

FOR OFFICIAL USE

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X212/101



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Total
Marks

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NATIONAL
QUALIFICATIONS
2009

MONDAY, 8 JUNE
1.00 PM – 2.30 PM

PSYCHOLOGY
INTERMEDIATE 1

Fill in these boxes and read what is printed below.

Full name of centre

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Town

--

Forename(s)

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Surname

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Date of birth

Day Month Year

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Scottish candidate number

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Number of seat

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- 1 There are **three** Sections in this paper.
- 2 Candidates should answer **two** questions from Section A, **all** parts of Section B, and **two** questions from Section C.
- 3 You may use sketches and diagrams to illustrate your answers.
- 4 All answers are to be written in this answer book. If there is not enough space for you to complete your answer to any question, additional space for answers will be found at the back of this answer book.

If you use the additional space at the end of the answer book for answering any questions, you **must** write the correct question number beside each answer.
- 5 Before leaving the examination room you must give this book to the invigilator. If you do not, you may lose all the marks for this paper.

Use **blue** or **black** ink. Pencil may be used for sketches and diagrams only.



SECTION A—UNDERSTANDING THE INDIVIDUAL

Marks

Answer TWO questions from this Section
and answer all parts of the questions you choose.

A1. Development of the self-concept

(a) What is meant by the term “self-esteem”?

2

(b) Choose **three** words from the box below to complete the sentence that follows.

Excitement	Identity	Nurture
Experiment	Adolescence	Role Egocentrism

According to Erikson, during _____ the individual goes
through the _____ versus _____
confusion stage.

3

(c) In person-centred therapy, it is important that the therapist shows
e _____.

1

Marks

A1. (continued)

(d) Describe **one** research study which has investigated self-concept.

Your answer should include research evidence.

Researcher Name(s) _____

Aim/what was studied _____

Procedure _____

Results _____

4

[Turn over

Marks

A1. (continued)

(e) Describe factors that influence the development of the self-concept.

[illegible]

6
(16)

[Turn over for Question A2 on *Pages six and seven*

3

- (e) Describe Classical Conditioning.

6
(16)

A3. Motivation

Marks

(a) What is meant by the term “**homeostasis**”?

2

(b) Some of the words below apply to needs in Maslow’s hierarchy.

Select **two** words that apply to **physiological** needs and write them in Column A.

Select **two** words that apply to **psychological** needs and write them in Column B.

- Belongingness
- Theory
- Water
- Food
- Experiment
- Love
- Trait

Column A Physiological Needs	Column B Psychological Needs
1.	1.
2.	2.

4

(c) What does “**nAch**” stand for?

1

Marks

- 3

Fill in the **three** features that apply to motivation.

(e) Describe techniques employers can use to motivate people in the workplace.

[illegible]

6

(16)

[X212/101]

SECTION B—INVESTIGATING BEHAVIOUR

Answer ALL questions in this Section.**B1.** Read the research scenario below, then answer the questions that follow.**Research scenario**

Psychologists conducted a study to discover the most effective ways of encouraging people to use public transport instead of their cars.

In a Scottish town, some office-workers, who normally drove to work every day, volunteered to take part in a research study. To encourage them to leave their cars at home:

- half of the participants were given a free bus pass for four weeks
- the other half of the participants did not receive a free bus pass but were given a talk about how cars harm the environment, but no free bus pass.

The researchers recorded the percentage of journeys made by bus and by car. The table below shows the results.

Percentage of journeys to work made by bus and by car

	Percentage of journeys by bus	Percentage of journeys by car	Totals
Group with free bus pass	80%	20%	100%
Group given a talk	65%	35%	100%

B1. (continued)

Marks

(a) The study described on *Page ten* is an experiment, with several features. Match up each numbered feature on the left with the correct description on the right, by drawing a line between them.

One has been done for you.

1. Hypothesis	A. Something that was kept the same for both groups, eg both groups were office workers.
2. Dependent variable	B. The aspect that was changed by the researcher, ie participants were given a free bus pass or given a talk.
3. Replicability	C. Aspect that was measured, ie percentage of journeys by bus and by car.
4. Controlled variable	D. Possibility of repeating this research in a similar way.
5. Independent variable	E. Prediction that one variable will affect another.
	F. The findings of the study are true to life.

4

(b) Suggest a suitable hypothesis for this study.

2

(c) Look at the results table in the scenario, then tick the correct statement below.

	Tick (✓) <u>one</u> box only
To encourage people to use public transport, it is more effective to give them a talk.	
To encourage people to use public transport, it is more effective to give them a free bus pass.	

1

Marks

B1. (continued)

(d) Name **two** types of graph that could be used to display the results shown in the table.

2

(e) **Opportunity sampling** was used in this study, but the researcher could have used random sampling. Describe **random sampling**.

3

(f) Another method of research is a survey. Describe **two** features of the **survey** method.

Feature 1

Feature 2

4

(16)

[END OF SECTION B]

[Turn over for SECTION C on *Page fourteen*

SECTION C—THE INDIVIDUAL IN THE SOCIAL CONTEXT

Marks

Answer TWO questions from this Section.

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

Answer ALL PARTS of question C1.

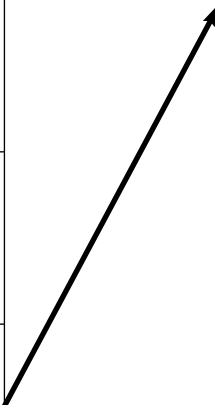
C1. Personality

- (a) What is meant by “**personality**” in psychology?

2

- (b) Match the numbered term in the left-hand column with its definition on the right, by drawing a line to link them.

One has been done for you.

1. Trait		A. Eysenck's personality inventory
2. Validity		B. A personality characteristic, eg moody
3. EPI		C. A part of the brain
4. Reliability		D. A test measures what it sets out to test
		E. Consistency of testing over time

3

- (c) Complete the following sentence. The first letter of the missing word has been provided for you.

In personality, a **type** is a collection of **c**_____ that often occur together.

1

Marks

C1. (continued)

(d) Describe **nature** influences on personality.

[illegible]

4

[Turn over

(e) Describe Eysenck's theory of personality. You should include research evidence in your answer.

[illegible]

6
(16)

Answer ONE question from questions C2–C5.

Marks

Answer ALL PARTS of the question you choose.

C2. Group processes

(a) What is meant by a “**group**” in psychology?

2

(b) From the box below, select **two** phrases that apply to formal groups and write them in Column A then select **two** phrases that apply to informal groups and write them in Column B.

- Brought together for a specific purpose
- Stimulus and response
- Self actualisation
- Often made up of friends
- Have no defined roles
- Nature nurture debate
- Evolutionary approach
- Task oriented

Column A Formal Groups	Column B Informal Groups
1.	1.
2.	2.

4

(c) Name **two** of Tuckman’s stages in group development.

2

[Turn over

C2. (continued)

Marks

- (d) Describe **one** research study into group processes. Your answer should include researcher name(s), aim/what was studied, procedure and results.

Researcher name(s) _____

Aim/what was studied _____

Procedure _____

Results _____

4

C2. (continued)

Marks

(e) Describe **two** of Belbin's team roles.

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

4
(16)

[Turn over

Marks

OR

C3. Non-verbal communication (NVC)

(a) What is meant by the term “**paralanguage**”?

2

(b) From the box below, select **two** phrases that apply to verbal communication and write them in Column A then select **two** phrases that apply to non-verbal communication and write them in Column B.

- Often unconscious
- Can convey validity and reliability
- Uses psychometric tests
- Uses the rouge test
- Can convey very complex messages
- Uses testable hypotheses
- Can convey only simple messages
- Uses formal sentence structure

Column A Verbal communication	Column B Non-verbal communication
1.	1.
2.	2.

4

(c) State **two** emotions shown in facial expressions.

2

Marks

C3. (continued)

- (d) Describe **one** research study into non-verbal communication. Your answer should include researcher name(s), aim/what was studied, and procedure and results.

Researcher name(s) _____

Aim/what was studied _____

Procedure _____

Results _____

4

[Turn over

(e) Describe assertiveness training.

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

4
(16)

OR

C4. Pro-social behaviour

- (a) What is “
- pro-social behaviour**
- ”?

2

- (b) In the table below, there are some statements about theories of altruism. Please indicate whether each is
- True**
- or
- False**
- by writing “
- T**
- ” or “
- F**
- ” in the boxes provided on the right.

Statement	Write T or F
1 The empathy-altruism theory claims that we help others in order to gain some sort of financial reward.	
2 The evolutionary theory states that both animals and humans will help family members rather than those who are not related to them.	
3 The cost-reward theory states that we will help others even if the costs outweigh the rewards.	
4 Evolutionary theory states that human behaviour has developed over centuries to aid survival.	

4

- (c) Briefly describe
- one**
- cultural difference that is found in pro-social behaviour.

2

[Turn over]

Marks

C4. (continued)

- (d) Describe **one** research study into pro-social behaviour. Your answer should include researcher name(s), aim/what was studied, procedure and results.

Researcher name(s) _____

Aim/what was studied _____

Procedure _____

Results _____

4

Marks

C4. (continued)

- (e) Describe **two** ways of encouraging children to be altruistic.

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

4
(16)

[Turn over

Marks

OR

C5. Social perception

- (a) What is meant by “**stereotyping**”?

2

- (b) Complete the following sentences. The first letter of each missing word has been provided for you.

The **P** _____ effect happens when we form an impression of someone from first contact with them.

The **R** _____ effect happens when we form an impression of someone from the latest information we have about them.

2

- (c) Identify **two** sources of error and bias in attribution from the list below. Tick **only two** boxes.

Fundamental attribution error ☐

Sampling bias ☐

Extraversion ☐

Self-serving bias ☐

2

- (d) Briefly describe **one** gender stereotype (either female or male).

2

Marks

C5. (continued)

- (e) Describe **one** research study into social perception. Your answer should include researcher name(s), aim/what was studied, procedure and results.

Researcher name(s) _____

Aim/what was studied _____

Procedure _____

Results _____

4

[Turn over for Question C5(f) on Page twenty-eight]

Marks

C5. (continued)

(f) Describe how attribution may contribute to depression.

[illegible]

4
(16)
[32]

[END OF SECTION C]

[END OF QUESTION PAPER]

Marks

ADDITIONAL SPACE FOR ANSWERS

Make sure you write the correct question number beside each answer.

Marks

ADDITIONAL SPACE FOR ANSWERS

Make sure you write the correct question number beside each answer.

Marks

ADDITIONAL SPACE FOR ANSWERS

Make sure you write the correct question number beside each answer.

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