Structure of this paper

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| --- | --- | --- | --- | --- | --- |
| Section | Number of questions available  | Number of questions to be answered | Suggested working time(minutes)  | Marksavailable | Percentage of examination |
| Section OneResearch Methods | 2 | 2 | 30 | 38 | 20 |
| Section TwoShort Answer | 8 | 8 | 90 | 105 | 55 |
| Section ThreeExtended Answer | 2 | 2 | 60 | 45 | 25 |
|  |  |  | Total  | 191 | 100 |

# Instructions to candidates

1. The rules for the conduct of Western Australian external examinations are detailed in the *Year 12 Information Handbook 2018.* Sitting this examination implies that you agree to abide by these rules.
2. Write your answers in this Question/Answer Booklet.
3. You must be careful to confine your responses to the specific questions asked and to follow any instructions that are specific to a particular question.

1. Supplementary pages for the use of planning/continuing your answer to a question have been provided at the end of this Question/Answer booklet. If you use these pages to continue an answer, indicate at the original answer where the answer is continued, i.e. give the page number.

Section One: Research Methods 20% (38 marks)

This section has two (2) questions. Answer all questions. Write your answers in the spaces provided.

Spare pages are included at the end of this booklet. They can be used for planning your responses and /or as additional space if required to continue an answer.

* Planning: If you use the spare pages for planning, indicate this clearly at the top of the page.
* Continuing an answer: If you need to use the space to continue an answer, indicate in the original answer space where the answer is continued, i.e. give the page number. Fill in the number of the question that you are continuing to answer at the top of the page.

Suggested working time: 30 minutes \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Question 1 (16 marks)

Brendon, a research psychologist, was employed by a leading pharmaceutical company to investigate the effects of a new medication for children with ADHD (attention deficit hyperactivity disorder). He decided to advertise for volunteers at a local hospital. He received 30 expressions of interest. He decided to split the 30 volunteers into two groups. Group 1 was given the medication. Group 2 was given a sugar pill which looked like the medication. Brendon collected data for two weeks. His data included observations, the use of a checklist from the children’s parents and school teachers, as well as the children’s heart rate. Brendon found a difference between the two groups data, with Group 1 demonstrating greater benefits. Brendon found his p-value was >0.05.

1. Group 2 was given a sugar pill. What is another name in psychological terms for a sugar pill?

 (1 mark)

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1. Identify the experimental group and the control group. (2 marks)

Experimental:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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1. Below is the raw data of the experiment

|  |
| --- |
| Heart Rate  |
| Group 1 | Group 2 |
| 100 | 130 |
| 100 | 130 |
| 100 | 130 |
| 90 | 120 |
| 90 | 120 |
| 90 | 120 |
| 105 | 100 |
| 105 | 100 |
| 105 | 100 |
| 80 | 140 |
| 80 | 140 |
| 85 | 150 |
| 120 | 90 |
| 100 | 100 |
| 100 | 100 |
| Standard Deviation: 2 | Standard Deviation: 15 |

1. Calculate the mean, mode and median for group 1 data (3 marks)

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1. Provided is the standard deviation of the group 1 and 2 data. In terms of measures of dispersion, describe how the data is different across the two sets of data (4 marks)

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1. Provide **one** objective quantitative measure Brendon collected, and **one** subjective quantitative measure he collected. (2 marks)

Objective quantitative measure:

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Subjective quantitative measure:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. What conclusions can Brendon draw from his study? (3 marks)

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1. Outline **one** source of error which may have affected the results. (1 mark)

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Question 2 (22 marks)

Researchers in Perth were interested in how to resolve conflict between couples that were having relationship issues, and set out to investigate the most effective conflict resolution technique.

They placed an advertisement at the local university asking for volunteers (aged between 18-35) who were currently in a relationship that was experiencing conflict. Of the 300 volunteers, 50 couples were allocated randomly to the mediation group, 50 couples to the negotiation group and 50 couples to the counselling group.

Over five weeks each group meet with a psychologist once a week, who instructed them on key aspects of their assigned technique. The participants were asked to complete a survey before and after their technique training.

The survey asked the participants to indicate how successfully they thought they could (before the experiment) and did (after the experiment) manage their conflict. The results are displayed in the table below.

|  |  |  |  |
| --- | --- | --- | --- |
| **Technique** | **Pre-survey average** | **Post-survey average** | **Difference** |
| **Mediation** | 1 | 5 | +4 |
| **Negotiation** | 2 | 3 | +1 |
| **Counselling**  | 2 | 2 | 0 |

1. Write an operational hypothesis for this investigation. (3 marks)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Identify the independent variable. (1 mark)

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1. Identify the dependent variable. (1 mark)

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1. Identify one uncontrolled variable and describe the effect this could have on the results. (3 marks)

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1. Outline the difference between a sample and a population. Identify each in the investigation described above. (3 marks)

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1. Apart from ‘voluntary participation’, name two other ethical considerations for this investigation and state how each could be addressed. (4 marks)

One: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Two: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. In the graph below, draw a graph to represent the pre-survey and post-survey average scores across the three types techniques. (4 marks)

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1. What is the difference between experimental and non-experimental research methods?

(2 marks)

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1. List one similarity that experimental and non-experimental research methods share. (1 mark)

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**End of Section One**

**Section Two: Short Answer 55% (105 Marks)**

This section has eight (8) questions. Answer all questions. Write your answers in the spaces provided.

Additional working space pages at the end of this Question/Answer booklet are for planning or continuing an answer. If you use these pages, indicate at the original answer, the page number it is planned/continued on and write the question number being panned/continued on the additional working space page.

Suggested working time: 90 minutes

Question 3 (6 marks)

Kayla has been preparing for her school athletics day for months. She plans to compete in the 100m race, the 800m race and high jump. On the day of the athletics carnival she finds herself stressing out over her events. She can’t sit still and paces prior to every event. She is so nervous she begins to sweat and feels like she needs to go to the toilet, even though she has just been.

1. Using the above scenario suggest **two** examples of where Kayla’s somatic nervous system has been activated. (2 marks)

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1. Provide **two** examples from the scenario that demonstrates activation of Kayla’s autonomic nervous system. (2 marks)

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1. Explain the difference between the sympathetic and the parasympathetic divisions of the nervous system. (2 marks)

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Question 4 (16 marks)

Tom was cooking a curry in his oven safe pan. He kept it warm in the oven until his guests arrived. Tom, distracted by his guests, proceeded to take the pan out of the oven with his bare hands. There was a loud bang when the curry hit the floor and Tom’s guests ran to the kitchen to witness Tom jumping up and down, holding his painfully burnt hand, surrounded by curry all over the floor.

(8 marks)

1. Name the **four** lobes of the brain and suggest how each lobe responded in Tom’s scenario.
2. Lobe 1: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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1. Lobe 2: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Lobe 3: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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1. Lobe 4: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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1. Name the branch of the nervous system that is involved in transmitting information to and from the spinal cord (1 mark)

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1. Name the two types of neurons that are involved in transmitting information to and from the spinal cord. (2 marks)

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1. As Johny has become older, he has been having problems with regulating his emotions and has difficulties with initiating movements. He has also noticed that his movements are jerky.

State the neurotransmitter he is likely to be deficient in (1 mark)

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1. Describe how neurotransmitters are important for the transmission of the neural impulse (4 marks)

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Question 5 (15 marks)

1. Label the **three** components of the working model of memory. (3 marks)

Long Term Memory

A. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

B. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

C. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Identify **two** differences between the working model of memory and short-term memory as outlined by the multistore model of memory. (2 marks)

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1. Each model of memory has an encoding, storage and retrieval aspect. Describe which components of the multi store model of memory are included in each of these aspects (3 marks)

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1. While driving, Emily sees her friend Paige who she lost contact with many years ago. As she walks towards her, Emily finally remembers her name.
2. Identify what type of memory Emily used when she remembered Paige’s name. (1 mark)

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Emily and Paige chat for a while, and they decide to catch up in a few weeks. Paige gives Emily her phone number, but Emily has nothing to write it down with. She tries to remember it.

1. Describe **one (1)** problem that Emily might have in trying to remember Paige’s number. Explain the reason why, referring to features of short-term memory. (2 marks)

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1. Outline **two (2)** strategies that Emily could use to assist her in remembering Paige’s phone number. (2 marks)

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 After Emily has met with Paige, she goes to her work place where she has been working for over 5 years. While at work, she has difficulty trying to remember her work number.

1. Describe which type of forgetting has taken place. (2 marks)

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Question 6 (16 marks)

1. Jen’s mother make’s delicious baked goods. Brownies are one of Jen’s favourite treats. Jen salivates whenever she smells brownies cooking. Identify the Unconditioned Stimulus, the Conditioned Stimulus and the Conditioned Response in this situation: (3 marks)

UCS: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 CS: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

CR: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. Rachel believes her dog Daisy is very smart because right before Rachel walks her dog every day she always whistles causing Daisy to run to the front door and bark in anticipation. However, after Rachel started using Twitter Daisy would also run to the door whenever Rachel received a message on her phone. A month after Rachel started using Twitter Daisy stopped running to the door at all.

Define the following terms and identify an example of each from the above situation: (4 marks)

Extinction: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Generalisation: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Sophie and Mark had been dating for two years. Out of the blue Sophie decided to end the relationship. Mark was shocked by the news and took it hard. He started doubting himself and questioning what was wrong with him. He wasn’t sleeping well and realised this change was affecting him more than he’d like. He decided to see a psychologist who suggested using cognitive behavioural therapy (CBT).

1. Suggest an unwanted behaviour Mark was experiencing and how CBT could be used to change this. (2 marks)

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1. Suggest an unwanted thought Mark was experiencing and how CBT could be used to change this. (2 marks)

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1. Dr Dan Burra is a psychologist who uses systemic desensitization to help parents reduce fear of ‘bed bugs’ in their children. Identify the steps that the psychologists would recommend to the parents, including examples (5 marks)

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Question 7 (18 marks)

1. Bowlby suggested we have an internal working model to assist us in future relationships. Explain the three components of this model. (6 marks)

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1. Mary Ainsworth conducted research on attachment. Name and explain the **three** types of attachment identified from her research. (6 marks)

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1. Ingrid and Monica allowed their 15-year-old daughters to sleep over at each other’s houses. Much to their disgust they found out that both of their daughters had lied and instead of staying at each other’s houses they went to an unsupervised party. Ingrid and Monica had very different ways of parenting. Ingrid identifies with an authoritative parenting style whereas Monica identifies with a permissive style. Provide a suggestion as to how both Ingrid and Monica would respond to their daughters’ irresponsible behaviour, and how this would affect the daughter’s future behaviours. (6 marks)
2. Ingrid:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. Monica:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Quesiton 8 (12 marks)

1. Angus and Felicity are arguing over which game to play in the yard. Felicity wanted to play catch with the tennis ball but Angus was hoping to play cricket. Their mother came out and told them to play cricket and that there was to be no more discussion or arguing about it.
	1. Name the type of solution that was used to solve this conflict.

 (1 mark)

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* 1. Outline two disadvantages to this type of solution. (2 marks)

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* 1. Name and outline one alternative solution that could be reached in this scenario and how this could be achieved to resolve this conflict. (3 marks)

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1. Name and outline two different techniques for resolving conflict and name the types of solutions that could be reached for each. (6 marks)

|  |  |  |
| --- | --- | --- |
| **Name technique** | **Outline technique** | **Types of solutions** |
|  |  |  |
|  |  |  |

Question 9 (9 marks)

1. Name **two** theorists whose research focused on communication styles as impacted by a person’s social background. (2 marks)

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1. Outline the main differences between these theorists’ research and findings. (4 marks)

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1. Outline **one** similarity between these two theorists’ research. (1 mark)

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1. Max was giving a presentation at a work conference. Max enjoyed taking centre stage and gaining everyone’s attention. Once the presentation was over Max mingled with members of the crowd and was seen to make confirmatory tones such as ‘mmm’ to indicate listening.
2. Based on Max’s communication style provide an argument which suggests Max is a male. (1 mark)

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1. Based on Max’s communication style provide an argument which suggests Max is a female. (1 mark)

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**Question 10 (13 marks)**

1. Honey’s boyfriend Javante, is Head Boy and Dux at Inner City Bronx High, and has been asked to present a speech with which to persuade his audience (fellow students) of the benefits of a strict study plan prior to exams.
	1. Define persuasive communication. (1 mark)

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* 1. Identify and explain one factor relating to Javante as the source of the message that could enhance the persuasiveness of the message. (2 marks)

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* 1. Discuss **two (2)** characteristics of the audience that Javante must consider when preparing his speech. (2 marks)

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* 1. Identify **two (2)** persuasive communication techniques relating to the nature of the content that Javante could employ for his speech and explain how they could contribute to its persuasiveness. (4 marks)

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1. Describe the cultural differences in the way persuasive communication is attempted. (4 marks)

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**End of Section Two**

Section Three: Extended Answer 25% (45 Marks)

This section contains two (2) questions. You must answer both questions.

Pages are included at the end of the Question for planning and writing your answers.

* Planning: If you use a page for planning, indicate this clearly at the top of the page.
* Answering the question: In the pages provided indicate clearly the number of the question you are answering.
* You should refer to relevant psychological concepts, theories and research in your answer.

Suggested working time: 60 minutes.

Question 10 (20 marks)

16-year-old fraternal twins Doug and Matt get along but see themselves as very different people, both physically and socially. They socialise in different circles at school, and engage in different extracurricular activities. Doug, who is lanky with long hair and acne plays the guitar, has a few close friends, and does well at school even though he doesn’t study that hard. Matt on the other hand has a muscular build, clear skin and enjoys playing a range of team sports. He has a wide circle of friends and also does well at school even though he doesn’t study that hard. Both boys find themselves at the same party on the weekend. Doug decides to have a couple of alcoholic drinks, Matt on the other hand is offered ecstasy and decides to accept.

Discuss how hereditary and the use of psychoactive drugs would affect the behaviour, emotions and thoughts of Doug and Matt.

Question 11 (25 marks)

John and Mary’s son Tyson is 15-month-old. They are concerned about his language development. They read to him every day, pointing to the words and pictures as they read. Their older son Bob, who is 6 years old, has also started reading to Tyson. Bob, however, points to the pictures and asks ‘What?’ Tyson has started saying the word ‘wha’ as he points to things. He has started repeating this behaviour, pointing at objects around the house. The level of intensity as he says ‘wha’ gets louder and louder until he is yelling. John and Mary then tell Tyson off for his yelling, using a stern tone which frightens Tyson.

Explain Tyson’s behaviour using theories and processes of learning as well as language development.

In your response discuss:

* The theory of observational learning
* The theory of operant conditioning
* Learnt behaviours of language development
* Refer to empirical evidence

**Question number: \_\_\_\_\_\_\_\_\_\_\_**

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Additional working space

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Additional working space

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Additional working space

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Additional working space

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