



Mark Scheme (Results)

January 2021

Pearson BTEC Nationals
In Applied Human Psychology (21333L)
Unit 3: Health Psychology

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General Marking Guidance

- All learners must receive the same treatment. Examiners must mark the first learner in exactly the same way as they mark the last.
- Marking grids should be applied positively. Learners must be rewarded for what they have shown they can do, rather than be penalised for omissions.
- Examiners should mark according to the marking grid, not according to their perception of where the grade boundaries may lie.
- All marks on the marking grid should be used appropriately.
- All the marks on the marking grid are designed to be awarded. Examiners should always award full marks if deserved. Examiners should also be prepared to award zero marks, if the learner's response is not rewardable according to the marking grid.
- Where judgement is required, a marking grid will provide the principles by which marks will be awarded.
- When examiners are in doubt regarding the application of the marking grid to a learner's response, a senior examiner should be consulted.

Specific marking guidance

The marking grids have been designed to assess learner work holistically. Rows in the grids identify the assessment focus/outcome being targeted. When using a marking grid, the 'best fit' approach should be used.

- Examiners should first make a holistic judgement on which band most closely matches the learner's response and place it within that band. Learners will be placed in the band that best describes their answer.
- The mark awarded within the band will be decided based on the quality of the answer, in response to the assessment focus/outcome and will be modified according to how securely all bullet points are displayed at that band.
- Marks will be awarded towards the top or bottom of that band, depending on how they have evidenced each of the descriptor bullet points.

Section A

Question Number	Answer	Mark
1a	<p>Award one mark for the correct identification of type of addiction in the scenario</p> <ul style="list-style-type: none"> • Physiological. 	1

Question Number	Answer	Mark
1b	<p>Award one mark for an appropriate difference between a behavioural and a physiological addiction.</p> <ul style="list-style-type: none"> • Behavioural is an addiction to a feeling/ behavior whereas physiological is an addiction to a substance. • Physiological addictions can cause more physical damage to the body than behavioral addictions. <p>Accept any other appropriate response.</p>	1

Question Number	Answer	Mark
2	<p>Award one mark for the identification of the understanding of each concept and one additional mark for the appropriate linked expansion to a maximum of four marks.</p> <p>Mastery Experiences</p> <ul style="list-style-type: none"> • Mastery experiences are whether you have been successful in a chosen health behaviour in the past (1) Glenda has given up drinking successfully twice so will be more likely to be able to give up again (1). <p>OR</p>	4

	<ul style="list-style-type: none"> • Mastery experiences are whether you have been successful in a chosen health behaviour in the past (1) Glenda has failed to give up drinking more times than she has succeeded so is unlikely to be successful this time (1). <p>Social Persuasion</p> <ul style="list-style-type: none"> • Social persuasion is where Glenda’s friends tell her she won’t be able to give up drinking/discourage her from giving up drinking saying, ‘she likes it too much’ (1) this will lower her belief in her ability to give up so she will keep drinking (1) • Social persuasion is where Glenda’s family tell her that she can give up drinking as she has been successful before /encourage her to give up drinking saying she has been successful before (1) this will mean she will believe that she can give up drinking (and will do so) (1) <p>Accept any other appropriate response.</p>	
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Question Number	Answer	Mark
3a	<p>Award one mark for each of the following linked points about the procedure of Bandura’s study, up to a total of three marks.</p> <ul style="list-style-type: none"> • Participants with the snake phobia were treated (individually) with systematic desensitisation (1). This involved learning relaxation techniques which were then paired with increasingly threatening situations (1). The participants were not allowed to move on to the next 	3

	<p>threatening situation until they showed no anxiety (1).</p> <ul style="list-style-type: none"> Participants were tested prior to treatment on three measures including self-efficacy (1). They were then given an individual course of systematic desensitisation (for their snake phobia) (1) and then measured post treatment on the same three measures to see if their phobia had improved (1). <p>Accept any other appropriate response.</p>	
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Question Number	Answer	Mark
3b	<p>Award one mark for identification of a weakness and one additional mark for an appropriate expansion/justification.</p> <ul style="list-style-type: none"> The results cannot be generalised to men/as it was a small sample (1) because the sample only consisted of 10 participants/the sample was 9 females and 1 male (1). Social desirability/lying could occur which could lower validity (1) because the study used self-reports for the pre- and post-treatment measures (1). The study had ethical issues such as harm to the participants (1). This is because anxiety was created by the treatment program (1). <p>Accept any other appropriate response.</p>	2

Question number	Indicative content
4	<p>Cognitive Approach</p> <ul style="list-style-type: none"> • Suggests that individuals use alcohol as a coping mechanism to help with their current problems, such as stress and anxiety, which they have not been dealt with. • Glenda admitted that she drinks to relieve stress and anxiety suggesting she is trying to cope with her current problems. • The self-medication approach would suggest that the maintenance of an addiction to alcohol is due to a link being formed between drinking alcohol and the reduction of stress and anxiety. • Glenda believes that drinking is the only thing that can help her sleep, suggesting it has become part of her thinking patterns. • Individuals think that by drinking they are dealing with the issue but actually they are making it worse, as stress can actually increase through alcohol use and not reduce. This will mean that individual will drink even more to reduce this increased stress. • Glenda states that she becomes more stressed about not having a drink, suggesting that it is the drinking rather than her problems making her stressed. • Withdrawal symptoms from not drinking may increase anxiety, irritability and nervousness which will lead to an individual drinking more to reduce these withdrawal symptoms • Glenda said that when she tried to give up drinking that the withdrawal symptoms are so bad that it's easier to drink again to get rid of them.

	<p>Learning Approach</p> <ul style="list-style-type: none"> • Suggests that individuals start using alcohol due to the positive feelings/consequences which it gives you, which positively reinforces you to repeat the action and drink again. • Glenda stated that drinking made her feel good, and that she had made friends due to the fact they all drank, which are both positive consequences and will make her drink again. • Initiation could also be due to the influence of role models who Glenda will observe drinking, and then imitate their behaviour. • In Glenda's case both her parents and friends also drink, these would be her role models and therefore she will be more likely to imitate their behaviour and also drink. • Her drinking could also be due to classical conditioning as Glenda has been conditioned to associate drinking with feeling good/having lots of friends which make it more likely she will drink again. • Withdrawal of alcohol can cause unpleasant withdrawal symptoms such as headaches, nausea which can be reduced by drinking again; this is negative reinforcement. • Glenda stated that it was easier for her to drink again than deal with the withdrawal symptoms, suggesting that negative reinforcement was a factor in her drinking. <p>Strengths</p> <ul style="list-style-type: none"> • Alcohol addiction can be treated successfully using Cognitive Behavioural Therapy suggesting that there are elements of both the learning and cognitive approaches which contribute to addiction.
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	<ul style="list-style-type: none"> • Skinner’s findings showed the powerful nature of positive reinforcement on behaviour, suggesting that it does contribute to behaviour such as addiction. However, it may be that we cannot extrapolate findings from animals to humans. • Aversion therapy is often used effectively to help alcohol addiction, and this is based on breaking the association between alcohol and positive consequences, suggesting that conditioning is a factor in alcohol addiction. <p>Weaknesses</p> <ul style="list-style-type: none"> • Both explanations do not account for the genetic elements of addiction. Vink et al (2003) found that 44% of addiction to substances are down to genetic factors, suggesting that a genetic predisposition may contribute to addiction. • However, this study was based on smoking addiction so it may not be applicable to alcohol although many of the feelings of pleasure/withdrawal are similar. • Neither explanation takes into account individual differences and why some people become addicted to alcohol than others. Maybe there is an addictive personality which makes Glenda more likely to become addicted to alcohol.
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<p>Mark scheme (award up to 9 marks) refer to the guidance on the cover of this document for how to apply levels-based mark schemes*.</p>		
Level	Mark	Descriptor
Level 0	0	No rewardable material.
Level 1	1-3	<ul style="list-style-type: none"> • Demonstrates isolated knowledge and understanding, with major gaps or omissions • Few of the points made will be relevant to the context in the question • Limited evaluation which contains generic assertions leading to a conclusion that is superficial or unsupported.
Level 2	4-6	<ul style="list-style-type: none"> • Demonstrates some accurate knowledge and understanding, with few minor omissions. • Some of the points made will be relevant to the context in the question, but the link will not always be clear • Displays a partially developed evaluation that considers some different competing points, although not always in detail, leading to a conclusion which is partially supported.
Level 3	7-9	<ul style="list-style-type: none"> • Demonstrates mostly accurate and thorough/detailed knowledge and understanding • Most of the points made will be relevant to the context in the question, and there will be clear links • Displays a well-developed and logical evaluation that clearly considers different aspects and competing points in detail, leading to a conclusion that is fully supported.

Section B

Question Number	Answer	Mark
5a	<p>Award one mark for the correct definition of an irrational thought.</p> <ul style="list-style-type: none"> • Something that an individual says/thinks that does not make any logical sense/ cannot be true/is not reasonable/distort reality. <p>Accept any other appropriate wording.</p>	1

Question Number	Answer	Mark
5b	<p>Award one mark for an appropriate example of an irrational thought.</p> <ul style="list-style-type: none"> • The teams knew I had bet on them and would try even harder to win. • I knew that I wouldn't win because those teams hate me. • Jason accused his girlfriend of making him lose. <p>Accept any other appropriate wording.</p>	1

Question Number	Answer	Mark
5c	<p>Award one mark for an appropriate identification of a weakness and one further mark for an appropriate expansion.</p> <ul style="list-style-type: none"> • The sample may not be representative (of the whole population) (1) as they were recruited by other gamblers so may have similar personality traits (1). • The sample was ethnocentric (1) as they were only from one country: the UK (1). • We may not be able to apply the results to other forms of gambling (such as online gambling) (1) as there is an increased separation between the online gambler and the consequences of their gambling (unlike fruit machines) (1). • The results cannot be generalised (to the wider population) (1) as the sample consisted of only 30 gamblers/non gamblers (from one clinic) (1). <p>Accept any other appropriate response.</p>	2

Question Number	Answer	Mark
6	<p>Award one mark for an identification of an appropriate concept from the Elaboration Likelihood Model and up to two further marks for a linked elaboration up to a total of three marks.</p> <ul style="list-style-type: none"> • The gambling awareness campaign could use the peripheral route to help Jason stop gambling (1) this is where you employ a credible source /more attractive person /celebrity to communicate the stop gambling message to Jason (1) this will persuade Jason to give up gambling as who gives the message will be more important than the message itself (1) • The gambling awareness campaign could use the central route of persuasion (1) meaning they need to ensure the stop gambling message that they use is convincing/contains strong arguments/looks at both sides (1) this will persuade Jason to give up gambling as the message itself will be more important than the person communicating it (1) • The elaboration likelihood model says there are two routes to persuading a person to stop gambling' central and peripheral route (1) For example, using the peripheral route, a celebrity/footballer could be used to discuss the dangers of gambling (as Jason loves football) (1) this is would persuade Jason to give up gambling as 	3

	<p>who gives the message will be more important than the message itself (1)</p> <p>Accept any other appropriate response.</p>	
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Question Number	Answer	Mark
7a	<p>Award one mark for an identification of an appropriate finding from Volpp's study and one further mark for a linked elaboration up to a total of two marks.</p> <ul style="list-style-type: none"> • Volpp's study found that the group who were given money were more likely to have still stopped smoking after 12 months (than the no money group) (1) suggesting that Jason would be more likely to give up gambling in the long term if he was given money to stop (1). • (Although better than the non-incentive group) there were still only 14.7% of people that were still not smoking after 12 months (1) suggesting that giving money to get Jason to stop gambling may not be a long-term solution (1). <p>Accept any other appropriate response.</p>	2

Question Number	Answer	Mark
7b	<p>Award one mark for an identification of an appropriate weakness of using Volpp’s study and one further mark for a linked elaboration up to a total of two marks.</p> <ul style="list-style-type: none"> • Volpp’s study looked at a smoking addiction rather than gambling (1) therefore we cannot be sure that the results could be applied to Jason’s gambling addiction (1). • The use of incentives will not get to the root cause of Jason’s gambling addiction (1) so once the money stops being given Jason will start gambling again (1). • There is the ethical issue of possible harm of using the incentives to stop Jason gambling (1) as Jason may actually start gambling just to get the money (1). <p>Accept any other appropriate response.</p>	2

Question number	Indicative content
8	<p>Answers will be credited according to the learner’s demonstration of knowledge and understanding of the material using the indicative content and levels descriptors below. The indicative content that follows is not prescriptive. Answers may cover some/all of the indicative content but should be rewarded for other relevant answers.</p> <ul style="list-style-type: none"> • Rational non-adherence is when a person refuses to continue with treatment intentionally due to reasons that they feel are justifiable. • Jason decided after one CBT session that he no longer wanted to continue with the sessions suggesting that giving up was a deliberate action. • One reason for not adhering would be that they perform a cost-benefit analysis and decide that the costs of continuing with treatment are higher than the benefits associated with it. • Jason stated that he would have to have too much time off work which are costs whereas he did not see benefits of treatment as he didn’t think it would work, suggesting that the costs will be higher than the benefits. • Financial barriers are another reason for rational non-adherence. These are the costs of treatment not covered by insurance/NHS. • Jason was worried about the expense of travelling to the CBT sessions. Jason was worried about affording to pay this travel so makes a rational decision to stop going. • CBT also takes quite a few sessions to be effective which may also add to Jason’s worries about affording travel and taking time off work (which may lose him money). • The communication between the doctor and the patient may also cause rational non-adherence especially if the communication is more about the doctor being active and patient quiet.

	<ul style="list-style-type: none"> • Jason said that the doctor just talked to him and didn't allow him to ask questions, suggesting that he was passive and was not happy with the relationship. <p>Strengths</p> <ul style="list-style-type: none"> • Bulpitt and Fletcher (1988) found that the appearance of side effects in patients taking drugs for hypertension reduced adherence, supporting the idea that cost benefit analysis is one reason for non-adherence. • Volpp et al (2009) suggested that financial incentives improved adherence to medical advice, suggesting that financial barriers may be a reason for non-adherence. • Patient Centred doctor patients' relationships are said to be the most likely to create adherence, suggesting that patient-practitioner relationship was an important factor in Jason's nonadherence. <p>Weaknesses</p> <ul style="list-style-type: none"> • Ley's cognitive model suggests that satisfaction of how the treatment is going is more important in non-adherence. Jason did not understand what was happening within treatment this may have been an important factor in his decision rather than rational nonadherence. • Bulpitt and Fletcher's study looked at adherence to drugs for hypertension rather than an addiction. Which means that the results found may not be applicable to addictive behaviour. • Lustman found that treatment for depression increased adherence to medical advice. Jason was irritable and anxious at home suggesting that mental state/irrational thoughts may have been more of a factor than rational nonadherence.
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Level	Mark	Descriptor
Level 0	0	No rewardable material
Level 1	1-3	<ul style="list-style-type: none"> • Demonstrates isolated knowledge and understanding, there be major gaps or omissions • Few of the points made will be relevant to the context in the question • Limited assessment which contains generic assertions rather than considering the factors or events and their relative importance, leading to a conclusion which is superficial or unsupported.
Level 2	4-6	<ul style="list-style-type: none"> • Demonstrates some accurate knowledge and understanding, with few minor omissions/any gaps or omissions are minor • Some of the points made will be relevant to the context in the question, but the link will not always be clear • Displays a partially developed assessment which considers some of the factors or events and their relative importance leading to a partially supported conclusion.
Level 3	7-9	<ul style="list-style-type: none"> • Demonstrates mostly accurate and thorough/detailed knowledge and understanding • Most of the points made will be relevant to the context in the question, and there will be clear links • Displays a well-developed and logical assessment which clearly considers the factors or events and their relative importance, leading to a supported conclusion.

Section C

Question Number	Answer	Mark
9	<p>Award one mark for an appropriate definition of the biopsychosocial model of health.</p> <ul style="list-style-type: none"> health involves biological, psychological, and social factors. <p>Accept any other appropriate wording.</p>	1

Question Number	Answer	Mark
10	<p>Award one mark for an appropriate identification of what is meant by the freeze response and one further mark for an appropriate expansion.</p> <ul style="list-style-type: none"> The freeze response is triggered when the fight or flight response will not help (survival) in a stressful situation (1). This results in cognitive paralysis where the mind is paralysed with fear (1). The freeze response is where a stressful experience becomes too much, and the brain shuts down (1). This results in your mind going blank until the perceived threat has passed (1) <p>Accept any other appropriate response.</p>	2

Question Number	Answer	Mark
11	<p>Award one mark for an appropriate sign of the Exhaustion stage and up to two further marks for an appropriate linked expansion/elaboration.</p> <ul style="list-style-type: none"> This is where Donovan no longer has the energy to fight chronic stress any longer/Donovan has used up all his resources fighting stress /has become overwhelmed with all the stress he is under (1) leading to Donovan suffering from ill health due to a weakened immune system (1). Donovan has been suffering from headaches and colds showing he could be in the exhaustion stage (1). <p>Accept any other appropriate response.</p>	3

Question Number	Answer	Mark
12	<p>Award one mark for an appropriate strength of Lustman's study and up to two further marks for an appropriate linked expansion/justification.</p> <ul style="list-style-type: none"> This study enhanced the understanding of reasons behind non-adherence (1) such as the fact that depression may be a factor in whether an individual does not adhere (1). This is useful as it will allow depression to be treated and adherence improved (1). The study had high reliability (as it used a double-blind procedure) (1) meaning neither the participant nor researcher knew who was getting fluoxetine (or a placebo) (1) this means that expectations 	3

	<p>could not influence the result of the study (1).</p> <ul style="list-style-type: none">• The study has application to real life (treatments) (1) as it showed that depression may be a factor in whether an individual does not adhere (1) this means that future treatments can focus on treating depression to improve adherence (to medical advice (1) <p>Accept any other appropriate response.</p>	
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Question Number	Answer	Mark
13	<p>Award one mark each for an appropriate strength and weakness linked to the context and up to a further two marks for appropriate justification for each one, up to a maximum of six marks.</p> <p>Strengths</p> <ul style="list-style-type: none"> • One strength of biofeedback is that skills used can be applied to everyday life (1) as the relaxation techniques learnt can be used in a variety of different situations such as at Donovan’s workplace (1) this means that it may be a longer lasting solution to his high levels of stress (1). • One strength of biofeedback is that it is non-invasive/ there are no side effects//issues with reliance (1) this is different to treatments such as drugs which can cause addiction/withdrawal symptoms (1) this means that it is a more ethical solution to Donovan’s levels of stress/Donovan may be less likely to drop out (1). <p>Weaknesses</p> <ul style="list-style-type: none"> • One weakness of biofeedback is that a number of sessions of are required (1) which means that attending treatment may be too expensive for Donovan/he will be worried about having too much time off work (1) this may cause Donovan more stress/therefore he may drop out of treatment before it is effective (1). • One weakness of biofeedback is that it does not deal with the source of Donovan’s stress levels such as his 	6

	<p>money worries (1) as it only tries to reduce symptoms such as heart rate/muscle tension etc (1) therefore it may not be long term solution to Donovan as the stressors will still be there (1).</p> <p>Accept any other appropriate response.</p>	
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Question Number	Answer	Mark
14	<p>Answers will be credited according to the learner’s demonstration of knowledge and understanding of the material using the indicative content and levels descriptors below. The indicative content that follows is not prescriptive. Answers may cover some/all of the indicative content but should be rewarded for other relevant answers.</p> <ul style="list-style-type: none"> • Locus of control is whether people feel like they have control over situations that may affect them positively or negatively. • External locus of control is where you feel outcomes are outside of your control whereas internal is where outcomes are within your control. • Donovan seems to have an internal locus of control as he blames himself for negative situations such as having to change his job role saying, “he did not work hard enough” and that errors were “totally his fault”. • Locus of control theory suggests that those with an internal locus of control may be more likely to engage in health-related behaviour, suggesting that Donovan may overcome his high levels of stress. 	6

	<ul style="list-style-type: none"> • Rotter (1966) found that internals were more resistant to persuasion from others. This could work negatively for Donovan as he could resist being persuaded to deal with his stress levels. However, as Keisha had persuaded Donovan to go to the doctors this may not be the case. • Rotter (1966) also found Internals were more likely to take up health related behaviours after a health warning. Donovan had been getting headaches and colds and was depressed which may make it more likely he deals with his high levels of stress. • Krause (1986) found that extreme internal elderly adults may be vulnerable to the effects of stressful situations. This may suggest that Donovan will carry on suffering high levels of stress in the future. • However, Krause (1986) also found that extreme internals were able to benefit more from coping strategies and avoiding stress suggesting that Donovan may be less stressed in the future especially if the biofeedback gave him strategies to help him relax. • However, this study looked at elderly adults which means that the results of the study may not apply to Donovan. 	
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Level	Mark	Descriptor
Level 0	0	No rewardable material
Level 1	1-2	<ul style="list-style-type: none"> • Demonstrates isolated elements of knowledge and understanding, with major gaps or omissions • Few of the points made will be relevant to the context in the question • Limited discussion which contains generic assertions rather than considering different aspects and the relationship between them.
Level 2	3-4	<ul style="list-style-type: none"> • Demonstrates some accurate knowledge and understanding, with only minor gaps or omissions • Some of the points made will be relevant to the context in the question, but the link will not always be clear • Displays a partially developed discussion which considers some different aspects and some consideration of how they interrelate, but not always in a sustained way.
Level 3	5-6	<ul style="list-style-type: none"> • Demonstrates mostly accurate and detailed knowledge and understanding • Most of the points made will be relevant to the context in the question, and there will be clear links • Displays a well-developed and logical discussion which clearly considers a range of different aspects and considers how they interrelate, in a sustained way.

Question number	Indicative content
15	<p>Answers will be credited according to the learner’s demonstration of knowledge and understanding of the material using the indicative content and levels descriptors below. The indicative content that follows is not prescriptive. Answers may cover some/all of the indicative content but should be rewarded for other relevant answers.</p> <ul style="list-style-type: none"> • One cause of stress could be life events. These are major changes in a person’s life which means that a person has to make significant adjustments. • Holmes and Rahe (1967) created the life events scale which showed that life events such as marriage, moving to a new house, and having children can all lead to higher levels of stress. • Donovan had recent life events which may have caused high levels of stress such as getting married to Keisha, moving into a new home, and expecting their first child which all would contribute to his high levels of stress according to Holmes and Rahe (1967). • Rahe et al (1970) found a positive correlation between life event scores, stress and ill health, suggesting that there is a correlation between Donovan’s life events and his levels of stress, as has been shown by his increasing stress and ill health. • However, it does not take into account individual differences as some life events may be less stressful to some people than others. For example, it may be that Donovan did not find his marriage, or his wife’s pregnancy stressful suggesting that perhaps life events aren’t as important to Donovan as other factors. • Another cause of Donovan’s levels of stress could be daily hassles which are minor events which cause stress that happen every day. Kanner et al (1981) created the hassles and uplifts scale which measured how irritating/uplifting events were.

	<ul style="list-style-type: none"> • Donovan admitted that little things such as too much traffic going to work was causing him stress, suggesting that daily hassles may be more stressful to him than life events. • Kanner et al (1981) found that daily hassles are actually a better predictor of stress than life events and actually caused more psychological problems no matter how many life events occurred, suggesting that daily hassles such as boring work, every day and traffic to and from work may have more effect on Donovan's stress levels than life events such as his marriage. • Workplace stress is another reason for Donovan's levels of stress. For example, a lack of work- life balance can be a cause of stress. • Donovan is doing regular overtime which could affect his work life balance which in turn could cause stress and affect his psychological wellbeing. This can be seen by him saying he could no longer cope, suggesting his well-being has been affected. • Johansson et al (1978) found that repetitive, and attention-demanding work led to high levels of stress and poorer well-being. In addition, work that could affect money given to themselves or others could also lead to higher stress. • This suggests the work could lead to higher stress levels for Donovan as he suggested that the work was boring. • However, it was his old role which was contributing to possible money losses which would suggest his stress should have lowered in his new role, which it has not, meaning that other factors were contributing to his stress. • It is likely that all three factors were contributing to his stress levels and it was all three combined that led to him feeling depressed and not being able to cope.
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Welsh Assembly Government

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