

UNIVERSITY OF FORT HARE

**INTRODUCTION TO PSYCHOLOGY IN INDUSTRY  
IPS 121F**

SUPPLEMENTARY EXAMINATIONS

JANUARY

2019

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TIME : 3 HRS  
SUBJECT : IPS 121F  
MARKS : 100

This paper consists of 2 pages including the cover page

Internal Examiners

Mrs. NI Gcaza (UFH)

2<sup>nd</sup> Internal Examiners

Miss. B Ntunzi (UFH)

INSTRUCTIONS:

Answer ALL FOUR (4) Questions

**QUESTION 1**

1.1 Various methods are used by physiological psychologists to study the relationship between the brain and behaviour. Name and discuss these methods, giving practical examples where possible. (30)

**/30 marks/**

**QUESTION 2**

2.1 Use an example or incident to explain what Operant or Instrumental conditioning is. (3)

2.2 Since Reinforcement plays a central role in operant conditioning, explain the following:

2.2.1 The term Reinforcement (2)

2.2.2 Two Types of Reinforcement (4)

2.2.3 Schedules of Reinforcement (12)

2.2.4 Shaping; Extinction; Spontaneous Recovery; Generalisation; Discrimination (9)

**/30 marks/**

**QUESTION 3**

3.1 Using Kelly's theory of "causal attribution," demonstrate how you would answer the question "Why?" about others. (20)

**/20 marks/**

**QUESTION 4**

4.1 What are the six stages of adult development that were researched by Levinston and his colleagues?

**/20 marks/**

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