



National  
Qualifications  
2018

**X863/75/11**

**Psychology**

THURSDAY, 31 MAY

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**INSTRUCTIONS TO CANDIDATES**

Candidates should enter their surname, forename(s), date of birth, Scottish candidate number and the name and Level of the subject at the top of their first answer sheet.

**Total marks — 70**

**SECTION 1 — INDIVIDUAL BEHAVIOUR — 35 marks**

Attempt Question 1 and **EITHER** Question 2 **OR** Question 3.

**SECTION 2 — SOCIAL BEHAVIOUR — 35 marks**

Attempt Question 4 and **EITHER** Question 5 **OR** Question 6.

Write your answers clearly on your answer sheet.

Marks are shown in square brackets at the end of each question or part question.

An OW in the margin indicates a new question.

**SECTION 1 — INDIVIDUAL BEHAVIOUR — 35 marks**  
**Attempt Question 1 and EITHER Question 2 OR Question 3**

**Question 1**

**Individual Behaviour — Sleep and Dreams**

- (a) Describe the restoration theory of sleep (Oswald, 1966). **[4 marks]**
- (b) (i) Describe Dement & Kleitman's (1957) study. In your answer, you **must** include:
- aim(s)
  - method/procedure
  - results. **[4 marks]**
- (ii) Explain **one** strength of this study. **[2 marks]**

- (c) 

Rebecca's mum has just given birth to a baby girl and is due home from hospital today. Rebecca puts up a 'Welcome Home' banner in the window. That night, she dreams that the banner says 'Go Away!'
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Explain Rebecca's dream using the psychoanalytic theory. **[5 marks]**

## Individual Behaviour — Optional Topic

Attempt EITHER

Question 2 — Personality

OR

Question 3 — Phobias

### Question 2 — Personality

- (a) Describe what is meant by ‘psychoticism’ according to Eysenck’s Personality Theory. **[2 marks]**
- (b) Describe the following personality scale:
- EPQ-r (Eysenck Personality Questionnaire — revised). **[4 marks]**
- (c) Explain **biological** causes of Anti-Social Personality Disorder (APD). **[5 marks]**
- (d) (i) Describe a study into the **situational** causes of APD. In your answer, you **must** include:
- researcher name(s)
  - aim(s)
  - method/procedure
  - results. **[5 marks]**
- (ii) Explain **one** strength and **one** weakness of this study. **[4 marks]**

Do not attempt question 3 if you have already answered question 2

**Question 3 — Phobias**

- (a) Describe what is meant by agoraphobia. **[2 marks]**
- (b) Describe social skills training in the treatment of phobias. **[4 marks]**
- (c) Explain the role of classical conditioning in the creation of phobias. **[5 marks]**
- (d) (i) Describe a study into the **genetic inheritance** of phobias.  
In your answer, you **must** include:
- researcher name(s)
  - aim(s)
  - method/procedure
  - results. **[5 marks]**
- (ii) Explain **one** strength and **one** weakness of this study **[4 marks]**

**SECTION 2 — SOCIAL BEHAVIOUR — 35 marks**  
**Attempt Question 4 and EITHER Question 5 OR Question 6**

**Question 4**

**Social Behaviour — Conformity**

- (a) (i) Describe **one** individual factor that may have influenced conformity in the Mori and Arai 2010 study. **[2 marks]**
- (ii) Describe **one** cultural factor that may have influenced conformity in the Mori and Arai 2010 study. **[2 marks]**

(b)

<b>Results of Asch's line studies</b>	
<b>Study</b>	<b>% conformity rates</b>
<b>Original study</b> All confederates gave the same wrong answer each time.	32%
<b>Variation study</b> One of the confederates gave the correct answer each time.	5.5%

Explain what the results in the table above tell us about conformity. **[3 marks]**

(c)

Ahmed has just started at a new school. After his first day, he bought the same black and white trainers that most of his classmates were wearing.

Explain Ahmed's behaviour with reference to:

- majority social influence
- informational social influence
- normative social influence
- compliance. **[8 marks]**

## Social Behaviour — Optional Topic

Attempt EITHER

Question 5 — Altruism

OR

Question 6 — Non-Verbal Communication (NVC)

### Question 5 — Altruism

- (a) Describe what is meant by altruism. [2 marks]
- (b) (i) Describe a research study into the **empathy-altruism theory**. In your answer, you **must** include:
- researcher name(s)
  - aim(s)
  - method/procedure. [4 marks]
- (ii) Explain how the results of this study support the empathy-altruism theory. [4 marks]
- (c) Explain cultural differences in altruism. [4 marks]

- (d) During the breeding season some birds do not reproduce. Instead, they help other breeding pairs by gathering food for them. Researchers observed 74 helper relationships and recorded who the birds helped. The results are shown in the table below.

Helper relationships	
Birds being helped	Number of times helped
Parents	66
Brothers or sisters	7
Strangers	1

Explain the results in the table above using the kin-selection theory of altruism. [6 marks]

Do not attempt question 6 if you have already answered question 5

**Question 6 — Non-Verbal Communication (NVC)**

- (a) 

Researchers have found that babies all over the world will begin to smile at 6 weeks of age.
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Describe this behaviour with reference to the contribution of **nature** (innate) to NVC. **[2 marks]**

- (b) 

Russell is going for a job interview. He has been advised that NVC is important and affects how interviewers form both a positive and a negative impression.
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Using your knowledge of NVC, explain how Russell could give a good impression at the interview. **[6 marks]**

- (c) Explain gender and cultural differences in NVC. **[6 marks]**

- (d) (i) Describe a study relating to **nature** (innate) in NVC. In your answer, you **must** include:

- researcher name(s)
- aim(s)
- results. **[4 marks]**

- (ii) Explain **one** strength of this study. **[2 marks]**

**[END OF QUESTION PAPER]**