



TARGET 2013



Under the Guidance of **Ajay Kumar Singh** ( B.Tech. IIT Roorkee , Director & Founder : Vision IAS )

# ALL INDIA INTERACTIVE PSYCHOLOGY MAINS TEST SERIES 2013: **MODULE 4**AUGUST (10 MOCK TESTS)

**ONLINE CLASSROOM DISTANCE LEARNING**  
**ANSWER WRITING EVALUATION PROGRAMME** (Experts Support: Telephonic Discussion / Email Interaction)  
**+ Value Addition material & Case Studies -Amit Shekhar (www.numerons.wordpress.com )**

**Program Objective** : This is a comprehensive and intensive 'interactive' distance learning program / online program / class room program focusing on sincere IAS Aspirants who will appear in Civil Service Exam 2013. Our experts provide step by step guidance to aspirants for understanding the concepts of the subject and preparing them for effective answer writing.

**Approach & Strategy** : Our simple, practical and focused approach will help aspirants understand the demand of UPSC exam effectively. Our strategy is to constantly innovate to keep the preparation process dynamic and give personalized attention to individual aspirants based on factors like core competence, availability of time and resource and the requirement of Civil Service Exam. Our Interactive Learning approach (Email / Telephonic Discussion: Experts with Aspirants) will continuously improve aspirant's performance and move their preparation in the right direction.

**ADMISSION OPEN**

**STARTING ON 4 AUGUST**

**Number of Mock Tests** : 10  
**Fee** : Rs 7565 (Course fee) + Rs 935 ( Service Tax + Education Cess ) = Rs 8500 ( Total Course Fee )  
**Nature** : **Flexible - Date of dispatch:** Reschedule on the demand of the aspirants [ **Schedule A** and **Schedule B ( Personalized scheduling)** ]  
**Mode of dispatch:** Printed material via airmail+ / PDF material via email / download material from **Vision IAS Mains test Series Platform** (Login/ password) : [www.visionias.in](http://www.visionias.in)

**What you will get:**

- Login id & Password for performance analysis of aspirants ( **Innovative Assessment System** )
- Mock Test Papers & answer sheet ( 10 Tests )
- Evaluated Answer Booklet by experts with proper feedback, comments & guidance.
- Answer format ( Synopsis ) of Mock Test paper
- Analysis of Mock Test papers based on difficulty level & nature of questions.
- Comprehensive analysis of previous year questions
- Value Addition material & Case Studies

**INNOVATIVE ASSESSMENT SYSTEM:**

Static & dynamic Potential of Mock test papers ( Scoring Potential ) , Macro & Micro performance Analysis of aspirants Section wise analysis , Difficulty Analysis , All India Rank, comparison with toppers, Geographical Analysis , Integrated Score Card , Analysis of Mock Test papers based on difficulty level & nature of questions etc.

**SCHEDULE, CONTENT & REFERENCE**

**ONLINE - DISTANCE LEARNING / CLASSROOM**  
**Plan A (Schedule A: AUGUST 4, 2013)**  
**Plan B (Schedule B: Personalized Scheduling)**  
**Note: 1. Aspirants can reschedule the test date based on their plan.**  
**2. Classroom Tests (flexible) : Every day of the week, 10 AM**  
**3. Cyclic Classroom Discussion : Interval of 7-15 Days at 2 PM to 7 PM**  
**4. Test Centers: Dr Mukherjee Nagar ( Main Center : 103 , 1st floor , B/1-2 , Ansal Building , Behind UCO Bank ) , Rajindra Nagar Center (75, 3<sup>rd</sup> Floor , Old Rajinder Nagar Market Near Axis Bank ) & Jaipur Center ( 3<sup>rd</sup> Floor , Pearl Tower , Sahakar Marg , Near J P Underpass )**

TEST No.	Date	Topics covered	Primary References	Additional References
	Schedule A Schedule B Schedule C			
Test 1	August 4 , 2013	Introduction: PAPER-I Definition of Psychology; Historical antecedents of Psychology and trends in the 21st century; Psychology and scientific methods; Psychology in relation to other social sciences and natural	<ul style="list-style-type: none"> <li>• Psychology by Baron</li> <li>• Introduction to Psychology by</li> </ul>	<ul style="list-style-type: none"> <li>• Developmental Psychology by Elizabeth B. Hurlock,</li> </ul>

	<b>Schedule B (Personalized scheduling : reschedule the date of Mock tests based on aspirant's plan )</b>	<p>sciences; Application of Psychology to societal problems.</p> <p><b>Development of Human Behavior: PAPER-I</b> Growth and development; Principles of development, Role of genetic and environmental factors in determining human behavior; Influence of cultural factors in socialization; Life span development - Characteristics, development tasks, promoting psychological well-being across major stages of the life span</p>	<p><b>Morgan &amp; King</b></p> <ul style="list-style-type: none"> <li>• Psychology by <b>Ciccarelli</b></li> <li>• <b>N.C.E.R.T.</b> Psychology Texts Books</li> </ul>	<ul style="list-style-type: none"> <li>• Inner World by Sudhir Kakar,</li> <li>• <a href="http://www.numerons.wordpress.com">www.numerons.wordpress.com</a></li> </ul>
<b>Test 2</b>	<b>August 18 , 2013</b>	<p><b>Sensation, Attention and Perception: PAPER-I</b> Sensation: concepts of threshold, absolute and difference thresholds, signal-detection and vigilance; Factors influencing attention including set and characteristics of stimulus; Definition and concept of perception, biological factors in perception; Perceptual organization-influence of past experiences, perceptual defense-factors influencing space and depth perception, size estimation and perceptual readiness; The plasticity of perception; Extrasensory perception; Culture and perception, Subliminal perception.</p> <p><b>Thinking and Problem Solving: PAPER-I</b> Piaget's theory of cognitive development; Concept formation processes; Information processing, Reasoning and problem solving, Facilitating and hindering factors in problem solving, Methods of problem solving: Creative thinking and fostering creativity; Factors influencing decision making and judgment; Recent trends.</p> <p><b>Memory: PAPER-I</b> Encoding and remembering; Short term memory, Long term memory, Sensory memory, Iconic memory, Echoic memory: The Multistore model, levels of processing; Organization and Mnemonic techniques to improve memory; Theories of forgetting: decay, interference and retrieval failure: Metamemory; Amnesia: Anterograde and retrograde.</p>	<ul style="list-style-type: none"> <li>• Psychology by <b>Baron</b></li> <li>• Introduction to Psychology by <b>Morgan &amp; King</b></li> <li>• Psychology by <b>Ciccarelli</b></li> <li>• <b>N.C.E.R.T.</b> Psychology Texts Books</li> </ul>	<ul style="list-style-type: none"> <li>• <a href="http://www.numerons.wordpress.com">www.numerons.wordpress.com</a></li> </ul>
<b>Test 3</b>	<b>Sept 8 , 2013</b>	<p><b>Learning: PAPER-I</b> Concept and theories of learning (Behaviorists, Gestaltalist and Information processing models); The Processes of extinction, discrimination and generalization; Programmed learning, probability learning, self-instructional learning, concepts; Types and the schedules of reinforcement, escape, avoidance and punishment, modeling and social learning.</p> <p><b>Intelligence and Aptitude: PAPER-I</b> Concept of intelligence and aptitude, Nature and theories of intelligence - Spearman, Thurstone, Gullford Vernon, Sternberg and J.P; Das; Emotional Intelligence, Social intelligence, measurement of intelligence and aptitudes, concept of IQ, deviation IQ, constancy of IQ; Measurement of multiple intelligence; Fluid intelligence and crystallized intelligence.</p>	<ul style="list-style-type: none"> <li>• Psychology by <b>Baron</b></li> <li>• Introduction to Psychology by <b>Morgan &amp; King</b></li> <li>• Psychology by <b>Ciccarelli</b></li> <li>• <b>N.C.E.R.T.</b> Psychology Texts Books</li> </ul>	<ul style="list-style-type: none"> <li>• Educational Psychology by <b>Anita Woolfolk</b></li> <li>• <a href="http://www.numerons.wordpress.com">www.numerons.wordpress.com</a></li> </ul>

		<p><b>Language and Communication: PAPER-I</b> Human language - Properties, structure and linguistic hierarchy, Language acquisition-predisposition, critical period hypothesis; Theories of language development - Skinner and Chomsky; Process and types of communication - effective communication training.</p> <p><b>Application of Psychology to Educational Field: PAPER-II</b> Psychological principles underlying effective teaching-learning process; Learning styles; Gifted, retarded, learning disabled and their training; Training for improving memory and better academic achievement; Personality development and value education, Educational, vocational guidance and career counseling; Use of psychological tests in educational institutions; Effective strategies in guidance programmes.</p>		
<p><b>Test 4</b></p>	<p><b>Sept 22 , 2013</b></p>	<p><b>Personality: PAPER-I</b> Definition and concept of personality; Theories of personality (psychoanalytical, socio-cultural, interpersonal, developmental, humanistic, behaviorist, trait and type approaches); Measurement of personality (projective tests, pencil-paper test); The Indian approach to personality; Training for personality development; Latest approaches like big 5 factor theory; The notion of self in different traditions.</p> <p><b>Psychological well being and Mental Disorders: PAPER-II</b> Concept of health-ill health; Positive health, well being; Causal factors in mental disorders (Anxiety disorders, mood disorders, schizophrenia and delusional disorders; personality disorders, substance abuse disorders); Factors influencing positive health, well being, life style and quality of life; Happiness disposition.</p> <p><b>Therapeutic Approaches: PAPER-II</b> Psychodynamic therapies; Behavior therapies; Client centered therapy; Cognitive therapies; Indigenous therapies (Yoga, Meditation); Bio-feedback therapy; Prevention and rehabilitation of the mentally ill; Fostering mental health.</p> <p><b>Rehabilitation Psychology: PAPER-II</b> Primary, secondary and tertiary prevention programmes-role of psychologists; Organizing of services for rehabilitation of physically, mentally and socially challenged persons including old persons, Rehabilitation of persons suffering from substance abuse, juvenile delinquency, criminal behavior; Rehabilitation of victims of violence, Rehabilitation of HIV/AIDS victims, the role of social agencies.</p>	<ul style="list-style-type: none"> <li>• Psychology by <b>Baron</b></li> <li>• Introduction to Psychology by <b>Morgan &amp; King</b></li> <li>• Psychology by <b>Ciccarelli</b></li> <li>• <b>N.C.E.R.T.</b> Psychology Texts Books</li> </ul>	<ul style="list-style-type: none"> <li>• Theories of Personality by <b>Hall, Lindzey and Campbell</b></li> <li>• Inner World by <b>Sudhir Kakar</b></li> <li>• Abnormal Psychology by <b>Carson, Butcher and Mineka</b></li> <li>• <a href="http://www.numerons.wordpress.com">www.numerons.wordpress.com</a></li> </ul>

<p>Test 5</p>	<p>October 6, 2013</p>	<p><b>Motivation and Emotion: PAPER-I</b> Psychological and physiological basis of motivation and emotion; Measurement of motivation and emotion; Effects of motivation and emotion on behavior; Extrinsic and intrinsic motivation; Factors influencing intrinsic motivation; Emotional competence and the related issues.</p> <p><b>Work Psychology and Organizational Behavior: PAPER-II</b> Personnel selection and training; Use of psychological tests in the industry; Training and human resource development; Theories of work motivation – Herzberg, Maslow, Adam Equity theory, Porter and Lawler, Vroom; Leadership and participatory management; Advertising and marketing; Stress and its management; Ergonomics; consumer psychology; Managerial effectiveness; Transformational leadership; Sensitivity training; Power and politics in organizations.</p> <p><b>Application of Psychology in Information Technology and Mass Media: PAPER-II</b> The present scenario of information technology and the mass media boom and the role of psychologists; Selection and training of psychology professionals to work in the field of IT and mass media; Distance learning through IT and mass media; Entrepreneurship through e-commerce; Multilevel marketing; Impact of TV and fostering value through IT and mass media; Psychological consequences of recent developments in Information Technology.</p> <p><b>Psychology and Economic development: PAPER-II</b> Achievement motivation and economic development; Characteristics of entrepreneurial behavior; Motivating and training people for entrepreneurship and economic development; Consumer rights and consumer awareness, Government policies for promotion of entrepreneurship among youth including women entrepreneurs.</p>	<ul style="list-style-type: none"> <li>• Psychology by <b>Baron</b></li> <li>• Introduction to Psychology by <b>Morgan &amp; King</b></li> <li>• Psychology by <b>Ciccarelli</b></li> <li>• <b>N.C.E.R.T.</b> Psychology Texts Books</li> </ul>	<ul style="list-style-type: none"> <li>• Organizational Behavior by <b>Stephen P. Robbins</b></li> <li>• <a href="http://www.numerons.wordpress.com">www.numerons.wordpress.com</a></li> </ul>
<p>Test 6</p>	<p>Octo. 13, 2013</p>	<p><b>Attitudes, Values and Interests: PAPER-I</b> Definition of attitudes, values and interests; Components of attitudes; Formation and maintenance of attitudes; Measurement of attitudes, values and interests; Theories of attitude change; Strategies for fostering values; Formation of stereotypes and prejudices; Changing others behavior; Theories of attribution; Recent trends.</p> <p><b>Community Psychology: PAPER-II</b> Definition and concept of community psychology; Use of small groups in social action; Arousing community consciousness and action for handling social problems; Group decision making and leadership for social change; Effective strategies for social change.</p> <p><b>Application of Psychology to disadvantaged groups: PAPER-II</b> The concepts of disadvantaged, deprivation; Social, physical, cultural and economic consequences of disadvantaged and deprived groups; Educating and motivating the disadvantaged towards development; Relative and prolonged deprivation.</p>	<ul style="list-style-type: none"> <li>• Psychology by <b>Baron</b></li> <li>• Introduction to Psychology by <b>Morgan &amp; King</b></li> <li>• Psychology by <b>Ciccarelli</b></li> <li>• <b>N.C.E.R.T.</b> Psychology Texts Books</li> </ul>	<ul style="list-style-type: none"> <li>• Social Psychology by <b>Baron &amp; Byrne</b></li> <li>• <a href="http://www.numerons.wordpress.com">www.numerons.wordpress.com</a></li> </ul>

		<p><b>Psychological problems of social integration: PAPER-II</b> The concept of social integration; The problem of caste, class, religion and language conflicts and prejudice; Nature and manifestation of prejudice between the in-group and out-group; Causal factors of social conflicts and prejudices; Psychological strategies for handling the conflicts and prejudices; Measures to achieve social integration.</p>		
Test 7	Oct. 20 2013	<p><b>Issues and Perspectives in Modern Contemporary Psychology: PAPER-I</b> Computer application in the psychological laboratory and psychological testing; Artificial intelligence; Psychocybernetics; Study of consciousness-sleep-wake schedules; dreams, stimulus deprivation, meditation, hypnotic/drug induced states; Extrasensory perception; Intersensory perception Simulation studies.</p> <p><b>Application of psychology in other fields: PAPER-II</b> (a) Military Psychology Devising psychological tests for defense personnel for use in selection, Training, counseling; training psychologists to work with defense personnel in promoting positive health; Human engineering in defense. (b) Sports Psychology Psychological interventions in improving performance of athletes and sports persons participating in Individual and Team Games. (c) Media influences on pro and antisocial behavior. (d) Psychology of terrorism.</p> <p><b>Application of psychology to environment and related fields: PAPER-II</b> Environmental psychology-effects of noise, pollution and crowding; Population psychology: psychological consequences of population explosion and high population density; Motivating for small family norm; Impact of rapid scientific and technological growth on degradation of environment.</p> <p><b>Psychology of Gender: PAPER-II</b> Issues of discrimination, Management of diversity; Glass ceiling effect, Self fulfilling prophesy, Women and Indian society.</p>	<ul style="list-style-type: none"> <li>• Psychology by <b>Baron</b></li> <li>• Introduction to Psychology by <b>Morgan &amp; King</b></li> <li>• Psychology by <b>Ciccarelli</b></li> <li>• <b>N.C.E.R.T.</b> Psychology Texts Books</li> </ul>	<ul style="list-style-type: none"> <li>• <a href="http://www.numerons.wordpress.com">www.numerons.wordpress.com</a></li> </ul>
Test 8	Oct. 27 2013	<p><b>Methods of Psychology: PAPER-I</b> Types of research: Descriptive, evaluative, diagnostic and prognostic; Methods of Research: Survey, observation, case-study and experiments; Characteristics of experimental design and non-experimental design, Quasi-experimental designs; Focused group discussions, brain storming, grounded theory approach.</p> <p><b>Research Methods: PAPER-I</b> Major steps in Psychological research (problem statement, hypothesis formulation, research designs, sampling, tools of data collection, analysis and interpretation and report writing) Fundamental versus applied research; Methods of data collection (interview, observation, questionnaire); Research designs (ex-post facto and experimental); Application of statistical</p>	<ul style="list-style-type: none"> <li>• Psychology by <b>Baron</b></li> <li>• Introduction to Psychology by <b>Morgan &amp; King</b></li> <li>• Psychology by <b>Ciccarelli</b></li> <li>• <b>N.C.E.R.T.</b> Psychology Texts Books</li> </ul>	<ul style="list-style-type: none"> <li>• Foundations of Behavioral Research by <b>Fred N. Kerlinger</b></li> <li>• Research Methodology by <b>C. R. Kothari</b></li> <li>• Psychological Testing by <b>Anastasi Anne &amp; Urbina</b></li> <li>• <a href="http://www.numerons.wordpress.com">www.numerons.wordpress.com</a></li> </ul>

		technique (t - test, two way ANOVA correlation, regression and factor analysis); Item response theory.  <b>Psychological Measurement of Individual Differences: PAPER-II</b> The nature of individual differences; Characteristics and construction of standardized psychological tests; Types of psychological tests; Use, misuse and limitation of psychological tests; Ethical issues in the use of psychological tests		
<b>Test 9</b>	<b>Nov 3 2013</b>	<b>Complete syllabus of <u>Psychology Paper I</u> ( Full Length Test )</b>		
<b>Test 10</b>	<b>Nov 10 2013</b>	<b>Complete Syllabus of <u>Psychology Paper II</u> ( Full Length Test )</b>		

**FOCUS** : Answer writing skill development, Structure & presentation of answer, How to present facts, information & knowledge in the answer, Understanding actual requirement ( key words , Context & Content) of the UPSC in the different marks types questions ( 30 Marks , 20 marks , 15 marks , 12 marks , 10 marks ) and which questions should be attempted for good score (strategy & approach) , Understanding your current state preparedness & required action plans and Framing your mind towards actual pattern, toughness and timing of the actual UPSC Examination.

**PHILOSOPHY** :The pattern of UPSC Mains exam is very dynamic and unpredictable. Therefore Mock Test papers should be designed based on latest pattern of UPSC. Our team frame the questions (F, CA, FCA, U) with different difficulty level (E , M, D, V) in the Mock test papers. So that the aspirants can simulate the UPSC exam in real sense, understand the demand of the exam and develop effective writing skills.

**Difficulty Level (DL)** : Easy (E), Medium (M), Difficult (D), Very Difficult (V)

**Nature of Question (Nature)** : Fundamental /Conceptual /Conventional (F), Current Affairs ( CA) , Fundamental + Current Affairs ( FCA) and Unconventional ( U)

**UPSC CRITERIA** :Criteria for assessment of candidate performance in the written IAS exam as per UPSC instruction:  
*"The main Examination is intended to assess the overall intellectual traits and depth of understanding of candidates rather than merely the range of their information and memory". -Union Public Service Commission (UPSC)*

## METHODOLOGY

: **Methodology for evaluation of Answer sheet:** Our expert will evaluate aspirant's answer sheet on following indicators and their experience in the field UPSC.

EVALUATION INDICATORS	QUESTION No. Score ( 1 – 5 )
1. Alignment Competence	
2. Context Competence	
3. Content Competence :	
4. Language Competence	
5. Introduction Competence	
6. Structure – Presentations Competence	
7. Conclusion Competence	
<b>MARKS</b>	

**Score: Scale: 1- 5** 5 – Outstanding 4 – Excellent 3 – Good 2 – Average 1 - Poor

- Total Marks in the question has been given on proper consideration of weightage of every evaluation indicators based on nature of the questions and UPSC experience of the expert.
- The score of every indicator for any question will highlight candidate's competence performance (for understanding of the level of quality of the question and required action plans).

### BASIC UNDERSTANDING OF FOLLOWING DESIGNED COMPETENCES :

#### ◆ **Alignment Competence:**

- Writing the answer according to the actual requirement of the questions
- Focus on Key words & Tail words effectively ( *Elucidate – Explain, Comment , Examine , Critically examine , Discuss , Analyze , Illustrate , Review , Argue , Justify etc.*)

#### ◆ **Context Competence:**

- Contextual understanding of the Questions
- Present relevant information , choice of words and proper statement

#### ◆ **Content Competence :**

- Content of the answer in the contextual framework

#### ◆ **Language Competence :**

- Optional Subject Specific Language not used general words in the optional paper ( but In General Studies language should be simple and clear )
- Appropriate words at proper place , Word limits

#### ◆ **Structure – Presentation Competence:**

- Proper systematization in the structure of the answer , Proper consideration of priority and focus of given ideas.
- Logical structure of sentence and their connectivity
- proper visibility of idea through facts, data , diagram , figure , illustration according to the requirement of the question

◆ **Introduction – Conclusion Competence:**

- Impressive beginning and Ending of the answer , Give your opinion only when asked for it.
- Incorporate your opinion from different perspective in a balance manner

**Download Psychology Reference material at : [www.numerons.wordpress.com](http://www.numerons.wordpress.com)**

**INTERACTIVE LEARNING PROGRAMME**

[STUDY MATERIAL & MAINS TEST SERIES]

**Classroom Program**

# General Studies

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**# CSAT ( G.S. PRE. & APTITUDE TEST )**

**# Essay & Interview Enrichment Programme**

**# One year Integrated Programme**

**# Two Years Integrated programme**

**ADMISSION OPEN**

~ ONLINE ~

~ DISTANCE LEARNING ~

**IAS MAINS / PRELIM TEST SERIES**

~ CLASSROOM ~

*By Team Vision IAS*

**( General Studies , Sociology , Public Administration , Geography , Philosophy , Psychology , GS PRELIM & APTITUDE TEST )**

**NATURE** : Flexible, cyclic, Interactive Discussion **TEST TIMING**: 10 AM (Every day of the week ) **Cyclic Classroom Discussion** : Interval of 7-15 Days at 2 PM to 7 PM

**Contact No. : 09650617807 , 09968029039 , 9717162595**

**Email : [ajay.visionias@gmail.com](mailto:ajay.visionias@gmail.com) & [ajay\\_uor@yahoo.com](mailto:ajay_uor@yahoo.com)**

**Mukherjee Nagar ( Main Center )** : 103 , 1st floor , B/1-2 , Ansal Building , Behind UCO Bank , Dr. Mukherjee Nagar , Delhi – 110009

**Rajindra Nagar Center** : 75, 3rd Floor , Old Rajinder Nagar Market Near Axis Bank , New Delhi – 110060

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