



PSYCHOLOGY

Paper 3 Specialist Options: Theory

May/June 2022

1 hour 30 minutes

You must answer on the enclosed answer booklet.

You will need: Answer booklet (enclosed)

INSTRUCTIONS

- Answer **four** questions in total:
 Answer questions from **two** options.
 For each chosen option, answer **all** questions.
- Follow the instructions on the front cover of the answer booklet. If you need additional answer paper, ask the invigilator for a continuation booklet.

INFORMATION

- The total mark for this paper is 60.
- The number of marks for each question or part question is shown in brackets [].

This document has **4** pages. Any blank pages are indicated.

Psychology and abnormality

Answer **all** questions.

- 1 (a) Identify **two** characteristics of bipolar disorder. [2]
- (b) Describe rational emotive behaviour therapy (REBT) as a treatment for depression (Ellis, 1962). [4]
- (c) Explain **one** similarity and **one** difference between REBT and **one** biological treatment for depression. [6]
- 2 (a) Describe explanations of phobias. [8]
- (b) Evaluate explanations of phobias, including a discussion of nature versus nurture. [10]

Psychology and consumer behaviour

Answer **all** questions.

- 3 (a) Lauterborn proposed 'the 4 Cs marketing mix model' of advertising.
Identify **two** of the 'Cs'. [2]
- (b) Describe the procedure and **one** result from the study by Auty and Lewis (2004) on product placement in films. [4]
- (c) Explain **one** strength and **one** weakness of the study by Auty and Lewis. [6]
- 4 (a) Describe what psychologists have discovered about sound and consumer behaviour. [8]
- (b) Evaluate what psychologists have discovered about sound and consumer behaviour, including a discussion about experiments. [10]

Psychology and health

Answer **all** questions.

- 5 (a) Explain why people with Type A personality are more likely to experience stress-related illness. [2]
- (b) Describe stress inoculation training (SIT) as a technique for preventing stress (Meichenbaum, 1985). [4]
- (c) Explain **one** strength and **one** weakness of stress inoculation training (SIT) as a technique for preventing stress. [6]
- 6 (a) Describe what psychologists have discovered about managing and controlling pain. [8]
- (b) Evaluate what psychologists have discovered about managing and controlling pain, including a discussion about determinism versus free-will. [10]

Psychology and organisations

Answer **all** questions.

- 7 (a) Explain what is meant by 'enrichment' as a job design technique. [2]
- (b) Describe the study on workplace sabotage by Giacalone and Rosenfeld (1987). [4]
- (c) Explain **two** weaknesses of the study by Giacalone and Rosenfeld. [6]
- 8 (a) Describe what psychologists have discovered about leadership style (contingency theory, situational leadership, styles of leader behaviour). [8]
- (b) Evaluate what psychologists have discovered about leadership style (contingency theory, situational leadership, styles of leader behaviour), including a discussion about practical applications. [10]

BLANK PAGE

Permission to reproduce items where third-party owned material protected by copyright is included has been sought and cleared where possible. Every reasonable effort has been made by the publisher (UCLES) to trace copyright holders, but if any items requiring clearance have unwittingly been included, the publisher will be pleased to make amends at the earliest possible opportunity.

To avoid the issue of disclosure of answer-related information to candidates, all copyright acknowledgements are reproduced online in the Cambridge Assessment International Education Copyright Acknowledgements Booklet. This is produced for each series of examinations and is freely available to download at www.cambridgeinternational.org after the live examination series.

Cambridge Assessment International Education is part of Cambridge Assessment. Cambridge Assessment is the brand name of the University of Cambridge Local Examinations Syndicate (UCLES), which is a department of the University of Cambridge.