



PSYCHOLOGY

Paper 3 Specialist Options: Theory

1 hour 30 minutes

You will need: Answer booklet (enclosed)

- 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.

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

[Turn over

Psychology and abnormality

Answer **all** questions.

- 1 (a) Outline **one** cognitive explanation of schizophrenia and delusional disorder. [2]
- (b) Describe the procedure in the study by Sensky et al. (2000) of cognitive-behavioural therapy (CBT) for schizophrenia. [4]
- (c) Explain **one** similarity and **one** difference between CBT and biochemical treatments for schizophrenia/delusional disorder. [6]
- 2 (a) Describe characteristics and measures of bipolar and related disorders. [8]
- (b) Evaluate characteristics and measures of bipolar and related disorders, including a discussion of validity. [10]

Psychology and consumer behaviour

Answer **all** questions.

- 3 (a) One stage in the consumer decision model when buying a product is 'recognition of need'.
Identify **two** other stages from this model. [2]
- (b) Describe **two** ways to close a sale. [4]
- (c) For **one** of the ways you described in (b):
Explain **one** advantage and **one** disadvantage of this way to close a sale. [6]
- 4 (a) Describe what psychologists have discovered about lighting, colour and smell in the physical environment. [8]
- (b) Evaluate what psychologists have discovered about lighting, colour and smell in the physical environment, including a discussion about control of variables. [10]

Psychology and health

Answer **all** questions.

- 5 (a) Outline the Yale model of communication in relation to health promotion. [2]
- (b) Describe the study by Lau et al. (1990) on health change in adolescents. [4]
- (c) Explain **one** strength and **one** weakness of the study by Lau et al. [6]
- 6 (a) Describe what psychologists have discovered about measuring pain. [8]
- (b) Evaluate what psychologists have discovered about measuring pain, including a discussion of psychometrics. [10]

Psychology and organisations

Answer **all** questions.

- 7 (a) Kouzes and Posner (1987) produced the Leadership Practices Inventory (LPI) which measures five practices of exemplary leadership.
- Identify **two** of these practices. [2]
- (b) Describe the styles of leader behaviour proposed by Muczyk and Reimann (1987). [4]
- (c) Explain **one** similarity and **one** difference between styles of leader behaviour (Muczyk and Reimann, 1987) and situational leadership (Hersey and Blanchard, 1988). [6]
- 8 (a) Describe what psychologists have discovered about group development and roles in organisations. [8]
- (b) Evaluate what psychologists have discovered about group development and roles in organisations, including a discussion of practical applications. [10]

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