



**KERALA AGRICULTURAL UNIVERSITY**  
**B.Sc ( Hons.) C & B 2015 Admission**  
**V Semester Final Examination-November-2017**

**Cmgt..3109**

**Behavioral Sciences for Co-operative Extension (1+1)**

**Marks: 50**  
**Time: 2 hours**

**I Fill in the blanks: (10x1=10)**

- 1 ----- studies the emotional, intellectual, and social changes that occur across the life span of human beings.
- 2 ----- is considered father of psychoanalytic approach.
- 3 ----- are the customs, norms, and behaviors that are acceptable to a society or social group.
- 4 ----- is the study of society.
- 5 ----- is the deliberate attempt to control a person by force, to oppose a someone, or to harm another person.

**State True or False:**

- 6 the field of psychology primarily focuses on treating people with psychological problems and disorders.
- 7 when two behaviors are "linked," "related," or tend to occur together it's not safe to assume that one behavior caused the other.
- 8 Human behavior is determined by a combination and interaction of heredity and environment.
- 9 Exchange is when people do something in order to receive a reward for their actions
- 10 Mores are negative actions enforcing what ought not to be done.

**II Write short notes on any FIVE: (5x2=10)**

- 1 Developmental psychology.
- 2 Descriptive norm.
- 3 Motivation.
- 4 Competition.
- 5 Folkways
- 6 Psycho analytic approach.
- 7 Leadership

**III Answer any FIVE: (5x4=20)**

- 1 Write a short note on methods of psychology
- 2 What role does heredity play in human behavior?
- 3 Explain the nature and characteristics of leaders in extension
- 4 Write in detail why sociology is important?
- 5 What are the major fields of sociology?
- 6 What is the difference between Mores and Laws ?
- 7 Discuss the most common forms of social interaction?

**IV Write essay on any ONE: (1x10=10)**

- 1 Explain about the various leadership styles available in cooperative extension services.
- 2 Discuss about sociology and its nature?

\*\*\*\*\*