

FOR OFFICIAL USE

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Total
Marks

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X212/101

NATIONAL
QUALIFICATIONS
2008

WEDNESDAY, 4 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

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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 paper** can be obtained from the invigilator.
- 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.



(c) Use words in the box below to complete the sentence that follows.

concept	players	cold
self-esteem	reinforcement	warm children

Parents, who are _____ and supportive will tend to raise _____ who have high _____.

3

(d) Describe **one** research study that has investigated self-concept. In your answer, you should include researcher name(s), what was studied, procedure, results.

Your chosen study must come from the field of self-concept.

[illegible]

4

(e) Complete the following sentence by writing the correct terms in the spaces provided.

Erikson called the **adolescent** stage of development **I** _____
versus **R** _____ **C** _____.

2

(16)

[Turn over

A2. Motivation

Marks

- (a) Identify **three** basic needs from the first level of Maslow's Hierarchy of Needs.

Esteem	Friendship	Water
Love	Food	Air

Write your **three** choices in the spaces provided below.

1 _____

2 _____

3 _____

3

- (b) Describe Maslow's Hierarchy of Needs.

6

Marks

A2. (continued)

(c) Below is a list of features of motivation.

Match each numbered term on the left with its definition on the right.

One has been done for you.

1. Body weight set point	A. The mechanism that maintains a stable state within our bodies.
2. Homeostasis	B. The control of the type and amount of food eaten.
3. Basic biological needs	C. Glucose levels in the body.
4. Regulation of food intake	D. Maintaining your weight within certain limits.
	E. Needs which must be fulfilled otherwise the person/animal will die, eg hunger and thirst.

3

(d) In psychology, one term used to explain motivation is “nAch”.

(i) Describe what “nAch” means.

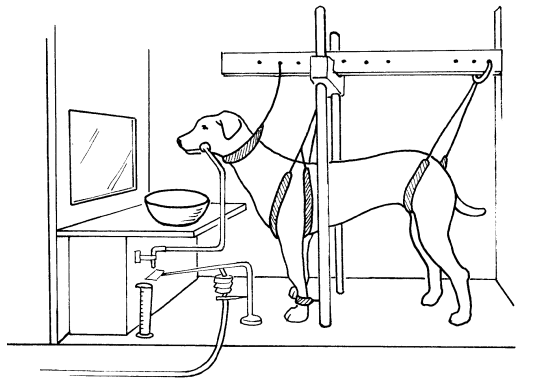
2

(ii) Give an example of “nAch” behaviour.

2
(16)

A3. Cognition and Learning*Marks***Stimulus**

The Russian scientist, Pavlov, investigated learning in dogs.



- (a) Look at the picture above. Name and describe the process that Pavlov used to train the dog.

4

- (b) State whether the following sentences about cognition and learning are **True** or **False**, by writing “**T**” or “**F**” in the right-hand column.

Statement	Write T or F
1. In operant conditioning we learn through the consequences of our actions.	
2. If we receive positive reinforcement for a behaviour we are likely to repeat it.	
3. Punishment is more effective than reinforcement.	
4. Skinner used rats to test new drugs.	

4

SECTION B—INVESTIGATING BEHAVIOUR

Marks

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

A psychologist carried out a case study of a man called Duncan, who had been held hostage during a bank robbery. Fortunately, Duncan had not suffered any injuries. However, the psychologist wanted to find out how the experience had affected him psychologically, so she studied Duncan over a period of one year.

She found that he had frequent nightmares for several months after the robbery. His family said that he had previously been sociable and extrovert, but he now found it difficult to mix with other people. The psychologist also found that he was anxious and had low self-esteem.

Follow-up study

The psychologist planned to investigate such experiences in more detail, so she designed a questionnaire to conduct a survey of victims of crime.

- (a) Identify **three** ways in which the bank robbery affected Duncan according to the results of this study.

3

Marks

B1. (continued)

- (b) Name **two** ethical principles that the psychologist should consider in her case study of Duncan.

2

- (c) In the table below, there are some statements about the case study method. State whether each is **True** or **False** by writing “**T**” or “**F**” in the right-hand column.

Statement	Write T or F
1. The case study is an experimental method.	
2. A case study investigates a large number of people.	
3. The psychologist can generalise the findings of this study to the population.	
4. A case study produces in-depth information.	

4

- (d) Describe **two** features of the **interview** method as used in psychology.

4

[Turn over

Marks

B1. (continued)

(e) Draw one line from each numbered term on the left to match its appropriate feature on the right.

One has been done for you.

1. Laboratory experiment	A. Is conducted in the participants' natural environment.
2. Questionnaire	B. Shows cause and effect.
3. Field experiment	C. Is always unethical.
4. Case study	D. Can involve a variety of research techniques.
	E. Asks mainly closed questions.
	F. Provides no data.

**3
(16)**

[END OF SECTION B]

[Turn over for SECTION C on *Page twelve*

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) How do
- biological**
- factors influence personality?

3

- (b) Name
- two**
- dimensions that Eysenck used in his trait approach to personality.

1 _____

2 _____

2

- (c) From the definitions below, tick
- one**
- box that gives a definition of personality.

Definitions	Tick only <u>one</u> box
A self-report inventory.	
Attachment to the world around us.	
The pattern of individual characteristics that make a person unique.	

1

Marks

[illegible]

4

[illegible]

4

V _____.

2

Answer ONE question from questions C2–C5.

Marks

Answer ALL PARTS of the question you choose.

C2. Group processes

- (a) Give **two** characteristics of an informal group.

2

- (b) What is meant by “groupthink”?

2

- (c) Complete the words in the following sentence.

R _____ **S** _____ is a situation, where a group makes more extreme decisions than each individual would make on their own.

2

C2. (continued)*Marks*

(d) Belbin's theory identifies team roles. One role is described below. From the list below describe **two** team roles.

- Co-ordinator
- Shaper
- Resource investigator
- Plant
- Monitor evaluator
- Completer finisher
- Implementer

Example: Team worker—people oriented, maintains the morale and cohesiveness of the team.

4

(e) Describe Tuckman's theory of group development.

6**(16)**

Marks

OR

C3. Non-verbal communication (NVC)

(a) What is meant by non-verbal communication (NVC)?

2

(b) This list shows several types of verbal and non-verbal communication.

1. Paralanguage
2. A sentence
3. Proximity
4. A hand gesture
5. Speech
6. Singing

In the boxes below, write the numbers of the **three** items which are types of **non-verbal communication (NVC)**.

3

(c) Describe **one** example of a cultural difference in non-verbal communication (NVC).

2

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OR

C4. Pro-social behaviour

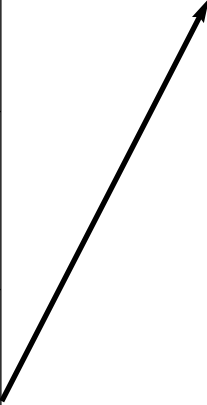
- (a) Describe what is meant by **diffusion of responsibility** in an emergency situation.

3

- (b) Draw a line from each numbered term on the left to match it with the correct description on the right.

One has been done for you.

1. Altruism	A. Imagining ourselves in the other person's position, "feeling" for them.
2. Empathy	B. Behaviour of passers-by in an emergency in a public place.
3. Victim characteristics	C. Behaviour that is unselfish, and which benefits others.
4. Bystander behaviour	D. Anti-social behaviour.
	E. Features of the person in need in an emergency, eg drunk, ill, etc.
	F. Inability to feel sympathy for others.



3

Marks

C4. (continued)

- (c) Say whether the following statements are **True** or **False** by writing “**T**” or “**F**” in the right-hand column.

Statement	Write T or F
When we see someone else helping someone in need, we are more likely to help too.	
Giving children rewards such as sweets for being helpful is the best way to encourage altruism.	
In some cultures children tend to be more helpful than in other cultures.	
Children who have watched altruistic behaviour in the media are likely to be more helpful afterwards.	

4

- (d) Describe the evolutionary theory **and** the cost-reward theory of altruistic behaviour. Include some *research evidence* in your answer.

6

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Marks

OR

C5. Social perception

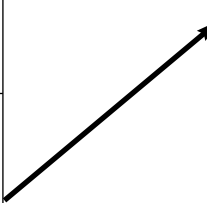
(a) What is meant by “social perception”?

2

(b) Draw a line from each numbered term on the left to match the definition on the right.

One has been done for you.

1. Attribution	A. Forming an impression of someone from the latest information you have about them.
2. Recency effect	B. Our beliefs about the reasons for the behaviour of others.
3. Self-serving bias	C. Underestimating situational factors and overestimating dispositional factors.
4. Primacy effect	D. Forming an impression of someone from first contact with them.
	E. Taking the credit for your own success and blaming other people or factors for your failures.
	F. Differences between males and females.



3

(c) Name **two** groups that are often stereotyped.

2

(d) Ethan was not successful in the job interview. He gave the three reasons below to explain his lack of success. Identify which reasons are situational attributions (**S**) and which are dispositional attributions (**D**).

Possible reasons	Write S or D
“I was late for the interview because the buses were on strike.”	
“I did not answer the questions well.”	
“The interviewer was in a bad mood.”	

3

[illegible]

6

(16)

[32]

[END OF QUESTION PAPER]

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