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X212/101

NATIONAL QUALIFICATIONS 2007 FRIDAY, 1 JUNE 1.00 PM - 2.30 PM PSYCHOLOGY INTERMEDIATE 1

| Fill in these boxes and read what is printed below | |
|---|--|
| Full name of centre | Town |
| | |
| Forename(s) | Surname |
| | |
| Date of birth Day Month Year Scottish candidate number | Number of seat |
| 1 There are three Sections in this paper. | |
| 2 Candidates should answer all questions in Section C. | tions A and B, and two questions from |
| 3 You may use sketches and diagrams to illustrate y | our answers. |
| 4 All answers are to be written in this answer book complete your answer to any question, addition invigilator. | · · · · · · · · · · · · · · · · · · · |
| 5 Before leaving the examination room you must g not, you may lose all the marks for this paper. | ive this book to the invigilator. If you do |
| | |





SECTION A—UNDERSTANDING THE INDIVIDUAL

DO NOT WRITE IN THIS MARGIN

| | | SECTION A—UNDERSTANDING THE INDIVIDUAL | | THIS MARGI |
|-------------|--------------|--|-------|---------------|
| | | Answer ALL questions in this Section. | Marks | |
| A 1. | Mo | tivation | | |
| | (a) | What do psychologists mean by Motivation ? | | |
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| | (b) | What does "nAch" stand for? | | |
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| | (c) | When a person is hungry the s contracts and the | | |
| | | g level in the body drops. | 2 | |
| | (<i>d</i>) | Explain what is meant by the term "self efficacy". | | |
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[X212/101] Page two

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| (co | ntinued) | Marks | |
| (e) | Name three levels from Maslow's Hierarchy of Needs. | | |
| | | 3 | |
| (<i>f</i>) | Describe two strategies that can be used to increase employee motivation at work. | | |
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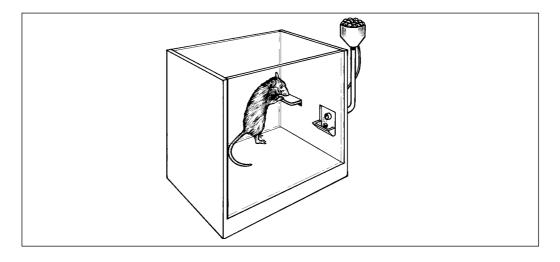
[X212/101] Page three

A2. Cognition and learning

Marks

6

(a) Skinner trained rats to press a lever.



| Look at the picture above. used to train the rats to pres | describe | the 1 | process | that | Skinner |
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[X212/101] Page four

Marks

A2. (continued)

| Contaminate model animal Using three words from the box above, fill in the blanks in the following entence. In Social Learning Theory, children may the behaviour of a, particularly if other people Them for that behaviour. 3 Describe one research study that has been carried out in the area of cognition and learning. | | reinforce | achievement | imitate |
|--|-----|-----------------------------|-----------------------------|--------------------|
| entence. In Social Learning Theory, children may the behaviour of a, particularly if other people them for that behaviour. 3 Describe one research study that has been carried out in the area of cognition and learning. | | animal | model | contaminate |
| hem for that behaviour. Describe one research study that has been carried out in the area of organization and learning. | g | the blanks in the following | from the box above, fill ir | _ |
| hem for that behaviour. Describe one research study that has been carried out in the area of ognition and learning. | r | the behaviour | Theory, children may | n Social Learning |
| Describe one research study that has been carried out in the area of ognition and learning. | | ople | , particularly if other p | f a |
| ognition and learning. | 3 | | iour. | nem for that behav |
| | f | carried out in the area of | | |
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Page five

[X212/101]

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| A2. | (co | ntinued) | Williams | | | | | |
|------------|--------------|---|--------------|--|--|--|--|--|
| | (<i>d</i>) | d) Name one theorist who studied cognitive development in children. | | | | | | |
| | (e) | In the box below, some of the features apply to discovery learning. | 1 | | | | | |
| | | maturational readiness maternal instincts exploration exploitation serialisation transportation | | | | | | |
| | | In the boxes below write the two features that apply to discovery learning. | | | | | | |
| | | 1. | | | | | | |
| | | 2. | 2 | | | | | |
| | | | (16) [32] | | | | | |

 $[END\ OF\ SECTION\ A]$

[X212/101] Page six

[Turn over for SECTION B on $Page\ eight$]

Answer ALL questions in this Section.

B1. Read the research scenario below, then answer the questions that follow.

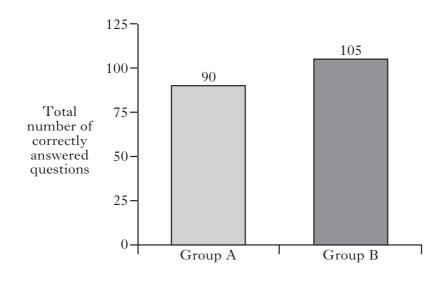
Research scenario

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.

Effects of music on memory



[X212/101] Page eight

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| (a) | The method used in this study is a field experiment. Describe to | wo |
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| | features of the experimental method of research. | |
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| (b) | What type of sampling is described in the scenario above? | |
| | | 1 |
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[Turn over

[X212/101] Page nine

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|---|---|---|---|---|---|
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B1. (continued)

(c) In this study, the teacher has considered the ethical principle of consent and made sure that everyone has given their consent. Some more ethical principles are shown below. Match up each principle on the left with the correct description on the right, by drawing a line between them.

One has been done for you.

| 1. Welfare of participants | | A. | Participants must never be given misleading information on the study. |
|----------------------------|---|----|---|
| 2. Consent | \ | В. | Participants must disclose personal information. |
| 3. Deception | | C. | A person's identity must not be revealed. |
| 4. Confidentiality | | D. | Participants must be kept free from stress and harm. |
| | | E. | Participants must agree to take part. |

(d) In this study, background music is the ______variable and the number of correct answers is the _____variable. 2

(e) From the graph, state the results of this experiment.

[X212/101] Page ten

| (co | ntinued) | Marks | |
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| <i>(f)</i> | The teacher could have used another method of research, such as a case study. Describe two features of the case study method of research. | | |
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| | $[END\ OF\ SECTION\ B]$ | | |
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[X212/101]

SECTION C—THE INDIVIDUAL IN THE SOCIAL CONTEXT

Marks

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) In the table below, identify **four** traits from Eysenck's theory of personality.

| | Write YES or NO |
|-------------|-----------------|
| | in each box. |
| Introvert | |
| Nurture | |
| Anal | |
| Neuroticism | |
| Extrovert | |
| Oral | |
| Stability | |
| Dimension | |

(b) What is meant by "nurture" influences on personality?

2

[X212/101] *Page twelve*

C1. (continued)

Marks [

| and | 1 | of new emp | oloyees. | |
|--|-----------------------|------------|---------------|---|
| These tests must have | | and | | |
| reliability intelligence | readiness validity | | | 4 |
| Describe Freud's psycl describe some research e | | | y. You should | |
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Answer ONE question from questions C2-C5.

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Answer ALL PARTS of the question you choose.

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| | up processes | |
|---|--|---|
|) | What is meant by a "group" in psychology? | |
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|) | State one characteristic of a formal group. | |
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|) | Describe a research study that has investigated group processes. In your answer, you should include researcher name(s), what was studied, procedure and results. | |
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C2. (continued)

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| | follower | initiator | |
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| | | | te the five features which apply to Belbin's teat |

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[X212/101] Page fifteen

| | | | | THIS MARGIN |
|-----|-----|---|-------|----------------|
| OR | | | Marks | |
| C3. | No | n-verbal communication (NVC) | | |
| | (a) | What is meant by "paralanguage"? | | |
| | | | | |
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| | | | 2 | |
| | (b) | Describe a research study that has investigated non-verbal communication (NVC). In your answer, you should include researcher name(s), what was studied, procedure and results. | | |
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C3. (continued)

(c) In this table, some of the features apply to verbal communication, and some apply to non-verbal communication.

Feature

1. Conveys very complex messages.

2. Develops rapidly in the first few weeks and months of life.

3. Uses sentences.

4. Can convey only very simple messages.

5. Conveys feelings/emotions.

6. Always under conscious control.

In the boxes below, write the numbers of the three features that apply to **non-verbal communication**.



3

[Turn over

Marks

C3. (continued)

(d) There are gender differences in non-verbal communication in British culture. In the table below, only **three** statements about gender differences are **true**. Write either TRUE or FALSE in each box.

| Statement | Write TRUE or FALSE in each box. |
|--|----------------------------------|
| Women stand closer when talking than men do. | |
| Men talk about their feelings more than women. | |
| Men interrupt more than women. | |
| Women ask more questions than men do. | |
| Men use more eye-contact than women. | |
| Men are more likely than women to hug as a greeting. | |

3

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| 2 (00 | ntinuad | Marks [| |
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| | ntinued) Describe nature and nurture factors in the development of non-verbal | | |
| (0) | communication. | | |
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C4. Pro-social behaviour

| () | What is meant by "altruism"? |
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(b) Below are statements about altruism. Draw a line from each statement to the matching term on the right.

One has been done for you.

- 1. We can imagine ourselves in the other person's shoes, so we are motivated to help reduce their distress
- 2. The behaviour of people who are present when an emergency happens in a public place, ie they may help or not
- 3. Refers to features of the person in need of help, such as appearance, whether drunk or sober, etc
- 4. The behaviours of animal species, including humans, have developed over many generations, in a way that aids survival
- 5. Involves reduced likelihood that an individual will help in an emergency, due to presence of other bystanders

A. Bystander behaviour

- B. Diffusion of responsibility
- C. Empathy-altruism
- D. Evolutionary approach
- E. Victim characteristics

4

C4.

| (co | ntinued) | 7.6 | MARC | |
|-----|---|-----|------|---|
| (c) | Describe a research study that has investigated pro-social behaviour . In your answer, you should include researcher name(s), what was studied, procedure and results. | | | |
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C4. (continued) Marks

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| Complete the following sentence using two words from the box. | |
| According to research, children are likely to be more altruistic in a | |
| According to research, emitten are fixely to be more attruistic in a | |
| culture. This type of culture stresses the | |
| importance of | |
| collectivist competition individualist co-operation | |
| industrialised western | 2 |

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| 5. | Soc | ial perception | Marks | | - |
| | (a) | Describe how racial stereotypes are formed. | | | ì |
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| | (<i>b</i>) | State one example of a female gender stereotype and one example of a male gender stereotype. | | | |
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[Turn over

C5.

| hair affects how we perceive them. |
|---|
| B. Our first impressions of someone affect our perception of them. |
| C. A person's accent affects how we perceive them. |
| D. Information we have just learned about someone affects our perception of them. |
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| | | | | DO NOT WRITE IN THIS MARGIN | |
|-----|------|---|-------|--------------------------------------|--|
| C5. | (coı | ntinued) | Marks | | |
| | (e) | In the sentence below, complete the missing words relating to attribution. A person with depression who has a d | | | |
| | | attribution style may blame internal factors for their condition. A person | ı | | |

_____ attribution style may blame external

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

Self-selecting sample

factors for their condition.

Fundamental attribution error

Self-serving bias

Obsessive Compulsive Disorder

2 (16)

2

[32]

 $[END\ OF\ SECTION\ C]$ $[END\ OF\ QUESTION\ PAPER]$

