

(Please do not write anything except the question number in this space)
कृपया इस स्थान में प्रश्न संख्या से अतिरिक्त कुछ न लिखें।

UPSC

Answer Questions in NOT MORE THAN the Word Limit specified for each in the Parenthesis.
Content of the Question is more important than length.
(Specimen Answer Booklet - For Practice Purpose Only)

उम्मीदवारी को इस स्थान में नहीं लिखना चाहिए
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Answer in 1-2 lines

Q1. Cognition

Ans. → Cognition is basically an ability of a human brain to understand the thoughts, belief or expression.

Q2. Source characteristics.

Ans. Generally there are three main source characteristics

i) Expertise

ii) Trustworthiness

iii) Interpersonal attraction.

Q3. Sleeper effect

Ans. Sleeper effect is the phenomenon when the effect of a persuasive message exists but its source is forgotten.

Q4. Persuasive communication

Ans. Persuasive communication is a type of communication that try to influence one's attitude.

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Q9. Reference group

Ans. Reference group is referred to a group or an individual that influences an individual's behaviour eg -

Answer in 50 words -

Q1. Positive Attitude in Civil Servants.

Ans. It is essential for civil servants to uphold a positive attitude due to the following reasons -

- 1) Enhancement of decision making power by positive mindset.
- 2) It comes with a solution oriented approach.
- 3) It will strengthen the emotional intelligence.
- 4) It will help in upholding empathy and compassion.
- 5) It will lead to enhancement in resilience.

Q2. Functions of Attitude



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Ans. According to Katz the function of attitude are as follows :-

- 1) Utilitarian :- People develop positive attitude towards reward and negative attitude towards punishments.
- 2) Knowledge :- Attitude satisfies knowledge function by providing a frame of reference in situations.
- 3) Value expression :- Attitude tells us who we are and what we stand for.
- 4) Ego Defensive :- Attitude seems to protect our self esteem.
- 5) Social Identity :- It tells about social values of the people.

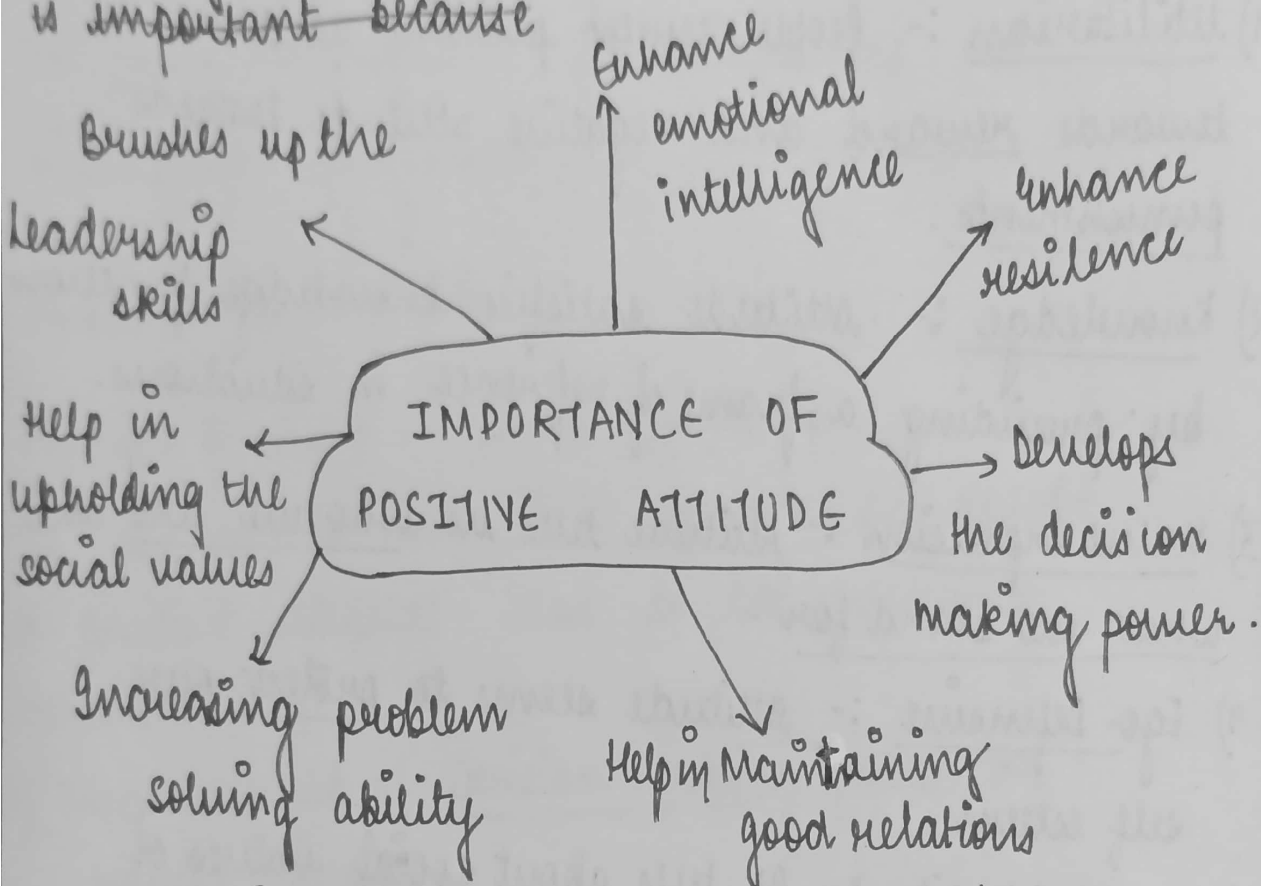
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Q. A positive attitude is an essential character of a civil servant. What contributes in a positive attitude? [150W]

Ans. An optimistic evaluation of the things is generally referred to as 'positive attitude'.

Positive attitude plays a vital role in framing the character of civil servant. It is important because



The following contributes in positive attitude of a person -

- i) willingness of a person to acknowledge and addressing the fears.
- ii) being open to new and innovative ideas.
- iii) Self introspection: frequent self analysis about strengths and weakness.
- iv) Optimistic Mindset :- Focussing on positive things for eg- always seeing good values in a person.

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v) willingness to change the flaws in order to become a better personality.

vi) self confidence :- to believe in yourself.

A positive attitude helps to recognise the opportunities even in the hardest situations. Thus, it is necessary for civil servant to inculcate a positive attitude.