

X212/201

NATIONAL
QUALIFICATIONS
2008

WEDNESDAY, 4 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. Motivation

- | | | |
|---|---|------|
| (a) Describe one example of a biological need and one example of a non-biological need. | 4 | 0 |
| (b) Explain and evaluate Maslow's Hierarchy of Needs. | 4 | 4 |
| (c) Describe what is meant by the term "self-efficacy". Include an example in your description. | 3 | 0 |
| (d) nAch is a term used within the topic of motivation. | | |
| (i) Explain what this term means. | 3 | 0 |
| (ii) Explain one characteristic of someone who is high in nAch. | 2 | 0 |
| | | (20) |

A2. Development of the self-concept

- | | | |
|---|---|------|
| (a) Describe three components of the self-concept. | 6 | 0 |
| (b) Describe the Q-sort technique. | 4 | 0 |
| (c) Describe and evaluate factors that can influence the development of self-concept. Refer to <i>research evidence</i> in your answer. | 4 | 4 |
| (d) What is meant by empathy? | 2 | 0 |
| | | (20) |

A3. Cognition and Learning

- | | | |
|---|---|------|
| (a) Describe and evaluate operant conditioning theory. Refer to the work of Skinner in your answer. | 4 | 4 |
| (b) In Social Learning Theory, explain what is meant by: | | |
| (i) imitation; | 2 | 0 |
| (ii) identification. | 2 | 0 |
| (c) Describe a research study into cognition and learning. | 4 | 0 |
| (d) How might a teacher use Piaget's theory of cognitive development in the classroom? | 4 | 0 |
| | | (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

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) | In this case study, how might the psychologist have collected information from Duncan and his family? You should describe at least two techniques. | 6 | 0 |
| (b) | Identify three findings from this case study. | 3 | 0 |
| (c) | Explain one ethical principle that the psychologist should consider in her research with Duncan. | 0 | 2 |
| (d) | Explain one strength of the case study method, as used in psychological research. | 0 | 2 |
| (e) | Describe the main features of the questionnaire method in psychological research. | 4 | 0 |
| (f) | (i) Describe the process of random sampling in psychological research. | 2 | 0 |
| | (ii) Name one other type of sampling. | 1 | 0 |
| | | | (20) |

[END OF SECTION B]

[Turn over

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) Name Eysenck's approach to the study of personality. | 1 | 0 |
| (b) Describe the procedure used in one research study which has investigated personality. Give the researcher(s) name(s) in your answer.
Your chosen study must come from the field of Personality. | 3 | 0 |
| (c) Freud used the terms id , ego and superego in relation to personality. Describe what is meant by each of these terms. | 6 | 0 |
| (d) Describe and analyse nature influences on personality. | 6 | 2 |
| (e) Give one criticism of the use of personality tests in recruitment and selection. | 0 | 2 |
| | | (20) |

Answer ONE question from questions C2–C5.

Answer ALL PARTS of the question you choose.

C2. Group processes

- | | | |
|---|---|------|
| (a) State two characteristics of an informal group. | 2 | 0 |
| (b) Explain what is meant by “risky shift” in a group. | 3 | 0 |
| (c) Name two roles from Belbin’s theory of team roles. | 2 | 0 |
| (d) Explain how Belbin’s theory can be applied in the workplace. | 3 | 0 |
| (e) Discuss the processes of conformity to group norms and group cohesiveness. Refer to <i>research evidence</i> in your answer. | 6 | 4 |
| | | (20) |

OR

C3. Non-verbal communication (NVC)

- | | | |
|---|---|------|
| (a) In non-verbal communication (NVC), explain what is meant by: | | |
| (i) Proximity; | 2 | 0 |
| (ii) Paralanguage. | 2 | 0 |
| (b) Describe cultural differences in NVC. | 4 | 0 |
| (c) State one function of NVC, giving an example. | 2 | 0 |
| (d) Describe and analyse nature and nurture factors in the development of NVC. Refer to <i>research evidence</i> in your answer. | 6 | 4 |
| | | (20) |

OR

C4. Pro-social behaviour

- | | | |
|---|---|------|
| (a) Define the term “altruism”. | 2 | 0 |
| (b) Describe and evaluate the evolutionary approach and the cost reward explanation of altruistic behaviour. Refer to <i>research evidence</i> in your answer. | 6 | 4 |
| (c) Give two examples of “victim characteristics”. | 2 | 0 |
| (d) Briefly describe what is meant by “diffusion of responsibility” in emergency situations. | 2 | 0 |
| (e) Describe cultural differences in altruism. | 4 | 0 |
| | | (20) |

[Turn over for Question C5 on Page six]

OR

C5. Social perception

- | | | |
|--|---|------|
| (a) Define interpersonal perception. | 2 | 0 |
| (b) Describe how a student might explain her exam failure. | | |
| (i) Use one situational attribution; | 2 | 0 |
| and | | |
| (ii) one dispositional attribution. | 2 | 0 |
| (c) Describe two types of error or bias in the attribution process. | 4 | 0 |
| (d) Discuss factors affecting social perception. Refer to <i>research evidence</i> in your answer. | 6 | 4 |
| | | (20) |

[END OF SECTION C]

[END OF QUESTION PAPER]

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