

X263/11/01

NATIONAL
QUALIFICATIONS
2014

TUESDAY, 3 JUNE
9.00 AM – 11.00 AM

PSYCHOLOGY
INTERMEDIATE 2

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

Candidates should answer **both** questions in Section A.

All parts of Section B.

Question C1 and **one** other question from Section C.



SECTION A
UNDERSTANDING THE INDIVIDUAL
Answer ALL questions in this Section.

Marks
ku ae

A1. Self-concept

- | | | |
|---|---|-------------|
| (a) What do psychologists mean when they use the term self efficacy? | 2 | 0 |
| (b) What is meant by the term ideal self? | 2 | 0 |
| (c) Describe how the media might affect an adolescent's self-concept. Give one example. | 4 | 2 |
| (d) (i) Describe what is meant by a schema. | 2 | 0 |
| (ii) What is meant by adaptation of schema? | 2 | 0 |
| (e) Describe and evaluate one research study into the development of the self-concept. Your answer should include: <ul style="list-style-type: none">• researcher's name(s)• aim/what was studied• procedure• results• one strength or one weakness of the study. | 4 | 2 |
| | | (20) |

A2. Learning Theories	<i>Marks</i>	
	<i>ku</i>	<i>ae</i>
(a) Describe what Skinner meant by operant conditioning.	2	0
(b) Describe what is meant by positive reinforcement.	2	0
(c) Describe what is meant by negative reinforcement.	2	0
(d) What is meant by classical conditioning? Give one example.	2	2
(e) Describe and evaluate one research study into Social Learning Theory (SLT). Your answer should include: <ul style="list-style-type: none"> • researcher's name(s) • aim/what was studied • procedure • results • one strength or one weakness of the study. 	4	2
(f) In Social Learning Theory (SLT) what is meant by imitation and identification?	4	0
		(20)
		[40]

[END OF SECTION A]

[Turn over for SECTION B on Page four

SECTION B

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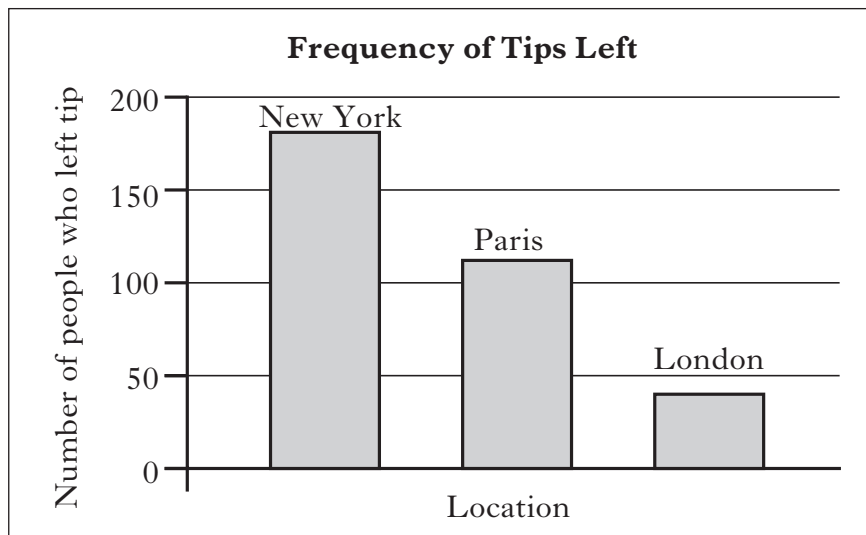
INVESTIGATING BEHAVIOUR

Answer ALL parts of the question in this Section.

B.

When people are happy with the service they receive in a café or restaurant they may tip the waiter or waitress. The willingness for people to tip varies from country to country.

Social psychologists conducted a one-day study in cities in three different countries and asked every person leaving a café several questions, including whether they had left a tip. The researchers found that in New York 180 people had left a tip; in Paris 110 people had left a tip, and in London only 40 people left a tip. They concluded from this that there appear to be distinct cultural differences in this area of social life.



- (a) Describe the method of research used by the psychologists in the study above. 4 0
- (b) Suggest **one** weakness of this method of research. 0 2
- (c) Describe **one** other method used by psychologists carrying out research. 4 0
- (d) In the study above the researchers used opportunity sampling. What is meant by opportunity sampling? 2 0

B. (continued)	<i>Marks</i>	
	<i>ku</i>	<i>ae</i>
(e) Describe one other type of sampling technique used in psychological research.	2	0
(f) What is meant by the term ecological validity?	2	0
(g) Explain one possible ethical issue relating to the study above.	0	2
(h) Name the type of graph used in the study above and suggest another type of graph researchers often use to display data.	2	0
		(20)
		[40]

[END OF SECTION B]

[Turn over for SECTION C on *Page six*

SECTION C

Marks
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THE INDIVIDUAL IN THE SOCIAL CONTEXT

Answer TWO questions from this Section.

Answer question C1, and ONE other question chosen from questions C2–C4.

Answer ALL PARTS of question C1.

C1. Personality

- | | | |
|---|---|------|
| (a) In personality testing, what is meant by the term validity? | 2 | 0 |
| (b) In personality testing, what is meant by the term reliability? | 2 | 0 |
| (c) (i) Name and describe a personality test. | 3 | 0 |
| (ii) Give an example of a situation where this test might be used. | 0 | 2 |
| (d) Costa and McCrae used 'OCEAN' to represent the five main personality traits.
Name and explain what traits the letters C and A represent here. | 6 | 0 |
| (e) Describe Eysenck's multi-trait approach to personality. | 3 | 0 |
| (f) Kevin is two years old, his sister Jennifer is eight years old.
Name the psychosexual stage of development that Kevin is in and the one Jennifer is in. | 0 | 2 |
| | | (20) |

Answer ONE question from questions C2 – C4.
Answer ALL PARTS of the question you choose.

C2. Group processes

- | | | |
|--|---|------|
| (a) What is meant by group cohesiveness? | 2 | 0 |
| (b) Describe two factors that can affect group cohesiveness. | 4 | 0 |
| (c) Name and describe three of Tuckman's five stages of group development. | 6 | 0 |
| (d) Describe and evaluate one study that has investigated group processes. In your answer you should give: | | |
| <ul style="list-style-type: none"> • researcher's name(s) • the aim of the study • the procedure undertaken (how it was conducted) • results • one strength and one weakness of the study. | 4 | 4 |
| | | (20) |

OR

C3. Non-verbal communication (NVC)

- | | | |
|--|---|------|
| (a) Name two universal facial expressions of emotion. | 2 | 0 |
| (b) Describe two cultural differences in NVC. | 4 | 0 |
| (c) Describe the role of nature and nurture within NVC. | 6 | 0 |
| (d) Describe and evaluate one research study into NVC. In your answer you should give: | | |
| <ul style="list-style-type: none"> • researcher's name(s) • the aim of the study • the procedure undertaken (how it was conducted) • results • one strength and one weakness of the study. | 4 | 4 |
| | | (20) |

[Turn over for Question C4. on Page eight

OR

Marks
ku ae

C4. Altruism

- | | | |
|---|---|---|
| (a) What is meant by altruism? | 2 | 0 |
| (b) Describe the empathy-altruism theory. | 4 | 0 |
| (c) Describe three victim characteristics which influence altruistic behaviour. | 6 | 0 |
| (d) Describe and evaluate one research study on altruism. In your answer you should give: <ul style="list-style-type: none">• researcher's name(s)• the aim of the study• the procedure undertaken (how it was conducted)• results• one strength and one weakness of the study. | 4 | 4 |

(20)

[40]

[END OF SECTION C]

[END OF QUESTION PAPER]