

PSYCHOLOGY II PUC

PSYCHOLOGY

CHAPTER- 4

SOCIAL BEHAVIOUR

TOTAL HOURS: 14

TOTAL MARKS: 20-25

Approx no of ques on this chapt. (1 mark 1 or 2, 2 marks 1 or 2, 5 marks 2 & 10 marks 01)

1 MARK QUESTIONS

1. **How did the term Prejudice originate?**

Key: Originated from the Latin word- 'prejudicium'.

2. **What does the term 'prejudicium' mean?**

Key: Judgment based on previous decision.

3. **What is social behavior?**

Key: Interaction with the society is known as Social Behavior.

4. **Give an example for primary group?**

Key : Family, neighborhood, school and play group, etc.

5. **Give an example for secondary group?**

Key: National group, international group, religious group, etc.

6. **What are stereotypes?**

Key: Rigid, biased and generalized concepts based on inadequate knowledge, and associated with feelings such as likes and dislikes, approval or disapproval.

7. **What is social distance?**

Key: The distance at which the prejudiced group holds another group and its members in relation to the in group - one's own group.

8. Define antilocution.

Key: Tendency to speak against or verbally insult the prejudiced group, especially when we meet like-minded people

9. What is discrimination?

Key: One group prevents or denies the other group opportunities, rights, facilities like employment, housing, education, political rights, etc.

10. What is extermination?

Key: One group tries to kill and completely destroy the other group

11. What is true conformity?

Key: When the individual agrees with the group both inwardly and outwardly.

12. What is Expedient conformity or compliance?

Key: When the individual agrees outwardly but disagrees inwardly.

2 marks questions**1. Write Allport's definition of attitude.**

Key: A mental and neural state of readiness organized through experience, exerting a directive or dynamic influence upon the individual's response to all objects and situations, with which it is related.

2. What is obedience?

Key: Obedience refers to behavior performed in accordance with the order given by the authority of the group to which the individual belongs.

3. What is conformity?

Key: Social conformity is a change in behavior of an individual due to group influence resulting in the increased congruence between the individual and the group.

4. What is cooperation?

Key: Co-operation involves working together for a common goal which cannot be achieved by an individual effort.

5. What is competition?

Key: Competition is an urge for striving to equal or surpass the speed and quality of another person's performance, or it may be to improve one's own past performance.

6. Mention any two hostile reactions.

Key: Discrimination, Antilocution, Avoidance, Physical attack, Extermination, etc.

7. What is prejudice? Define.

Key: **New comb** defines "prejudice is an unfavourable attitude, a predisposition to perceive, act, think and feel in ways that are against rather than for another person or group."

H.R.Bhatia defines "prejudice is an emotionally based attitude for or against an issue, individual or group, which ignores relevant objective criteria of judgment."

8. How attitudes can be changed ?

Key: 1) by gaining information from others and through mass media-newspapers, electronic media, etc.
 2) through personal experience.
 3) through legislation i.e. by enforcing strict laws.

5 / 10 marks questions.

1. Explain the nature (characteristics) of attitudes ?

Key:

Attitudes are learned and acquired through experience - they may be based on biological motives but they are not innate or inborn. For e.g., our hunger for food is biological but our preference for rice is an attitude acquired because of the environment in which we are brought up.

-Attitudes are more or less permanent- Once they are formed they are relatively stable and fixed. They change only when there is a very strong reason.

-They are goal- directed either in a positive or negative way. They are either favourable or unfavourable, that means, they are for or against an object, person, situation or group.

-They are not behavior- but predispositions to behave in a particular way- they affect behavior and act as motives or driving forces to motivate behavior.

-It denotes adjustment of an individual towards a selected aspect of his environment.

-They are not directly known but indirectly inferred from actions and words. A person's attitude can be understood from his facial expressions, gestures, postures, etc. which is difficult to measure.

-They are shared by all members of a group. This leads to conformity of behavior with the large majority of the group. The norms and values of the group are internalized through the formation of attitudes.

2. How are attitudes formed?

Key: Attitudes are formed in the following ways:

- **Need satisfaction:** the individual develops attitudes in the process of need satisfaction. He develops favorable attitudes towards objects and persons who are instrumental in satisfying his wants and needs. He develops an unfavorable attitude towards objects or people who block his way of satisfying his needs and wants. For e.g., the child develops favorable attitude towards the mother who takes care of him and satisfies his needs.
- **Information Exposure:** most of our attitudes about a person are based on the information we have about him. As we gain information about a person or situation, we develop a favorable or unfavorable attitude towards him. The attitude developed based on poor knowledge may change once we get more knowledge about the person. Attitude depends on the amount of information given and the way in which the information is presented.
- **Social values, beliefs and norms:** people who attach more value to certain qualities like honesty, integrity etc. will have a positive attitude towards these values than others. Some others may attach importance to wealth,

fame and success, and they will have a favorable attitude towards those who have these.

- **Group affiliation:** since man is a part of society, he learns many attitudes found in his group ever since his birth. Groups hold common beliefs about certain people or issues, and often most group members share these beliefs. The primary group exposes the individual to some information and exerts pressure on its members to conform. Hence members of a group share attitudes.
- **Personality Variables:** even within groups, all may not share the same attitudes-because all individuals are unique and have different experiences and personalities. Some personality variables are childhood training, childhood experiences, inner control versus external control, insecurity, etc.

3. Explain the characteristics of prejudice.

Key:

Prejudice is an unfounded judgment- decision made without properly considering the true facts-A prejudiced person does not stop to think or argue but accepts it without questioning-makes a quick judgment and puts people into different categories. Most of our prejudices are due to childhood experiences at home, in the neighborhood and schools, which we are not usually conscious of.

-Prejudices have an emotional component- They are either for or against an issue, individual or group, and carry with them likes and dislikes- Favourable prejudices induce us to promote love, help and admiration- Unfavourable prejudices make us harm, injure, destroy or avoid other people or groups.

-Prejudices are shared by all members of a group- Each individual strengthens the prejudice of the other members.

-Prejudice leads to selective perception- The prejudiced person observes and remembers only the wrongdoings of the hostile group. The right and good things done by them is not observed, or forgotten, or treated only as an exception.

-Prejudices are different from erroneous judgments- If the judgment is only an error or mistake, the person will be ready to discuss about the issue and to rectify the error-But if a person's judgment is prejudiced, he is not willing to discuss the issue. He will not accept any proof that his judgment is wrong.

-Prejudices are very harmful because they are irrational, directed against a whole group of people and can result in injury, clashes, etc. between groups.

4. Explain the different hostile actions by prejudiced person?

Key:

- a) **Avoidance** – If the social distance becomes extreme, it leads to avoidance of the other group. If we dislike a group, we withdraw from them. It is a mild form of hostile action, and a civilized way of expressing dislike.
- b) **Antilocution** – It is the tendency to speak against or verbally insult the prejudiced group, especially when we meet like-minded people.
- c) **Discrimination** – If hostility is greater, there may be discrimination. It means one group prevents or denies the other group opportunities, rights, facilities like employment, housing, education, political rights, etc. For e.g., reservation of seats in institutions, renting out houses only to certain groups of people and not others, etc.
- d) **Physical attack** – When hostility increases, it may result in violence against the rights and properties of the prejudiced group. There is damage to life and property. For e.g., communal clashes, riots, etc.
- e) **Extermination** – This is the most extreme expression of hostility. There is total extermination of the other group. One group tries to kill and completely destroy the other group. For e.g., the Nazis tried to brutally exterminate the Jews in Germany since they believed that the Jews were inferior people.

5. Explain the growth of prejudice.

Key:

- a) **Prejudices are accepted ready-made from older people.** The child is born as a member of a particular group and as it develops and grows, it learns the same attitudes and prejudices for or against another group that is practiced by the members of its group.
- b) **Some prejudices arise because of misconceptions or misunderstandings** about the other group. For e.g., in America, the blacks were thought to be less intelligent, dirty, uncivilized and immoral.
- c) **Some prejudices are learnt because of traumatic experiences** with some members of the other group. Then all members of the other group are thought to share the same characteristic. For e.g., a woman who is ill-treated by her husband begins to feel that all men are violent, uncaring people.
- d) **Prejudices also arise out of differences in customs and ways of living.** If one group feels that the other group is completely opposite to itself in its ways of living, then a negative attitude can develop. Such prejudices are seen more strongly during times of clash or conflict between the two groups.
- e) **Prejudices arise out of competition for scarce resources.** For e.g., wealth, property, social recognition, educational and employment opportunities, political power, prestige, etc. if these resources are limited, then there is great competition for them. People try to reduce competition by forming small groups and developing hostile attitudes towards other groups.
- f) **Many prejudices are because of Ethnocentrism.** Each group thinks and feels that it is superior to or better than other groups. Due to this, people exaggerate and magnify their own folkways, language, etc. and put down others' ways of doing things.

- g) **It also depends on personality characteristics of the individual.** A submissive person may easily accept the opinions of his group members but a person with a more questioning attitude may not accept it so easily. He may argue with others and form his own opinion.
- h) **Many prejudices are spread by mass media** like news reports, columns in magazines, etc.

6. What are the motivational and emotional processes involved in conformity?

Key:

Cognitive Process - When there is a conflict between group and individual judgment, the individual experiences Cognitive Dissonance. It means that he experiences a difference between the two judgments. He can solve this problem by:

- 1) **Blaming himself** – He feels he is wrong and agrees with the group
- 2) **Blaming the group** – He feels that the group is wrong and becomes independent .Blaming neither him nor the group – realizes that both are equally correct

Motivational Process – The individual either conforms or remains independent depending on what satisfies his needs. If there is something to gain by conforming to the group decision, then he may conform. If it gives him great satisfaction to remain independent, then he may do so.

Emotional Process – The individual may feel that going against group pressure will lead to punishment, etc. this causes anxiety. So to avoid this anxiety and tension, he may conform. But sometimes, this increased emotion may make him go against the group.

7. Explain obedience

Key: Obedience refers to behaviour performed in accordance with the order given by the authority of the group to which the individual belongs. Conformity refers to unspoken rules of the group, but obedience involves clear instructions given by an authority in the group. Obedience is needed for maintaining discipline in the army, education, organizations, etc. and smooth functioning of the law and order of the society. Obedience is necessary but blind obedience is also not good.

Sometimes people obey even though they don't want to. This may be due to various reasons.

- **Embarrassment** – Breaking social rules can cause embarrassment. To avoid such uncomfortable feelings, people obey rules.
- **Lacking a way of protest** – If people do not know how to protest the authority, they are forced to obey even though they don't like to.
- **Entrapment** – in this process individuals increase their commitment to a course of action in order to justify their investment of time, money or effort. They take a decision and the first step is not difficult. But soon they realize that there are problems to be faced. Yet they have committed to this course and so continue to follow it even though there are many problems. For e.g., a person may do a small favor for somebody and soon does a bigger favour later, though he had not thought of doing so

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