

X212/201

NATIONAL
QUALIFICATIONS
2007

FRIDAY, 1 JUNE
1.00 PM – 3.00 PM

PSYCHOLOGY
INTERMEDIATE 2

There are **three** Sections in this paper.

Candidates should answer **all** questions in Sections A and B, and **two** questions from Section C. Marks shown for each question are made up of knowledge and understanding (*ku*) and analysis and evaluation (*ae*). These marks are shown in the columns on the right of the page.



SECTION A—UNDERSTANDING THE INDIVIDUAL

Marks
ku ae

Answer ALL questions in this Section.

A1. Motivation

- | | | |
|---|---|-------------|
| (a) What do psychologists mean by motivation? | 2 | 0 |
| (b) Briefly describe two physiological changes in the body when a person is hungry. | 4 | 0 |
| (c) What is meant by “need for achievement” (nAch)? | 2 | 0 |
| (d) Describe and evaluate one technique employers may use to motivate people in the workplace. | 2 | 2 |
| (e) Explain the following concepts from Maslow’s theory, giving an example of each : | | |
| (i) Deficiency motivation; | 3 | 0 |
| (ii) Growth motivation. | 3 | 0 |
| (f) Give two limitations of Maslow’s theory of motivation. | 0 | 2 |
| | | (20) |

A2. Cognition and learning

- | | | |
|---|---|-------------|
| (a) What is meant by positive reinforcement? | 2 | 0 |
| (b) What did Pavlov mean by “learning by association”? | 2 | 0 |
| (c) Describe a research study that has investigated cognition and learning. | 4 | 0 |
| (d) Explain and evaluate Social Learning Theory, with reference to research evidence. | 6 | 4 |
| (e) What did Piaget mean by “readiness to learn”? | 2 | 0 |
| | | (20) |

[END OF SECTION A]

SECTION B—INVESTIGATING BEHAVIOUR

Answer ALL questions in this Section.

Marks
ku ae

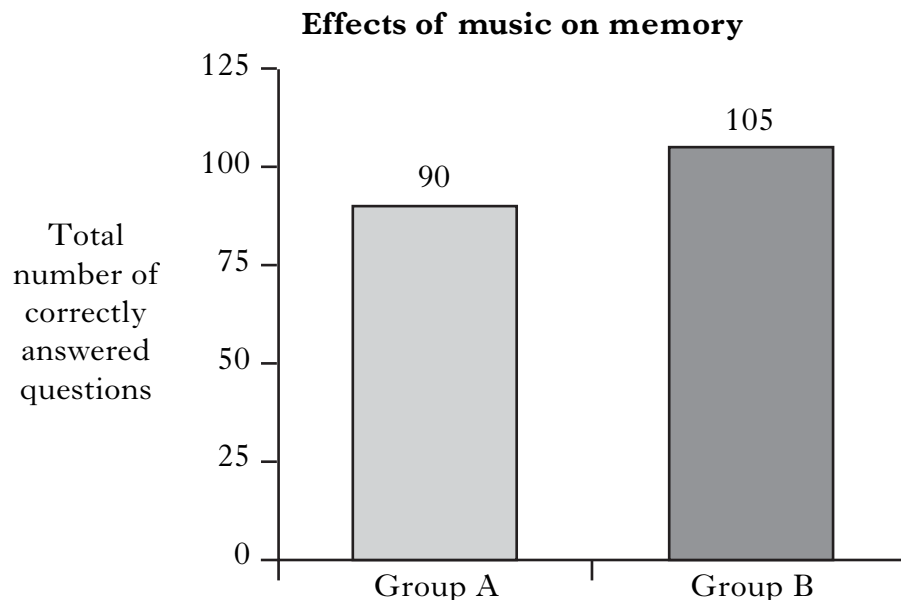
- B1.** With reference to the information given in the Research scenario below, answer the questions that follow.

Stimulus B—Research scenario

A teacher wanted to see if memory was improved by playing background music while students revised.

The teacher put up posters in the 5th and 6th year common room asking for students who were 16 or over to take part. 50 students replied; they were given consent forms to complete and then divided into two groups of 25.

Participants in Group A were given a short biography of a famous rock star to read for 10 minutes. The room was quiet and peaceful. In a separate room, Group B participants were given the same short biography to read, again for 10 minutes but there was a CD of rock music playing in the background. All participants were then asked five questions about what they had just read, eg how many children does the rock star have? The number of correct answers were recorded. The graph below shows the results.



- | | |
|---|--------|
| (a) The method used in the scenario is a field experiment. Name two other types of experiment that can be used in psychology. | 2 0 |
| (b) Describe the experimental method of research. | 4 0 |
| (c) The above research scenario appears to have good “ecological validity”. What is meant by this term? | 2 0 |
| (d) Identify the sampling method that has been used in this study, and give one limitation of this method. | 1 2 |
| (e) Describe two variables that could influence the result of this study, and therefore should be controlled. | 4 0 |
| (f) Explain the results of this experiment, according to the graph. | 0 3 |
| (g) Identify one ethical consideration that has been taken into account in this study and name one other that should be taken into account. | 2 0 |

(20)

[END OF SECTION B]

SECTION C—THE INDIVIDUAL IN THE SOCIAL CONTEXT

Answer TWO questions in this Section.

Answer question C1, and ONE other question chosen from questions C2–C5.

Answer ALL PARTS of question C1.

C1. Personality

- | | | |
|---|------|---|
| (a) Describe one use of personality testing. | 2 | 0 |
| (b) What is meant by validity in personality testing? | 2 | 0 |
| (c) Explain how biological factors may influence personality. | 6 | 0 |
| (d) Describe and evaluate one theory of personality, referring to research evidence. | 6 | 4 |
| | (20) | |

Answer ONE question from questions C2–C5.

Answer ALL PARTS of the question you choose.

C2. Group processes

Stimulus

People often belong to a variety of groups, eg in the workplace, in sporting and leisure activities, etc.



- | | | |
|--|---|------|
| (a) Give two characteristics of a “formal” group. | 2 | 0 |
| (b) Name and describe three of Tuckman’s five stages of group development. | 6 | 0 |
| (c) Discuss one research study into group processes. Your answer should include researcher name(s) and date, aim/what was studied, procedure, results, conclusions, evaluation. | 4 | 2 |
| (d) Describe and evaluate factors that may affect group decision-making. | 4 | 2 |
| | | (20) |


[Turn over

OR

C3. Non-verbal communication (NVC)

Stimulus

When we talk to each other, we use both verbal and non-verbal communication.




- | | | |
|--|---|---|
| (a) Explain two differences between verbal and non-verbal communication. | 4 | 0 |
| (b) Give one example of a gender difference in non-verbal communication. | 2 | 0 |
| (c) Discuss one research study that has investigated non-verbal communication. Your answer should include researcher name(s) and date, aim/what was studied, procedure, results, conclusions, evaluation. | 4 | 2 |
| (d) Describe and evaluate the use of social skills training and assertiveness training in therapy. | 6 | 2 |
| (20) | | |

OR

C4. Pro-social behaviour

Stimulus

Anna is driving to work and sees Mike, her next-door neighbour, waiting at the bus stop. Although this will add ten minutes to her journey, she stops to offer him a lift.



- | | | |
|--|---|---|
| (a) Describe and evaluate the “cost-reward analysis” of altruistic behaviour. | 4 | 2 |
| (b) Briefly describe two cultural differences in altruism. | 4 | 0 |
| (c) Discuss one research study that has investigated pro-social behaviour. Your answer should include researcher name(s) and date, aim/what was studied, procedure, results, conclusions, evaluation. | 4 | 2 |
| (d) Describe two factors that may affect bystander behaviour in an emergency situation. | 4 | 0 |

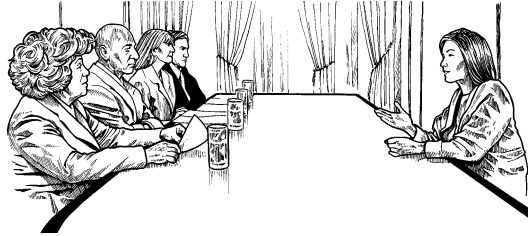
(20)

OR

C5. Social perception

Stimulus

Yoshi is being interviewed for a new job. She is keen to make a good first impression.



- | | | |
|--|------|---|
| (a) What is meant by “interpersonal perception”? | 2 | 0 |
| (b) Discuss one research study that has investigated social perception. Your answer should include researcher name(s) and date, aim/what was studied, procedure, results, conclusions, evaluation. | 4 | 2 |
| (c) Define “attributional style”, and describe its role in anxiety and depression. | 4 | 0 |
| (d) Explain the process of stereotyping. Include examples of stereotypes in your answer. | 6 | 2 |
| | (20) | |

[END OF SECTION C]

[END OF QUESTION PAPER]

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