

**SAMPLE QUESTION PAPER 2021-22**  
**TERM I**  
**PSYCHOLOGY (037)**  
**CLASS- XII**  
**MARKING SCHEME**

**Time – 90 Minutes**

**Max Marks – 35**

**General instructions:**

1. The Question Paper contains three sections.
2. Section A has 24 questions. Attempt any 20 questions.
3. Section B has 24 questions. Attempt any 20 questions.
4. Section C has 12 questions. Attempt any 10 questions.
5. All questions carry equal marks.
6. There is no negative marking.

**SECTION A**

**Section A has 24 questions (from question no. 1 to 24). Answer any 20 questions from this section.**

**Q1** \_\_\_\_\_ and performance tests help reduce the cultural bias usually associated with intelligence tests.

- a. Non-verbal
- b. Group
- c. Individual
- d. Verbal

**Ans: a. Non-verbal**

**Pg. 15**

**Q2** \_\_\_\_\_ involves seeking information from a person on a one-to-one basis.

- a. Case study
- b. Self -Report
- c. Interview
- d. Psychological test

**Ans: c. Interview**

**Pg. 4**

**Q3** In Jensen's model, Level II represents \_\_\_\_\_ .

- a. emotional competence
- b. social competence
- c. cognitive competence
- d. associative learning

**Ans: c. cognitive competence**

**Pg. 6**

- Q4** Giftedness from the teachers' point of view depends on a combination of \_\_\_\_\_.
- a. high ability, high creativity, high commitment
  - b. high ability, high creativity, high cooperation
  - c. high ability, high commitment, high talent
  - d. high ability, high creativity, high dependence

**Ans: a. high ability, high creativity, high commitment**

**Pg. 13**

- Q5** Some societies adopt child rearing practices that foster skills of speed, minimal moves, and mental manipulation, promoting a type of behavior called\_\_\_\_\_ .

- a. integral intelligence
- b. technological intelligence
- c. emotional intelligence
- d. contextual intelligence

**Ans: b. technological intelligence**

**Pg. 16**

- Q6** Hippocrates proposed a typology of personality based on \_\_\_\_ .

- a. trigunas
- b. humour
- c. tridosha
- d. body build and temperament

**Ans: (b) humour**

**Pg. 30**

- Q7** Which of the following lists presents Freud's psychosexual stages in the order in which they occur?

- a. anal, oral, genital, phallic and latency
- b. genital, latency anal, oral and phallic
- c. oral, anal, phallic, latency and genital
- d. oral, anal, latency, phallic and genital

**Ans: c, oral, anal, phallic, latency and genital**

**Pg.36**

- Q8** Amit lacks motivation in life and has an overly complacent attitude. He remains relaxed and deals patiently with others. Which type of personality does Amit have according to Friedman and Rosenman?

- a. Type A
- b. Type B
- c. Type C
- d. Type D

**Ans: (b) Type B**

**Pg. 31**

**Q9** Sanjana loves to have burgers every day. Being aware of its ill effects on her body, she promised herself that she would buy a book of her choice if she managed to restrain herself from eating burgers for a month. This is an example of \_\_\_\_\_ .

- a. observation of own behavior
- b. self-instruction
- c. self-reinforcement
- d. self esteem

**Ans: (c) self-reinforcement**

**Pg. 27**

**Q10** Anjani just found a gold bracelet inside a movie theatre. Which part of her personality would urge her to deposit it at the manager's office?

- a. id
- b. ego
- c. superego
- d. libido

**Ans: c, superego**

**Pg. 35**

**Q11** Cultures are characterized as collectivistic when \_\_\_\_\_ .

- a. each member of the group maintains his/her individuality
- b. there is a clear dichotomy between self and others
- c. self and group remain at a distance
- d. self and group have a harmonious co-existence

**Ans: (d) Self and group have a harmonious co-existence**

**Pg. 28**

**Q12** The school counsellor told Simran that people are happiest and perform their best when their personal traits and characteristics match their occupation. To assess this, she has to go through a psychological test. Her counsellor is most likely to use the \_\_\_\_\_ test.

- a. Minnesota Multiphasic Personality Inventory
- b. Eysenck Personality Questionnaire
- c. Sixteen Personality Factor Questionnaire
- d. Draw a person test

**Ans: (c) Sixteen Personality Factor Questionnaire**

**Pg. 43**

**Q13** Collective unconscious consists of \_\_\_\_\_ that are not individually acquired but are inherited.

- a. traits
- b. archetypes
- c. conflicts
- d. dreams

**Ans: (b) archetype**

**Pg. 37**

**Q14** The stresses which people experience vary in terms of intensity, duration, complexity and \_\_\_\_\_.

- a. personality
- b. predictability
- c. temperament
- d. intelligence

**Ans: b. predictability**

**Pg.54**

**Q15.** \_\_\_\_\_ is the term used to describe the level of stress that is good for a person as it enhances performance.

- a. Distress
- b. Eustress
- c. Social Stress
- d. Strain

**Ans: b. Eustress**

**Pg. 51-52**

**Q16** \_\_\_\_\_ stem from beliefs based upon expectations from inside us, such as, 'I must do everything perfectly'.

- a. Conflicts
- b. Frustrations
- c. Social stresses
- d. Internal pressures

**Ans: d. Internal pressures**

**Pg. 55**

**Q17** As per the General Adaptation Syndrome, the individual is ready for fight or flight in the \_\_\_\_\_ stage.

- a. resistance
- b. burnout
- c. alarm reaction
- d. exhaustion

**Ans: c. alarm reaction**

**Pg.59**

**Q18** \_\_\_\_\_ is a dynamic situation-specific reaction to stress.

- a. Appraisal
- b. Coping
- c. Situational support
- d. Assertiveness

**Ans: b. Coping**

**Pg. 61**

**Q19.** Howard Gardner has proposed many types of intelligences except\_\_\_\_\_ .

- a. linguistic
- b. creative
- c. intrapersonal
- d. interpersonal

**Ans: b. creative**

**Pg. 7-8**

**Q20** The IQ range for individuals with mild intellectual deficiency is \_\_\_\_\_ .

- a. 55-69
- b. 40-54
- c. 25-39
- d. below 25

**Ans: a.55-69**

**Pg. 12**

**Q21** Supportive friends and family provide \_\_\_\_\_ by reassuring the individual that she/he is loved, valued, and cared for.

- a. emotional support
- b. tangible support
- c. informational support
- d. financial support

**Ans: a. emotional support**

**Pg. 66**

**Q22** \_\_\_\_\_ is a behavior or skill that helps to communicate clearly and confidently, our feelings, needs, wants and thoughts.

- a. Positive attitude
- b. Perfectionism
- c. Assertiveness
- d. Rational thinking

**Ans: c. Assertiveness**

**Pg. 64**

**Q23** The study that focuses on the link between the brain, mind and immune system is called \_\_\_\_\_.

- a. Psychoneuroimmunology
- b. Psychoimmunology
- c. Psychoneurology
- d. Immunoneurology

**Ans: a. Psychoneuroimmunology**

**Pg. 59**

**Q24** \_\_\_\_\_ are enduring beliefs about an ideal mode of behavior.

- a. Preferences
- b. Interest
- c. Attitudes
- d. Values

**Ans: d, Values**

**Pg. 4**

### **SECTION B**

**Section B has 24 questions (from question no. 25 to 48). Answer any 20 questions from this section.**

**Q25** Helen took a/an \_\_\_\_\_ test which indicated that she could excel in typing and highlighted it in her resume while looking for jobs.

- a. multiple aptitude
- b. specialized aptitude
- c. interest
- d. achievement

**Ans: b, specialized aptitude**

**Pg. 18**

**Q26** \_\_\_\_\_ is identified as a facet of intelligence in Indian tradition that explains qualities like self-regulation, self-monitoring of emotions, honesty, good conduct and politeness.

- a. Emotional Competence
- b. Social Competence
- c. Cognitive Capacity
- d. Entrepreneurial Competence

**Ans: a, Emotional Competence**

**Pg. 16**

**Q27** The correlation between intelligence test scores of identical twins is \_\_\_\_\_.

- i. higher when they are raised together than when they are raised apart.
- ii. greater than that for fraternal twins raised together.
- iii. lower than that for any other blood relatives.
- iv. the same whether they are reared together or apart.

**Choose the correct option**

- a. i and iii
- b. i and ii
- c. iii and iv
- d. i and iv

**Ans: b, i and ii,**

**Pg. 10**

**Q28** Tanisha works at night in a call center, travels amidst heavy traffic to reach her work place and sleeps during the daytime. This is challenging and is a/an \_\_\_\_\_.

- a. hassle
- b. traumatic event
- c. life event
- d. environmental stress

**Ans: a. Hassle**

**Pg. 57**

**Q29** The distribution of IQ scores \_\_\_\_\_.

- i. is approximately normal or bell-shaped.
- ii. falls off abruptly above 100.
- iii. reveals a difference in the average for men and women.
- iv. shows that most people score between 90 and 109.

**Choose the correct option**

- a. i ,iii
- b. i , ii
- c. i , iv
- d. ii , iv

**Ans: c. i and iv**

**Pg. 11**

**Q30** A teacher might assume that a well-behaved student is also bright and motivated before they have objectively evaluated the student's capacity in these areas. Identify the phenomenon.

- a. Middle Category Bias
- b. Social Desirability
- c. Halo effect
- d. Extreme Response Bias

**Ans: (c) Halo effect**

**Pg. 47**

**Q31** The Minnesota Multiphasic Personality Inventory helps to diagnose \_\_\_\_\_ .

- i. Neuroticism, psychoticism
- ii. Sociability, PTSD
- iii. Psychasthenia, schizophrenia
- iv. Paranoia, depression

**Choose the correct option**

- a. i, iii
- b. ii, i
- c. iii, iv
- d. ii, iv

**Ans: (c) iii , iv**

**Pg. 42**

- Q32** Which factor is TRUE of people who are low in self-efficacy?
- They feel less fearful and do not shy away from taking risks.
  - They avoid challenges and allow people to select and shape their environment.
  - They don't believe that luck and fate control their life's outcome.
  - It can be enhanced by presenting weak role models.

**Choose the correct option**

- i, iii
- ii, i
- iii, iv
- ii, iv

**Ans: (d) ii , iv**

**Pg.27**

- Q33** Which of the following statements are TRUE about self as an object?
- Self is an entity that does something.
  - Self is being described as a knower.
  - Self gets observed and comes to be known.
  - Self is an entity on which something is being done.

**Choose the correct option**

- i, iii
- ii, i
- i, iv
- iii, iv

**Ans: d. iii , iv**

**Pg. 25**

- Q34** Two statements are given in the question below as Assertion (A) and Reasoning (R). Read the statements and choose the appropriate option.

Assertion (A): There may be many people who are academically talented but are unsuccessful in their own lives.

Reason(R): The source of their difficulty is lack of emotional intelligence.

Options:

- Both A and R are true, and R is the correct explanation of A
- Both A and R are true, but R is not the correct explanation of A
- A is true, R is false
- A is false, R is true

**Ans: (a) Both A & R are true, and R is the correct explanation of A**

**Pg. 17**

- Q35** Two statements are given in the question below as Assertion (A) and Reasoning (R). Read the statements and choose the appropriate option.



Assertion (A): PASS processes operate on a knowledge base developed either formally (through reading and writing and experimenting) or informally from the environment.

Reason (R): The functioning of these processes are not interdependent on each other.

Options:

- a. Both A and R are true, and R is the correct explanation of A
- b. Both A and R are true, but R is not the correct explanation of A
- c. A is true, R is false
- d. A is false, R is true

**Ans: c. A is true, R is false**

**Pg. 9**

**Q36** Two statements are given in the question below as Assertion (A) and Reasoning (R). Read the statements and choose the appropriate option.

Assertion (A): A strong sense of self efficacy allows people to select, influence and construct the circumstances of their own life.

Reason (R): People's expectations of mastery or achievement and their convictions about their own effectiveness determine the types of behaviors they engage in.

Options:

- a. Both A and R are true, and R is the correct explanation of A
- b. Both A and R are true, but R is not the correct explanation of A
- c. A is true, R is false
- d. A is false, R is true

**Ans: a. Both A and R are true, and R is the correct explanation of A**

**Pg.27**

**Q37** Latika overthinks and worries about achieving her goals. Thus, the stress that she generates for herself in her mind is most likely to be \_\_\_\_\_.

- a. environmental stress
- b. physical stress
- c. psychological stress
- d. social stress

**Ans: c. psychological stress**

**Pg. 55**

**Q38** Two statements are given in the question below as Assertion (A) and Reasoning (R). Read the statements and choose the appropriate option.

Assertion (A): Neurotic people have control over their feelings.

Reason (R): Neurotic people are anxious, moody, touchy, restless and are quick to lose control.

Options:

- a. Both A and R are true, and R is the correct explanation of A
- b. Both A and R are true, but R is not the correct explanation of A
- c. A is true, R is false
- d. A is false, R is true

**Ans: d. A is false, R is true**

**Pg. 32-33**

**Q39** Two statements are given in the question below as Assertion (A) and Reasoning (R). Read the statements and choose the appropriate option.

Assertion (A): A person who has strong aggressive tendencies may see other people as being excessively aggressive towards him/her.

Reason (R): People adopt an ego defense mechanism called projection in which they attribute their own traits to others.

Options:

- a. Both A and R are true, and R is the correct explanation of A
- b. Both A and R are true, but R is not the correct explanation of A
- c. A is true, R is false
- d. A is false, R is true

**Ans: a. Both A and R are true, and R is the correct explanation of A**

**Pg. 35**

**Q40** Two statements are given in the question below as Assertion (A) and Reasoning (R). Read the statements and choose the appropriate option.

Assertion (A): Behavioral ratings suffer from major limitations like acquiescence.

Reason (R): Raters have a tendency to place individuals in the middle of a scale by avoiding extreme positions.

Options:

- a. Both A and R are true, and R is the correct explanation of A
- b. Both A and R are true, but R is not the correct explanation of A
- c. A is true, R is false

d. A is false, R is true

**Ans: d A is false, R is true.**

**Pg. 47**

**Q41** Two statements are given in the question below as Assertion (A) and Reasoning (R). Read the statements and choose the appropriate option.

Assertion (A): Self-concept is the way we perceive ourselves and the ideas we hold about our competencies and attributes.

Reasoning(R): Parents who make decisions for their children when they do not need assistance often suffer from low self-esteem.

Options:

- a. Both A and R are true, and R is the correct explanation of A
- b. A is true, but R is false
- c. A is false, but R is true
- d. Both A and R are true, and R is not the correct explanation of A

**Ans: d. Both A and R are true, and R is not the correct explanation of A**

**Pg. 26**

**Q42** Dilip experiences mood swings, and erratic feelings due to the stress he is facing. This refers to the \_\_\_\_\_ effect of stress.

- a. physiological
- b. behavioral
- c. cognitive
- d. emotional

**Ans: d. Emotional**

**Pg. 57**

**Q43** Ayesha focuses on her priorities, plans her work and schedules her time effectively. This is suggestive of the \_\_\_\_\_ coping strategy.

- a. emotion focused
- b. avoidance oriented
- c. task oriented
- d. emotion oriented

**Ans: c Task oriented**

**Pg. 61**

**Q44** Which of the following statement/s is/are a part of the stress process, as explained by Lazarus' Cognitive theory?

- i. An individual's response to a stressful situation largely depends upon the perceived events and how they are interpreted.

- ii. Regardless of the cause of the threat, the individual will respond with the same physiological pattern of reactions.
- iii. When we perceive an event as negative, we are likely to make a secondary appraisal.
- iv. Primary appraisal refers to the perception of a new or changing environment as positive, neutral or negative in its consequences.

**Choose the correct option:**

- a. ii, iii, iv
- b. ii, iii
- c. i, iii, iv
- d. ii

**Ans: c. i, iii, iv**

**Pg. 52-53**

**Q45**

The following is/are true about stress and the immune system:

- i. Stress can cause illness by impairing the workings of the immune system.
- ii. The immune system functions to guard the body against attackers, both from within and outside.
- iii. Increased levels of natural killer cell cytotoxicity have been found in people who are highly stressed.
- iv. Studies reveal that immune functioning is better in individuals who do not receive social support.

**Choose the correct option:**

- a. i
- b. ii, iii
- c. i, iii, iv
- d. i, ii

**Ans: d. i, ii**

**Pg. 59-60**

**Q46**

Two statements are given in the question below as Assertion (A) and Reasoning (R). Read the statements and choose the appropriate option.

Assertion (A): Many of us drive ourselves ruthlessly towards achieving unrealistic and high standards in achieving our goals. This is a source of psychological stress.

Reason (R): Conflicts stem from beliefs based on expectations from inside us to ourselves.

Options:

- a. Both A and R are true, and R is the correct explanation of A.
- b. Both A and R are true, but R is not the correct explanation of A.
- c. A is true, R is false
- d. A is false, R is true

**Ans: c. A is true, R is false**

**Pg. 55**

**Q47**

Two statements are given in the question below as Assertion (A) and Reasoning (R). Read the statements and choose the appropriate option.

Assertion (A): People with high levels of stress but low levels of illness share three characteristics, which are referred to as the personality traits of hardiness.

Reason (R): Hardiness consists of ‘the three Cs’, i.e., commitment, control, and challenge.

Options:

- a. Both A and R are true, and R is the correct explanation of A
- b. Both A and R are true, but R is not the correct explanation of A
- c. A is true, R is false
- d. A is false, R is true

**Ans: (a) Both A & R are true, and R is the correct explanation of A.**

**Pg. 63**

**Q48**

Two statements are given in the question below as Assertion (A) and Reasoning (R). Read the statements and choose the appropriate option.

Assertion (A): Overcoming unhelpful habits like procrastination is a life skill that enables individuals to deal effectively with challenges of everyday life.

Reason (R): Factors that act as stress buffers and facilitate positive health are diet, exercise, positive attitude & positive thinking.

Options:

- a. Both A and R are true, and R is the correct explanation of A
- b. Both A and R are true, but R is not the correct explanation of A
- c. A is true, R is false
- d. A is false, R is true

**Ans: b. Both A & R are true, but R is not the correct explanation of A**

**Pg. 64-65**

## SECTION C

**Section C has 12 questions (from question no. 49 to 60). A total of 10 questions are to be answered in this section.**

- Question no 49-54 are case based questions.
- Question no 55-60 are based on the picture provided.

**Read the case given below and answer the questions by choosing the most appropriate option:**

This is a story of three students Ruby, Radhika and Shankar who were enrolled in an Undergraduate Psychology Program in a University. Ruby was the admission officer's dream. She was selected for the program as she had perfect entrance test scores, outstanding grades and excellent letters of recommendation. But when it was time for Ruby to start coming up with ideas of her own, she disappointed her professors.

On the other hand, Radhika did not meet the admission officer's expectations. She had good grades but low entrance exam scores. However, her letters of recommendation described her as a creative young woman. She could design and implement research work with minimal guidance at college.

Shankar ranked somewhere in between the two students. He was satisfactory on almost every traditional measure of success. But rather than falling somewhere in the middle of his class at college, Shankar proved to be an outstanding student. His strength lay in the ability to not only adapt well to the demands of his new environment but also to modify the environment to suit his needs.

**Q49** Identify the theory of intelligence which best explains the intelligence of all the three students in the story:

- a. One Factor Theory
- b. Theory of Primary Mental Abilities
- c. Hierarchical Model of Intelligence
- d. Triarchic Theory of Intelligence

**Ans: d, Triarchic Theory of Intelligence**

**Pg. 8,9**

**Q 50** Identify the type of intelligence Ruby possesses.

- a. Practical
- b. Componential
- c. Linguistic
- d. Experiential

**Ans: b, Componential**

**Pg. 8**

**Q51** Which of the following statement is NOT TRUE about Radhika's intelligence?

- a. People high on this quickly find out which information is crucial in a given situation.
- b. It is also called experiential intelligence.
- c. It involves modifying the environment to suit the needs.
- d. It reflects in creative performances.

**Ans: (c) It involves modifying the environment to fit your needs**

**Pg. 8,9**

**Q52** Two statements are given in the question below as Assertion (A) and Reasoning (R). Read the statements and choose the appropriate option.

**Assertion (A):** Shankar is not high in contextual intelligence.

**Reason (R):** Shankar was good at adapting well to the demands of his new environment and modifying the environment to suit his needs.

Options:

- a. Both A and R are true and R is the correct explanation of A.
- b. Both A and R are true, but R is not the correct explanation of A.
- c. A is true, but R is false.
- d. A is false, but R is true.

**Ans: d. (A) is false, but (R) is true.**

**Pg. 8,9**

**Q53** Out of the three students mentioned in the story, who are/is more likely to be a successful entrepreneur?

- a. Radhika and Shankar
- b. Ruby
- c. Ruby and Radhika
- d. Shankar

**Ans: d. Shankar**

**Pg. 8,9**

**Q 54** Identify the three components of intelligence that Ruby is high on

- a. Knowledge acquisition, Meta, creativity
- b. Knowledge acquisition, Meta, performance
- c. Knowledge acquisition, Meta, planning
- d. Planning, performance, adaptability

**Ans: b, Knowledge acquisition, Meta, performance**

**Pg. 8**

Refer the picture given below and answer the questions by choosing the most appropriate option:



**Q55** Which type of personality assessment is being depicted in the above picture?

- a. Projective Technique
- b. Psychometric Tests
- c. Behavioural Analysis
- d. Self-report Measures

**Answer: a. Projective Technique**

**Pg 42**

**Q56** Which of the following is NOT a characteristic of this test?

- a. It reveals the unconscious mind.
- b. It can be conducted only on an individual basis.
- c. Its interpretation is objective.
- d. The stimuli are unstructured.

**Answer c. Its interpretation is objective.**

**Pg 43-45**

**Q57** Identify the name of the test from the options given below.

- a. Thematic Appreciation Test
- b. Thematic Apperception Test
- c. Theatre Apperception Test
- d. Theatre Appreciation Test

**Answer: b. Thematic Apperception test**

**Pg 44**

**Q58** Which of the following statements are NOT true of this test?

- i. In the first phase, called performance proper, the subjects are shown the cards and are asked to tell what they see in each of them.
- ii. The second phase is called inquiry.
- iii. Each picture card depicts one or more people in a variety of situations.
- iv. The subject is asked to tell a story describing the situation presented in the picture.



**Choose the correct option:**

- a. i, ii
- b. iii, iv
- c. i, ii, iii
- d. ii, iv

**Answer a. i,ii**

**Pg 44**

**Q59** Which of the following is NOT a drawback of this test?

- a. It requires sophisticated skills and specialised training
- b. It has problems associated with reliability of scoring
- c. It has problems associated with validity of interpretations
- d. It is an indirect measure of assessment.

**Answer: d. It is an indirect measure of assessment.**

**Pg 43-45**

**Q60** Identify the stimuli that are used in such kinds of tests as given in the above picture.

- a. Stories
- b. Cartoons
- c. Ink blots
- d. Picture cards

**Answer: d. Picture Cards**

**Pg 44**

**NOTE- The following questions are for the Visually Impaired Candidates in lieu of questions 55 to 60. Answer the questions by choosing the most appropriate option.**

55. Nafisa feels that she is liked by her peers in class. This reflects that she

\_\_\_\_\_.

- a. is high on self-efficacy
- b. is high on social self-esteem
- c. possesses a high IQ
- d. is an introvert

**Answer: b. is high on social self-esteem**

**Pg 26-27**

56. Discrepancy between the real self and ideal self often results in \_\_\_\_\_.

- a. self-actualisation
- b. self-regulation
- c. unhappiness and dissatisfaction

- d. intrapsychic conflicts

**Ans: c. unhappiness and dissatisfaction**

**Pg 40-41**

57. If an individual is fat, soft and round along with a temperament that is relaxed and sociable, then he/she is said to have the characteristics of an:

- a. Endomorph
- b. Extrovert
- c. Ectomorph
- d. Mesomorph

**Ans: a. Endomorph**

**Pg 30-31**

58. Gurmeet was given a personality test to assess how he expresses aggression in the face of a frustrating situation. Identify the test most suitable for this.

- a. Rosenzweig Picture Frustration test
- b. Eysenck Personality questionnaire
- c. Thematic Apperception Test
- d. 16 Personality Factors Test

**Ans : a. Rosenzweig Picture Frustration test**

**Pg 45**

59. According to Karen Horney the origin of maladjustment can be traced to.....

- a. the inferiority feelings of childhood.
- b. basic anxiety resulting from disturbed interpersonal relations.
- c. overindulgence of the child at early stages of development.
- d. failure to deal with intrapsychic conflicts.

**Ans: b. basic anxiety resulting from disturbed interpersonal relations.**

**Pg 38**

60. An individual's sole concern with the satisfaction of \_\_\_\_\_ needs would reduce him/her to the level of animals.

- a. survival
- b. esteem
- c. security
- d. belongingness

**Ans a. survival**  
**Pg 41**