

FOR OFFICIAL USE



National
Qualifications
2015

Mark

X763/75/01

Psychology

TUESDAY, 2 JUNE
9:00 AM – 10:30 AM



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Fill in these boxes and read what is printed below.

Full name of centre

Town

Forename(s)

Surname

Number of seat

Date of birth

Day

Month

Year

Scottish candidate number

Total marks — 50

Attempt ALL questions.

Write your answers clearly in the spaces provided in this booklet. Additional space for answers is provided at the end of this booklet. If you use this space you must clearly identify the question number you are attempting.

Use **blue** or **black** ink.

Before leaving the examination room you must give this booklet to the Invigilator; if you do not, you may lose all the marks for this paper.



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Question 1

Individual Behaviour

- (a) Polysomography (PSG) monitors the physical changes that take place during sleep.

Describe **one** physical change you would expect PSG to record during sleep.

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Question 1 (c) (continued)

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Question 1 (d) (continued)

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Question 2

Social Behaviour: Conformity

A teacher asks pupils to individually write down the answer to a multiple choice question. Sophie is confident the answer is C and writes this down.

The teacher then asks pupils to indicate their answer choice. When most of the class put up their hands for answer A, Sophie conforms and also puts her hand up.

(a) In what ways might the following types of social influence explain Sophie's behaviour?

(i) Normative influence

2

(ii) Informational influence

2



Question 2 (a) (continued)

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(iii) Describe an **individual** factor which may have contributed to Sophie's conformity.

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Question 2 (continued)

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(c) Describe the term minority influence using an example.

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