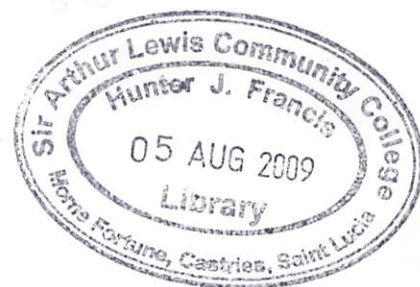


DTEMS Past Papers
Management Studies

SIR ARTHUR LEWIS COMMUNITY COLLEGE
DIVISION OF TECHNICAL EDUCATION AND MANAGEMENT STUDIES

EXAMINATION SESSION : May 2009 Examination
TUTOR (S) : Ms. Francillia Paul
PROGRAMME TITLE : Applied Arts – Business Administration
Computer Engineering
PROGRAMME CODE : 3BS-ABA-AD
3EE-CMS-AD
COURSE TITLE : Introduction to Psychology
COURSE CODE : PSY101
CLASS (ES) :
DATE : Tuesday 12th May, 2009
COMMENCEMENT TIME : 1:00 p.m.
DURATION :
INVIGILATOR (S) : U. Joseph, F. Beerom-Henry, W. Cadette, P. Beausoleil
ROOM (S) : CEHI-1H-02

#P6



INSTRUCTIONS:

Candidates are required to write only ID # on examination scripts. No names are required. Read ALL sections and questions carefully.

This Examination contains *five (5)* sections.

Section A – Multiple Choice (30 marks)

This section has *thirty (30)* questions; each question is worth *one (1)* mark. Answer all.

Section B – Fill in the Blanks (30 marks)

This section has *thirty (30)* questions; each question is worth *one (1)* mark. Answer all.

Section C – Match the answers (15 marks)

This section has *fifteen (15)* questions; each question is worth *one (1)* mark. Answer all.

Section D – True or False (15 marks)

This section has *fifteen (15)* questions; each question is worth *one (1)* mark. Answer all.

Section E – Essay (20 marks)

This section has *eight (8)* questions; each question is worth *twenty (20)* marks. Choose one (1) question.

SECTION A - MULTIPLE CHOICE (30 marks)

Directions: This section has thirty (30) questions; each question is worth one (1) mark. Answer ALL the questions in this section by CIRCLING the letter next to the correct answer on the question paper. Shade only one (1) letter for each question.

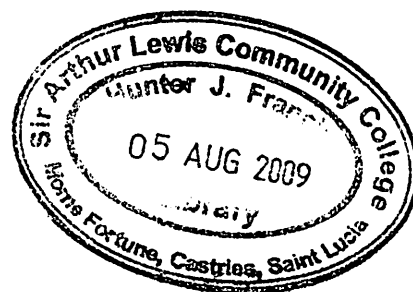
1. Gestalt Psychologists emphasize that:
 - a. Perception is the same as Sensation
 - b. The whole is more than the sum of its parts
 - c. Sensation has no effect on Perception
 - d. The sum of the parts makes up the whole

2. Perceptions are influenced by _____:
 - a. Sensations and Perceptual Organization
 - b. Attention and Learning Experiences
 - c. Motivation and Mood
 - d. All of the Above

3. Artists use _____ Cues to create an impression of Depth on Two-Dimensional Surfaces.
 - a. Gestalt
 - b. Binocular
 - c. Monocular
 - d. Distance

4. All of the Sensations of Taste appear to result from the five basic ones. They are _____ -
 - a. Sweetness, Sourness, Saltiness, Bitterness and Fattiness
 - b. Putrid, Resinous, Floral, Musky and Floral
 - c. All of the Above
 - d. None of the Above

5. Last year Dr. Long cleaned Ned's skin with Mentholated Spirit prior to administering each of a series of painful vaccination shots. Which of the following processes accounts for the fact that Ned currently becomes fearful every time he smells Mentholated Spirit?
 - a. Observational Learning
 - b. Classical Conditioning
 - c. Operant Conditioning
 - d. Latent Learning



6. Four year old Della asks her mother for a special treat every time they go to the grocery store. Although at one time her mother granted every request, she now does so less consistently. Research suggests that Della may _____:
- Soon give up asking for treats entirely
 - Come to ask for a treat only occasionally
 - Continue to ask for a treat nearly every time she goes to the store
 - Ask for a treat every time her mom takes her out, even if they don't go to the grocery
7. Michael has a Phobia for white rats, which of the following is he most likely to fear too?
- White Rabbits
 - Rat food pellets
 - His Dad's White Robe
 - Insects
8. A dog's response to the food powder in Pavlov's Lab Experiment, best represents the:
- Unconditional Stimulus
 - Unconditioned Response
 - Conditioned Stimulus
 - Conditioned Response
9. Often, parents discover that their children learn by watching their behavior or that of other children or by watching television. This type of Learning is termed _____:
- Spontaneous Recovery
 - Learning by Approximations
 - Law of Effect
 - Modeling
10. In an effort to remember how to spell the word "rhinoceros," Samantha repeats and writes the word 30 times on piece of paper. She is using a technique known a _____:
- Rehearsal
 - Chunking
 - Repression
 - Automatic Processing



11. According to Decay Theory, Forgetting is caused by _____.
- Unpleasant Experiences
 - The Passage of Time
 - Unconscious Motivation
 - Interference by New Material
12. In which form/type of Learning is Shaping used?
- Classical Conditioning
 - Operant Conditioning
 - Observational Learning
 - Consolidation Learning
13. Which statement is true about Punishment?
- It decreases the likelihood that a particular behavior will be displayed
 - It increases the likelihood that a particular behavior will be displayed
 - It is the same as Negative Reinforcement
 - It is the same as Positive Reinforcement
14. Ann was frightened by a small dog that tried to rip her ankles. She is now frightened of all dogs. To help her get over this fear, Ann's mom should use Classical Conditioning by:
- Paying no attention to Ann's problem
 - Scolding Ann each time she acts frightened by a dog
 - Visiting the pet shop weekly with Ann so she can look at and touch friendly dogs
 - Keeping Ann away from dogs entirely
15. Strategies or Techniques that are specially designed to ensure that material stored in Memory can be retrieved/ recalled are referred to as:
- Pattern Recognition
 - Mnemonic Devices
 - Neurotransmitters
 - Memory Traces



16. Words, sounds, events, places, emotions etc. that help trigger our Memories are called:
- Retrieval Cues
 - Iconic Traces
 - Contexts Effects
 - Schematic Devices
17. The Motivated Forgetting of painful memories caused by the repression of such memories is a phenomenon related to the ideas of _____:
- Ivan Pavlov
 - Abraham Maslow
 - B.F. Skinner
 - Sigmund Freud
18. The Memory Stage where information is said to be stored permanently is -----.
- Selective Memory
 - Long Term Memory
 - Short Term Memory
 - Sensory Memory
19. Ivan Pavlov is to _____ as B.F. Skinner is to _____.
- Classical Conditioning; Operant Conditioning
 - Observational Learning; Social Learning
 - Operant Conditioning; Classical Conditioning
 - Social Learning; Observational Learning
20. The address for obtaining tickets to a popular quiz show flashes on the T.V screen, but the image disappears before Sergei has had a chance to write down the complete address. To his surprise, however, he has retained a momentary mental image of the five-digit zip code. His experience best illustrates _____ Memory.
- Iconic
 - Tactile
 - Poor
 - Echoic
21. In Operant Conditioning, the presentation of a chocolate after a child has completed his/her house chores serves as a form of _____:
- Reinforcement
 - Stimulus
 - Punishment
 - Snack



22. Which of the following refers to a Physiological State that usually triggers a state of Motivational Arousal?
- A Need
 - A Drive
 - An Instinct
 - An Incentive
23. Which Theory most clearly emphasizes the importance of Homeostasis in Motivation?
- Instinct Theory
 - Drive-Reduction Theory
 - Arousal Theory
 - Incentive Theory
24. Maslow's Hierarchy of Needs begin with _____ Needs and ends with _____ Needs
- Physiological; Self Esteem
 - Safety and Security; Self Actualization
 - Physiological; Self Actualization
 - Belongingness and Love; Safety and Security
25. Motives that are directly related to biological survival are known as _____:
- Primary Motives
 - Secondary Motives
 - Physiological Motives
 - Psychological Motives
26. People who are high in the Need for Affiliation have a high Motivation to _____:
- Be with other people and to have personal relationships
 - Maintain an Optimal Level of Arousal
 - Seek a high level of stimulation to prevent boredom
 - Achieve success
27. The process by which stimulation from the outside world is converted to neural impulses so it can be understood by the brain is referred to as _____:
- Perception
 - Transduction
 - Psychophysics
 - Adaptation



28. The smallest change in stimulation that can be detected half the time is known as the:
- a. Difference Thresholds
 - b. Absolute Thresholds
 - c. Binocular Cues
 - d. Opponent Process
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 the:
- a. Visual Illusions
 - b. Conduction Deafness
 - c. Colour Blindness
 - d. Dark Adaptation



SECTION B-FILL IN THE BLANKS (30 Marks)

Directions: Answer each question from 1 to 15 by writing the correct answer on the line provided.

1. Give one (1) example of how Incentives can help motivate people

2. List one (1) form/method of data collection in Psychological Research.

3. Identify one (1) Visual Illusion that Psychologists have used in their study of Perception.

4. Explain what Jean Piaget meant by the term “egocentrism”.

5. What does the Nature/Nurture Debate suggest about human behaviour?

6. According to the Decay Theory of Forgetting, why do people fail to remember important information?

7. Suggest one (1) way in which Facial Expressions can help express emotions.

8. Children between the ages of 6 and 11 are at which level of Kohlberg’s Moral Development?

9. According to Sigmund Freud, “Castration Anxiety” and “Penis Envy” are experienced by young boys and girls respectively, during the proposed Electra and Oedipus Complexes of which stage of Psychosexual Development?

10. What is the term used by Piaget’s to describe the concept understood by Concrete operational children (7 to 11); that quantity does not change just because shape or other features have changed?

