

STUDENT IDENTIFICATION NUMBER

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SIR ARTHUR LEWIS COMMUNITY COLLEGE
Division of Technical Education and Management Studies

EXAMINATION SESSION : Semester One December 2012/2013 Examination

TUTOR (S) : Ms. Francillia Paul

PROGRAMME TITLE : Business Administration, Elective

PROGRAMME CODE : 3BS-ABA-AD

COURSE TITLE : Introduction to Psychology

COURSE CODE : PSY101

DATE : 18th December, 2012

COMMENCEMENT TIME : 9:00am

DURATION : 3 Hours

INVIGILATOR (S) : A. George-Reid, R. John Baptiste, N. Goolaman
I. Lambert, P. Wilson

ROOM (S) : CEHI-1R-01
CEHI-1R-02



#P9



GENERAL INFORMATION AND INSTRUCTIONS

- This examination is worth 120 marks and contributes to 40% of your Final Course Grade. The paper consists of Six (6) Sections. Section A consists of Sixty (60) Multiple Choice items, Section B consists of twenty (20) True or False items, Section C consists of twenty (20) Mix and Match items, Section D consists of twenty (20) Fill in the Blank items, Section E consists of ten (10) Short Notes items and Section F consists of ten (10) Essay type items.
- You are required to answer **all the** items for Sections A, B, C and D on the exam paper. Answer **any two (2)** items from Section E and answer **only one (1)** item from Section F on the foolscap sheet(s) provided.
- Specific instructions are given at the beginning of each section of the paper.
- Ensure that your Student Identification Number is written on the cover sheet of the exam paper and on every sheet of foolscap paper that you submit.

Borrowing or lending is prohibited.

- Students are advised to use a pen to write this examination
- Write your ID number on *each* answer sheet
- All cell phones must be turned off during the examination
- **Note:** Bags, books as well as writing paper not given by the invigilator should be deposited at the front of the examination room or as otherwise indicated.
- Students **must** sign **IN** and **OUT** on the examination class list
- All examination papers **must** be turned in to the invigilator together with the answer sheets

SECTION A-MULTIPLE CHOICE (60 marks)

Specific Instructions: For this section, you must read each item carefully and select the best correct response which completes the statement or answers the question correctly. On the exam paper, circle the corresponding letter next to each chosen response. Select only one response and make sure that the circle is filled in.

1. Strategies or techniques that are specifically designed to ensure that material stored in Memory can be retrieved/recalled are referred to as
 - A) pattern recognition
 - B) mnemonic devices
 - C) neurotransmitters
 - D) memory traces
2. In an effort to remember how to spell "rhinoceros," Samantha writes the word 30 times. She is using a technique known as:
 - A) priming
 - B) rehearsal
 - C) the "peg word" system
 - D) chunking
3. In which from/type of learning is "shaping" used?
 - A) Classical Conditioning
 - B) Observational Learning
 - C) Operant Conditioning
 - D) Convectional Learning
4. The motivated forgetting of painful memories caused by the repression of such memories, is a phenomenon related to the ideas of _____.
 - A) Ivan Pavlov
 - B) Abraham Maslow
 - C) B.F. Skinner
 - D) Sigmund Freud
5. Words, sounds, events, places, emotions etc. that help trigger our memories are called:
 - A) retrieval cues
 - B) iconic traces
 - C) context effects
 - D) binocular cues
6. While walking home from school, five-year-old Ann was attacked by a small dog that tried to bite her ankle. She is now frightened of all dogs. To help Ann get over this fear of dogs, her mom should use Classical Conditioning by:
 - A) paying no attention to Ann's problem because she is just a coward
 - B) scolding Ann each time she acts frightened by a dog
 - C) visiting the pet shop weekly with Ann, so she can look at and touch dogs
 - D) keeping Ann away from dogs for the rest of her life
7. Often parents discover that their children learn by watching their own parents' behaviour or the behaviour of other adults or children, or even by watching television. This type of learning is termed:
 - A) spontaneous recovery
 - B) learning by approximation
 - C) the Law of Effect
 - D) Modelling

8. According to the "Decay Theory," forgetting is caused by the loss of information due to:
- A) unpleasant experiences
 - B) the passage of time
 - C) a brain replacement
 - D) interference by new material
9. You feel nervous when your overly critical boss walks into the lunchroom, even though your recent performance has been excellent. For you in this situation, your boss's presence is the:
- A) US
 - B) CS
 - C) CR
 - D) UCR
10. On his job interview, Conrad noticed that all men in the office wore jackets and neck ties. He decides to wear a jacket and tie to work his first day on the job, which demonstrates the principle of:
- A) insight
 - B) vicarious learning
 - C) latent learning
 - D) stimulus discrimination
11. Which of the following are examples of classical conditioning?
- A) Eating when not hungry just because we know it is lunch time
 - B) A specific smell triggering a bad memory
 - C) A cat running into the kitchen to the sound of a can opener
 - D) All of the above are examples of classical conditioning
12. Escape learning involves the use of:
- A) positive reinforcement
 - B) negative reinforcement
 - C) punishment
 - D) "time-out" from positive reinforcement
13. You run into a business acquaintance who gives you his phone number and asks you to call. You want to be sure to remember the phone number, so you relate the number to things that you already know. "555" is the same as the combination to your bicycle lock. "12" is your brother's age. And "34" is the size of your belt. This technique for getting information into long-term memory is called:
- A) rote rehearsal
 - B) serial position rehearsal
 - C) elaborative rehearsal
 - D) episodic rehearsal
14. The following is a conversation between a husband and a wife.
- Husband: "We've been to this restaurant before."*
- Wife: "I don't think so."*
- Husband: "Didn't we eat here last Easter with your brother?"*
- Wife: "That was a different restaurant, and I think it was last Christmas, not last Easter."*
- This couple is trying to remember an event they shared and, obviously, their memories differ. The information they are seeking is most likely stored in:
- A) procedural memory
 - B) emotional memory
 - C) semantic memory
 - D) episodic memory

15. The type of memory that is available for only a brief instant is called:
- A) short term memory
 - B) flashbulb memory
 - C) sensory memory
 - D) trace memory
16. A waitress remembers drink orders long enough to tell the bartender, but forgets them immediately thereafter. She is evidencing:
- A) sensory memory
 - B) instant memory
 - C) long term memory
 - D) short term memory
17. Sarah remembers things better when she hears them than when she reads them. Sarah's learning style favours _____ encoding.
- A) semantic
 - B) acoustic
 - C) iconic
 - D) mnemonic
18. Forgetting may be the result of many factors. Your text mentions all of the following except:
- A) resistance to extinction
 - B) fading of the memory trace
 - C) failure of retrieval
 - D) interference
19. Forgetting that is the result of previously learned material interfering with the recall of more recently learned material is said to be due to:
- A) proactive interference
 - B) retrograde interference
 - C) retroactive interference
 - D) prograde interference
20. Which statement is true about punishment?
- A) It decreases the likelihood that a particular behaviour will be displayed.
 - B) It increases the likelihood that a particular behaviour will be displayed.
 - C) It is the same as negative reinforcement.
 - D) It is the same as positive reinforcement.
21. Jennifer is good at detecting whether specific strings in her guitar are playing too sharp or too flat. With respect to tone sensitivity, this ability for Jennifer to detect the change in the intensity of the tones of her guitar best illustrates her _____.
- A) absolute threshold
 - B) difference threshold
 - C) musical threshold
 - D) intensive threshold
22. Retinal disparity refers to the:
- A) tendency to see parallel lines as coming together in the distance.
 - B) tendency to see stimuli that are near each other as parts of a unified object.
 - C) somewhat different images our two eyes receive of the same object.
 - D) extent to which our eyes turn toward each other when looking at an object.

23. Which of the following cues do artists use to convey depth on a flat canvas?
- A) convergence
 - B) continuity
 - C) interposition
 - D) closure
24. All sense organs must have a _____ capable of being activated by a meaningful source of energy called a _____.
- A) stimulus; receptor
 - B) receptor; activator
 - C) receptor; stimulus
 - D) responder; stimulus
25. You hear the air conditioning come on, but a few seconds later you are not aware of the sound it makes. This is a result of:
- A) the absolute threshold
 - B) the difference threshold
 - C) Weber's law
 - D) sensory adaptation
26. George suffers from chronic back pain. His doctor suggests that he try a form of therapy in which electrical stimulation is applied to his back. You recognize that this therapy is based on the idea that stimulating large sensory nerves in the spinal cord can prevent the sensation of pain, and that it is an application of the _____ theory of pain.
- A) gate-control
 - B) contra-stimulation
 - C) free-nerve- ending
 - D) patterned-firing
27. "Learning is any relatively permanent change in behaviour" is an incomplete definition of learning because it does not include the role of:
- A) growth
 - B) conditioning
 - C) experience
 - D) reinforcement
28. Pavlov caused dogs to salivate to a neutral stimulus through a process known as:
- A) classical conditioning
 - B) operant conditioning
 - C) insight conditioning
 - D) cognitive learning
29. The fact that "what we see and interpret is not always the same as the visual information that enters our eyes," can be demonstrated most dramatically by:
- A) visual illusions
 - B) conduction deafness
 - C) colour blindness
 - D) dark adaptation
30. The _____ theory of emotion is the theory that the interpretation of the incoming stimuli and the interpretation of body stimuli together cause the emotional experience.
- A) cognitive
 - B) psychoanalytic
 - C) Cannon-Bard
 - D) association

31. The _____ theory of emotion is the theory that conscious emotional experiences are caused by feedback to the cerebral cortex coming from the visceral organs and muscles.
- A) Izard
 - B) Cannon-Bard
 - C) James- Lange
 - D) Cognitive
32. According to research on emotions, if John says he is experiencing sensations in his abdomen, legs, genitals and stomach, he is probably experiencing the emotion of:
- A) disgust
 - B) anger
 - C) shame
 - D) fear
33. Lorine is an extremely hard worker. She always strives to be the best at whatever she does. Lorine's behaviour is being influenced by a (n):
- A) drive
 - B) emotion
 - C) motive
 - D) perception
34. An emotion is comprised of all of the following except:
- A) changes in physiology
 - B) Cognitive evaluations
 - C) possible changes in feeling
 - D) goal directed behaviour
35. The James-Lange theory of emotion says that emotions:
- A) are determined by the hypothalamus
 - B) are a result of environmental influences
 - C) result from feedback about our physiological state
 - D) are a result of inborn fears and instincts
36. According to the Cognitive Theory of emotion, the specific emotion a person feels when the autonomic nervous system is aroused is determined by:
- A) specific combinations of body responses
 - B) the number of times the particular arousal has been experienced in the past
 - C) the facial muscles
 - D) interpretation and labelling of the nature of the situation
37. Which factor is most strongly related to eating behaviour in normal weight people?
- A) the amount of sugar in the blood
 - B) the level of fatty components in the blood stream
 - C) the amount of insulin in the blood stream
 - D) the presence of appealing food
38. The achievement motive is best thought of as:
- A) a strong desire to successfully accomplish a task that is evaluated against some standard of excellence
 - B) persistence in task-oriented behaviour regardless of the outcome
 - C) a need to accomplish successfully something very difficult that no one else can do
 - D) a compulsion to succeed on the first try in almost everything attempted

39. Dr. Lang is concerned that Merle is not doing well in her history class. The university offers free tutoring but Merle would rather study with her friends, even if it means getting lower grades. Both Dr. Lang and Merle could benefit from knowing more about:
- A) the affiliation motivation
 - B) the dependency motivation
 - C) the motivation for certainty
 - D) the motivation to meet standards
40. The “why” of our behaviour is called a(n) :
- A) attitude
 - B) motive
 - C) prejudice
 - D) inheritance
41. Terry is a carpet installer who wants to be paid for each square foot of carpet he lays rather than with an hourly wage. Terry prefers working on a _____ schedule of reinforcement.
- A) fixed-ratio
 - B) fixed- interval
 - C) variable- interval
 - D) variable-ratio
42. Melissa suffers from a disorder in which she periodically eats large amounts of food and then vomits in order not to gain weight. These symptoms are characteristic of the eating disorder known as:
- A) bulimia
 - B) abulia
 - C) anorexia nervosa
 - D) hysterical hyperphasia
43. Which theory most clearly emphasizes the importance of homeostasis in motivation?
- A) Instinct theory
 - B) Drive-reduction theory
 - C) Arousal theory
 - D) Incentive theory
44. A thick, juicy hamburger, is to hunger as _____ is to _____.
- A) need; drive
 - B) incentive; drive
 - C) incentive; instinct
 - D) none of the above
45. Maslow's hierarchy of needs suggests people are unlikely to be motivated to obtain _____ if they are deprived of _____.
- A) sexual gratification; self esteem
 - B) good grades in school; food
 - C) food and shelter; political freedom
 - D) friendship and love; religious
46. The need for physical safety must be met before residents of the city will be motivated to form close friendships with fellow citizens. This is providing an example of:
- A) a hierarchy of needs
 - B) plasticity
 - C) instincts
 - D) task leadership

47. The process of encoding refers to:
- A) the persistence of learning over time
 - B) the recall of information previously learned
 - C) getting information into memory
 - D) a clear memory of an emotionally significant event
48. A fixed interval schedule of reinforcement is one in which a response is reinforced only after a (n):
- A) unpredictable time period has elapsed
 - B) specified time period has elapsed
 - C) unpredictable number of responses has been made
 - D) none of the above
49. Based on Albert Bandura's study on the negative effects of Observational learning among children, the frequent observation of television violence at home will most likely lead 6-year-old Tommy to:
- A) react with a sense of compassion at the sight of two children fighting on the playground
 - B) refrain from engaging in fights and other forms of violent behaviour on the playground
 - C) frequently engage in fights and other forms of violent behaviour on the playground
 - D) none of the above
50. Receiving delicious food is to escaping a shock as _____ is to _____.
- A) positive reinforcer; negative reinforcer
 - B) immediate reinforcement; delayed reinforcement
 - C) partial reinforcement; continuous reinforcement
 - D) primary reinforcer; secondary reinforcer
51. Perceptions are influenced by:
- A) culture
 - B) attention
 - C) motivation
 - D) all of the above
52. Mrs. Leyton frequently tells her children that it is important to wash their hands before meals, but she rarely does so herself. Experiments suggest that her children will learn to:
- A) practice and preach the virtues of cleanliness
 - B) practice cleanliness but not preach virtues
 - C) preach the virtues of cleanliness but not practice cleanliness
 - D) neither practice nor preach the virtues of cleanliness
53. Lorna's mother told her, "You know you are in love when your heart beats fast and you experience that unique trembling feeling inside." this remark best illustrates the _____ theory of emotion.
- A) Cannon-Bard
 - B) Two-Factor
 - C) Catharsis
 - D) James-Lange
54. The basic components of emotion are:
- A) physical gestures, facial expressions and psychological drives
 - B) cognition, affect and behaviour
 - C) expressive behaviours, physiological arousal and brain activation
 - D) none of the above

55. Classical and Operant Conditioning both illustrate:
- A) shaping
 - B) modelling
 - C) respondent behaviour
 - D) associative learning
56. The three-stage processing model suggests that information from long—term memory can be _____ into _____ memory.
- A) encoded; sensory
 - B) retrieved; sensory
 - C) encoded; short term
 - D) retrieved; short term
57. The most crucial ingredient in all learning is:
- A) shaping
 - B) modelling
 - C) maturation
 - D) experience
58. Professor Bailey carefully monitors and records the behaviours of children in their classrooms across St. Lucia, in order to track the development of their social and intellectual skills. Professor Bailey is most likely engaged in:
- A) survey research
 - B) naturalistic observation
 - C) experimentation
 - D) a case study
59. In a test of the effects of sleep deprivation on problem solving skills, research participants are allowed to sleep either 4 or 8 hours on each of three consecutive nights. This research is an example of:
- A) naturalistic observation
 - B) survey research
 - C) a case study
 - D) an experiment
60. Self actualized people, as described by Maslow, are least likely to be highly:
- A) aggressive
 - B) religious
 - C) narcissistic
 - D) conforming

SECTION B-TRUE OR FALSE (10 marks)

Specific Instructions: For this section you must read each statement carefully. If the statement is true, on the exam paper place a tick ✓ inside the brackets next to TRUE. If it is False, place a tick ✓ inside the brackets next to FALSE. Each response is worth half (½) mark.

1. Mark has just entered a darkened room and finds it difficult to see objects in the room. after several minutes, his vision improves substantially. Mark has just experienced the process of dark adaptation.
TRUE () FALSE ()
2. Mental processes are directly observable.
TRUE () FALSE ()
3. The pairing of a X X chromosomes results in a female baby.
TRUE () FALSE ()
4. The correct sequence for sound waves to travel is outer ear, auditory canal, ear drum, middle ear, cochlea, auditory nerve and brain.
TRUE () FALSE ()
5. Some people never reach Kohlberg's third level of moral reasoning.
TRUE () FALSE ()
6. The four basic types of stimulation that comprises touch are pressure, pain, cold and wet.
TRUE () FALSE ()
7. The process assumed to prevent the loss of information in short-term memory is rehearsal.
TRUE () FALSE ()
8. The four goals of psychology are to describe, predict, understand and learn.
TRUE () FALSE ()
9. The sensation of intense heat is created by the stimulation of both warm and cold spots on the skin.
TRUE () FALSE ()
10. The hunger and thirst motives are controlled by excitatory and inhibitory brain systems, with centres in the cerebellum playing key roles.
TRUE () FALSE ()
11. In a "double blind" study, only the researcher but not the participants knows which condition of the independent variable each participant is receiving.
TRUE () FALSE ()
12. Freud described seven stages of psychosexual development in humans.
TRUE () FALSE ()
13. A stimulus that is weaker than the absolute threshold will go unnoticed.
TRUE () FALSE ()
14. Lawrence Kohlberg studied the way in which people make career choices.
TRUE () FALSE ()
15. Emotions are the experiences that give colour, meaning and intensity to our lives.
TRUE () FALSE ()

16. Human development is best described as a study of the entire life span from conception till death.
TRUE () FALSE ()
17. Observational Learning involves learning by modelling the behaviour of others.
TRUE () FALSE ()
18. The James-Lange Theory is a theory of motivation.
TRUE () FALSE ()
19. According to Piaget, object permanence is when a child, by 6 months to 9 months, begins to understand that objects exist even when they are out of sight.
TRUE () FALSE ()
20. Learning from the consequences of our behaviour is called Classical Conditioning.
TRUE () FALSE ()

SECTION C- MATCH THE ANSWERS (10 Marks)

Specific Instructions: For this section, you must read each word/phrase carefully and match the answers by writing the corresponding letter of the correct answer into the blank space next to the word/phrase on the exam paper. Do not write the word/phrase into the space, do not draw lines across to match the word/phrase, this is too messy. Each response is worth half (½) mark.

For questions 1-4, match each element of Pavlov's experiment with the corresponding term.

- | | |
|---------------------------------|-----------------------|
| 1. _____ unconditioned stimulus | a. bell |
| 2. _____ unconditioned response | b. food |
| 3. _____ conditioned stimulus | c. Salivating to bell |
| 4. _____ conditioned response | d. Salivating to food |

For questions 5-8, match each of the terms with the appropriate definition.

- | | |
|---------------------|--|
| 5. _____ short term | a. The time at which conceptions is most likely to occur |
| 6. _____ ovulation | b. The manual that includes the classification of mental illnesses |
| 7. _____ DSM-IV | c. Also called working memory |
| 8. _____ monocular | d. the cues used in depth perception that require the use of one eye |

For questions 9-14, match each part of the eye with the appropriate description.

- | | |
|------------------|--|
| 9. _____ cornea | a. Coloured part of the eye |
| 10. _____ pupil | b. Centre of the visual field |
| 11. _____ iris | c. Opening through which light enters |
| 12. _____ lens | d. Protective layer over front part of the eye |
| 13. _____ fovea | e. Part that contains the rod and the cones |
| 14. _____ retina | f. Part that focuses light onto the retina |

For questions 15-20, match each phase of the life span with its major challenge..

- | | |
|--------------------------------|------------------------------------|
| 15. _____ infancy | a. Industry versus inferiority |
| 16. _____ early adulthood | b. Identity versus role confusion |
| 17. _____ preschool years | c. Autonomy versus shame and doubt |
| 18. _____ primary school years | d. Initiative versus guilt |
| 19. _____ toddler-hood | e. Trust versus mistrust |
| 20. _____ adolescence | f. Intimacy versus isolation |

SECTION D-FILL IN THE BLANKS (10 marks)

Specific Instructions: For this section, you must read each statement carefully and select the appropriate word or phrase from the box that best completes the statement correctly. On the exam paper, write the chosen word or phrase into the blank space within the statement. Each response is worth half (½) mark.

spontaneous-recovery	transduction	emotion	modelling	incentive
absolute-threshold	intensity	loudness	sensation	loudness
smell	interpreting	psycho-physics	kinesthetic	learning
experiment hue	white-rat	hypothalamus	gate-control	
just-noticeable-difference	taste-aversion	discrimination	reconstruction	

1. A learned association between the taste of a certain food and a feeling of nausea is called _____.
2. In the classic experiment in which Little Albert learned to fear a harmless white rat, the conditioned stimulus was a _____.
3. After extinction and a period of rest, a conditioned response may suddenly reappear. This phenomenon is called _____.

4. Observational learning is often referred to as _____.
5. Being able to tell the difference between two stimuli is called _____.
6. The sensation of brightness is most directly related to the stimulus property of _____.
7. The wavelength of light determines its _____.
8. The speciality area within the field of psychology that studies sensory limits, sensory adaptation and related topics is called _____.
9. The process by which the sense organs translate stimulation from the environment is called _____.
10. The amplitude of a sound wave determines its _____.
11. The receptor cells for _____ are contained in the olfactory epithelium.
12. The difference threshold is also known as the _____.
13. The process of perception involves selecting, organizing and _____ the evidence from our senses.
14. _____ can be defined as a relatively permanent change in behaviour.
15. The _____ is the part of the brain which contains the excitatory and inhibitory systems which play a key role in controlling hunger and thirst.
16. The _____ is the scientific method that allows the researcher to manipulate variables to reach the strongest conclusion about cause and effect .
17. Placing a sore foot in warm water blocks pain signals on the slow-pain pathway by closing neural “gates” in the spinal cord and the brain stem, according to the _____ theory of pain.
18. _____ refers to an external cue that activates primarily hunger and motivation.
19. Our _____ sense provides awareness of our body position.
20. _____ theory suggests that some memories become so distorted over time that they are unrecognizable.

SECTION E-SHORT NOTES (10 Marks)

Specific Instructions: For this section, you must read each topic carefully and select any two (2). On the foolscap sheet(s) provided, write short notes/sentences on each of the two topics that you have selected. Each response is worth five (5) marks. Please write legibly.

1. The Chemical Senses
2. Maslow's Hierarchy of Needs
3. The Hunger and Thirst Motives
4. The Gate Control Theory of Pain
5. The Nature versus nurture issue
6. Schedules of Positive Reinforcement
7. The Trichromatic Theory of Colour Vision
8. The Social Learning Theory of Aggression
9. The Interference Theory of Forgetting
10. The psychological Factors that contribute to happiness

SECTION F-ESSAYS (20 Marks)

Specific Instructions: For this section, you must read each question carefully and select any one (1). On the foolscap sheet (s) provided, write an essay of about 250 words in response to the question you have selected. Each response is worth twenty (20) marks. Please write legibly.

1. Describe the ethical considerations which govern the practice of psychology and psychological research, discuss the benefits and the limitations they impose on researchers and why.
2. Identify and describe the two “forgotten senses,” and describe briefly a specific experience during which each of them operated and how you knew they were operating.
4. Describe an instance where you immediately liked or disliked a person and show how the principles of both Classical and Operant conditioning could have influenced this reaction.
5. Identify and describe the three stages of memory and give a specific example of each. Use at least three theories of forgetting to explain and illustrate how we forget.
6. What distinguishes a motive from a drive? Describe and give examples of two social motives and two biological motives.

7. Identify and discuss the Piaget's stage theory of cognitive development and describe a typical adolescent in the formal operational stage of cognitive development.
8. Think of an intense emotion you have recently experienced and explain the sequence of events according to each of the three theories of emotions learned in this course.
9. Identify and describe the Gestalt principles of perceptual organization. What is the point of studying perceptual illusions? What can we learn from them?
10. Why is Psychology considered a science. Provide a brief history of Psychology, including its major contributors and schools of thought.

END OF EXAMINATION

DO NOT LEAVE THE EXAMINATION ROOM WITH THIS PAPER