

X212/201

NATIONAL
QUALIFICATIONS
2009

MONDAY, 8 JUNE
1.00 PM – 3.00 PM

PSYCHOLOGY
INTERMEDIATE 2

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

Candidates should answer: **two** questions from Section A
all parts of Section B
Question C1 and **one** other question 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

**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 “ ideal self ”? | 2 | 0 |
| (b) What did Erikson mean by “ identity versus role confusion ”? | 4 | 0 |
| (c) Describe and evaluate one research study which investigated self-concept.
Your answer should include researcher name(s), aim/what was studied, procedure, results, conclusions, evaluation. | 4 | 2 |
| (d) Explain factors that influence the development of self-concept. | 6 | 2 |
| | | (20) |

A2. Cognition and Learning

- | | | |
|---|---|------|
| (a) In Social Learning Theory (SLT) what is meant by the term “ imitation ”? | 2 | 0 |
| (b) What is meant by the terms: | | |
| (i) discovery learning ; | | |
| (ii) maturational readiness ? | 4 | 0 |
| (c) Describe and evaluate the research of Bandura using the “Bobo Doll”. | 4 | 2 |
| (d) Explain Pavlov’s work on Classical Conditioning. | 6 | 2 |
| | | (20) |

A3. Motivation

- | | | |
|---|---|------|
| (a) What is meant by the term “ homeostasis ”? | 2 | 0 |
| (b) From Maslow’s hierarchy of needs give: | | |
| (i) two examples of physiological needs; | | |
| (ii) two examples of psychological needs. | 4 | 0 |
| (c) Describe and evaluate one research study which investigated motivation.
Your answer should include researcher name(s), aim/what was studied, procedure, results, conclusions, evaluation. | 4 | 2 |
| (d) Explain techniques employers can use to motivate people in the workplace.
<i>Use examples in your answer.</i> | 6 | 2 |
| | | (20) |

[END OF SECTION A]

SECTION B—INVESTIGATING BEHAVIOUR

Answer ALL questions in this Section.

Read the Research scenario and answer the questions that follow.

Research scenario

Psychologists are interested in how people can be persuaded to be more environmentally friendly. Some researchers 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 the 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 were not given a free bus pass but given a talk about how cars harm the environment.

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%

- (a) The study above is an experiment. Describe the main features of the experimental method of research in psychology, and give **one** strength of this method. 4 2
- (b) (i) State the **two** conditions of the independent variable in this study. 2 0
(ii) Identify the dependent variable in this study. 1 0
- (c) Suggest a suitable hypothesis for this study. 2 0
- (d) **Opportunity sampling** was used in this study. Describe **one** other sampling method. 2 0
- (e) Describe **one** ethical issue that may apply to this study. 0 2
- (f) Name **two** types of graph that could be used to display the results shown in the table. 2 0
- (g) Describe the results of this study using the percentage figures and state the researchers' conclusion. 3 0

(20)

[END OF SECTION B]

SECTION C—THE INDIVIDUAL IN THE SOCIAL CONTEXT

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) Define the term “ personality ”. | 2 | 0 |
| (b) In personality testing, what is meant by the terms: | | |
| (i) validity; | 2 | 0 |
| (ii) reliability? | 2 | 0 |
| (c) Describe two ways that nurture influences personality. | 4 | 0 |
| (d) Explain and evaluate Freud’s theory of personality. | | |
| Refer to <i>research evidence</i> in your answer. | 6 | 4 |
| | | (20) |

Answer ONE question from questions C2–C5.

Answer ALL PARTS of the question you choose.

C2. Group processes

- | | | |
|---|---|------|
| (a) Define the term “ group ”. | 2 | 0 |
| (b) Describe what is meant by: | | |
| (i) a formal group; | 2 | 0 |
| (ii) an informal group. | 2 | 0 |
| (c) Name two of Tuckman’s stages in group development. | 2 | 0 |
| (d) Describe and evaluate one research study into group processes.
Your answer should include researcher name(s), aim/what was studied,
procedure, results, conclusions, evaluation. | 4 | 2 |
| (e) Describe two of Belbin’s team roles and explain how these can be applied
when forming a sports team. | 4 | 2 |
| | | (20) |

OR

C3. Non-verbal communication (NVC)

- | | | |
|--|---|------|
| (a) Define the term “ paralanguage ”. | 2 | 0 |
| (b) Describe features of: | | |
| (i) verbal communication; | 2 | 0 |
| (ii) non-verbal communication. | 2 | 0 |
| (c) Give two examples of emotions shown in facial expressions that are
considered to be universal. | 2 | 0 |
| (d) Describe and evaluate one research study into non-verbal communication.
Your answer should include researcher name(s), aim/what was studied,
procedure, results, conclusions, evaluation. | 4 | 2 |
| (e) Describe and evaluate how assertiveness training can be used in therapy or
the workplace. | 4 | 2 |
| | | (20) |

[Turn over for Questions C4 and C5 on Page six]

OR

C4. Pro-social behaviour

- | | | |
|---|---|------|
| (a) Define the term “ pro-social behaviour ”. | 2 | 0 |
| (b) Describe two factors that affect bystander behaviour in an emergency situation, eg when a person collapses in the street. | 4 | 0 |
| (c) Give one cultural difference that is found in pro-social behaviour. | 2 | 0 |
| (d) Describe and evaluate one research study into pro-social behaviour.
Your answer should include researcher name(s), aim/what was studied, procedure, results, conclusions, evaluation. | 4 | 2 |
| (e) Describe and evaluate two strategies that can be used to encourage children to be altruistic. | 4 | 2 |
| | | (20) |

OR

C5. Social perception

- | | | |
|--|---|------|
| (a) What is meant by the term “ stereotyping ”? | 2 | 0 |
| (b) Describe what is meant by: | | |
| (i) primacy effect; | 2 | 0 |
| (ii) recency effect. | 2 | 0 |
| (c) State two gender stereotypes. | 2 | 0 |
| (d) Describe and evaluate one research study into social perception.
Your answer should include researcher name(s), aim/what was studied, procedure, results, conclusions, evaluation. | 4 | 2 |
| (e) Describe the process of attribution and explain how this can contribute to depression. | 4 | 2 |
| | | (20) |

[END OF SECTION C]

[END OF QUESTION PAPER]

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