

UNIVERSITY OF FORT HARE

INTRODUCTION TO PSYCHOLOGY IN INDUSTRY

IPS 121F

DEGREE EXAMINATIONS

NOVEMBER

2018

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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)

2nd Internal Examiners

Miss. B Ntunzi (UFH)

INSTRUCTIONS:

Answer ALL FOUR (4) Questions

QUESTION 1

- 1.1 Define learning from a psychology point of view. (2)
- 1.2 Learning is described from different viewpoints, based on the different schools of thought in psychology. Use Pavlov's experiment to discuss "classical conditioning" and the phases of classical conditioning. (13)
- 1.3 Explain the meaning social learning. (2)
- 1.4 Advise on the four elements/steps in social learning as suggested by Bandura. (8)

/25 marks/

QUESTION 2

- 2.1 Use Kelly's Theory of Causal Attribution to explain (giving your own real life examples) how we answer the question "Why" about others' behaviours. (20)
- 2.2 Explain some "major sources of Bias" to prove that Attribution is far from being a totally rational process. (9)
- 2.3 Use "marriage and attribution" to give practical application of Attribution Theory. (1)

/30 marks/

QUESTION 3

- 3.1 Outline and discuss the six stages of adult development as researched by Levinson and his colleagues. (20)

/20 marks/

QUESTION 4

- 4.1 Why is it essential for us to have knowledge of Physiology? (4)
- 4.2 What does the Central Nervous System consist of? (2)
- 4.3 Describe the Spinal Cord. (4)
- 4.4 What is the most complicated organ of the body? (1)
- 4.5 Identify and discuss all the components of the Brain. (14)

/25 marks/

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