HSE Global Scholarship Competition - 2020

DEMO VERSION OF COMPETITION TASKS IN PSYCHOLOGY
10TH GRADE

to be completed within 120 minutes
the maximum score is 100 points

This assignment includes four parts.

Part 1 - a question on psychology requiring a detailed answer. The maximum score for this task is 20 points.

Part 2 – a task to test your logical thinking. The maximum score for this task is 20 points.

Part 3 - you will need to analyze a case and offer your own solutions. The maximum score for this task is 30 points.

Part 4 - a task in biology. The maximum score for this task is 30 points.

Part 1.
Answer the question and briefly explain your answer.

What, in your opinion, is the difference between the process of persuasion and the process of suggestion?

Answer:
Persuasion is a process defined by grounded and logical reasoning, aimed at changing or forming new views and attitudes in a person. On the other hand, suggestion implies that one person intentionally tries to guide another person's view and behaviour without giving logical reasons and beyond the latter's will and consciousness. Persuasion is, above all, a cognitive, rational process, while suggestion is primarily based on one's emotions.

Part 2.
2.1. One of the words in each line below is superfluous, as it does not fit with the other words. Please choose <u>one</u> correct answer for each question.

Write your answers in the table below "Key to tasks in Part 2.1." (10 points).
1. a) tulip b) lily c) bean d) chamomile e) violet;
2. a) river b) lake c) sea d) bridge e) swamp;
3. a) airplane b) nail c) bee d) fan e) helicopter;
4. a) Paris b) Toulouse c) Moscow d) Lyon e) Marseille;

5. a) dog rose b) lilac c) poplar d) jasmine e) hawthorn;
6. a) grandfather b) teacher c) mom d) brother e) dad;
7. a) dust b) hoarfrost c) rain d) dew e) snow;
8. a) sweater b) jacket c) shirt d) jeans e) t-shirt;
9. a) Jupiter b) Venus c) Moon d) Pluto e) Uranium;
10. a) hockey b) tennis c) football d) volleyball e) handball.

Key to tasks in Part 2.1.:

Question	1	2	3	4	5	6	7	8	9	10
Answer	C	D	B	C	C	B	A	D	C	B

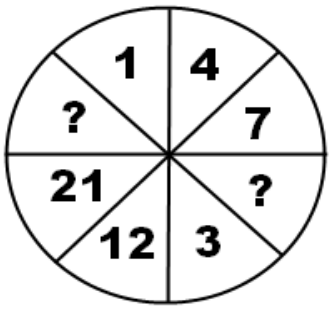
2.2. Logical problems:

2.2.1. Put in the correct sequence (2 points):

*17; 13; 11;**?;** 5; 3; 2*

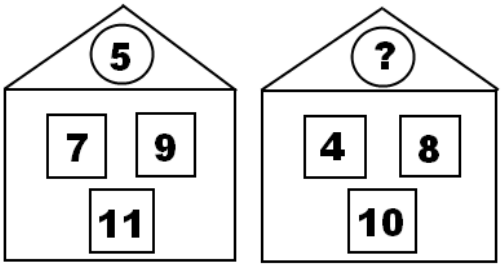
Task key:
Answer: 7. All of the above numbers are simple, arranged in descending order.

2.2.2. Insert the missing numbers (4 points):



Task key:
Answer: 10 and 30. Each number at the top between the question marks is produced by adding 3; and the opposite number - by multiplying by 3.

2.2.3. Insert the missing number (4 points):



Task key:

Answer: 2. The sums of all numbers along the horizontal and vertical lines are equal: 7 + 9 = 11 + 5. Since 4 + 8 = 12, to get a 12 along the vertical line, we need to add 2 and 10.

Part 3.

Analyze the case below in terms of psychological mechanisms.

Imagine that you see an ad with the following text.

Subscription:

1. Online version of the *Science* journal - 690 roubles. Annual subscription + online access to issues published in previous years.
2. Annual subscription to the printed version of the journal – 1,350 roubles.
3. Annual subscription to the printed version + online version + online access to issues published in previous years – 1,350 roubles.

According to the results of an experiment conducted by D. Ariely, only 16% of respondents chose the first option, while 84% preferred the third option. Moreover, no one selected the second option. However, from a rational and financial point of view, the first option is clearly more preferable.

Why do you think only few respondents chose the third option? What role is played by option 2 in this case? What pattern of human thinking is manifested in this situation?

Task key:

The intermediate option (2) disrupts the logical reasoning of respondents, making them more prone to irrational choices. We can, therefore, predict, with a high level of probability, how a person will act after encountering such "additional" information. In such cases, it serves as bait, making the respondent more inclined to choose the answer, which actually favours to the seller.

In such situations, the human mind manifests relativity when defining the value of something. We tend not to assess the absolute/independent value of goods, but rather make judgements in relation to other goods available based on a comparison.

Part 4.

Answer the question.

We often hear that constant exposure to stressful situations can be quite harmful to the human body. Try to act as an "advocate" of stress and explain in what cases stress can be beneficial.

Task key:

While working on this case, you must rely on your knowledge of biology. An excellent answer should demonstrate your clear understanding that stress consists of several stages, one of which stimulates all functions of the body.

Many people tend to talk about stress in negative terms. In other words, under constant stress, the human body begins to lose its adaptive abilities, i.e., it begins to lose strength, agility and energy. However, moderate exposure to mid-level stressful situations in the context of a generally normal lifestyle can actually have a beneficial effect on all body functions. After initial discomfort caused by stress, the body mobilizes its internal reserves, which is usually expressed in increased endurance, more rational allocation of resources, etc. Therefore, if you do not bring yourself to the point where the body begins to lose its adaptive functions, stress can be an excellent stimulant and an element of a healthy lifestyle. One example of moderate stress is physical training.