal (vii) Scalar Chain of Command (viii) Order (ix) Equity of Treatment (x) Stability of tenure of personnel(10 marks)
