

Please check the examination details below before entering your candidate information

Candidate surname

Other names

Centre Number

Learner Registration Number

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Pearson BTEC Level 3 Nationals Certificate, Nationals Extended Certificate

Time 1 hour 30 minutes

**Paper
reference**

21331L

Applied Psychology

UNIT 1: Psychological Approaches and Applications

You do not need any other materials.

Total Marks

Instructions

- Use **black** ink or ball-point pen.
- **Fill in the boxes** at the top of this page with your name, centre number and learner registration number.
- Answer **all** questions.
- Answer the questions in the spaces provided
– *there may be more space than you need.*

Information

- The total mark for this paper is 72.
- The marks for **each** question are shown in brackets
– *use this as a guide as to how much time to spend on each question.*

Advice

- Read each question carefully before you start to answer it.
- Try to answer every question.
- Check your answers if you have time at the end.

Turn over ►

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SECTION A

Answer all questions. Write your answers in the spaces provided.

Charlie and Lydia run a charity that supports young people who are having difficulties. Sometimes people contact the charity to say that they feel uncomfortable and unhappy with the gender given to them at birth. Charlie visits schools to discuss gender issues with students.

- 1** State which approach claims that behaviour is a product of information processing.

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(Total for Question 1 = 1 mark)

- 2** Name the term used when a person feels uncomfortable and unhappy with the gender given to them at birth.

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(Total for Question 2 = 1 mark)

During his discussions, Charlie hands out sweets to students who share their opinions. He thinks this encourages other students to participate.

- 3** Describe, using social learning theory, how giving out sweets might encourage other students to participate.

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(Total for Question 3 = 3 marks)

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Lydia and her male partner, Asif, would like to have children. Asif is working hard to buy a house for them to live in. Lydia says in the 'modern world' a female can contribute to buying a house too.

One concept in evolutionary psychology is genome lag.

- 5 (a) Explain, using the concept of genome lag, why Asif thinks it is up to him to buy a house for them to live in.

(3)

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- (b) Explain **one** alternative way to understand why Asif thinks it is up to him to buy a house for them to live in.

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(Total for Question 5 = 6 marks)

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Charlie is discussing gender with a group of students.

One female student says: "When I was a child I thought that all nurses were female, but I must have seen male nurses on TV".

A male student says: "When I was child I only played with other boys because we all liked the same things".

6 Discuss how the cognitive approach can help us to understand gender.

(9)

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(Total for Question 6 = 9 marks)

TOTAL FOR SECTION A = 24 MARKS



SECTION B

Answer ALL questions. Write your answers in the spaces provided.

Recently, more and more of Jyothi's friends have been on cruises, and have told her how much fun cruises are. Her husband, Arjun, does not know much about cruises so he looks online for other peoples' reviews. Arjun also watches a documentary where cruise-goers share their experiences.

7 Give **one** assumption of the social approach.

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(Total for Question 7 = 1 mark)

8 (a) State the meaning of the bandwagon effect.

(1)

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(b) Give **two** sources of social proof from the scenario.

(2)

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(Total for Question 8 = 3 marks)

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Mary is one of the cruise-goers featured in the documentary. She was sick once whilst on a cruise after eating a fish pie. Mary now links the fish pie with being on a cruise.

- 9 (a) Explain why, using classical conditioning, Mary now feels sick when she thinks about cruises.

(2)

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Operant conditioning is an alternative way of explaining behaviour such as Mary's.

- (b) Explain how operant conditioning could account for Mary refusing to go on cruises in the future.

(3)

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(Total for Question 9 = 5 marks)



Jyothi and Arjun booked a cruise. When they are boarding the cruise ship, Arjun says to Jyothi: "All these other passengers are much older than us. They will not be very good company because all old people are miserable".

10 Explain why Arjun's comment is an example of stereotyping.

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(Total for Question 10 = 2 marks)

All the guests on the ship dress smartly for dinner. Jyothi puts on a special dress before they go to eat. When she is at home, Jyothi would not dress like this for dinner.

11 Explain, using **two** types of conformity, why Jyothi decides to change into a special dress for dinner.

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(Total for Question 11 = 4 marks)

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(Total for Question 12 = 9 marks)

TOTAL FOR SECTION B = 24 MARKS



SECTION C

Answer ALL questions. Write your answers in the spaces provided.

A film is being made about the true story of a father and son who planned and carried out a violent bank robbery. In one scene, the father punches a bank employee so that he can steal his keys.

13 (a) State what is meant by the term instrumental aggression. (1)

(b) Identify **two** examples of instrumental aggression being shown in the film. (2)

1

2

(Total for Question 13 = 3 marks)

One of the actors, Taylor, keeps making mistakes when saying their lines.

14 (a) Explain, using **one** concept from reconstructive memory, why Taylor makes mistakes when saying their lines. (3)

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Reconstructive memory is one of several ways that psychologists have used to understand memory.

(b) Justify **one** conclusion about reconstructive memory.

(3)

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(Total for Question 14 = 6 marks)

The director thinks Taylor is being aggressive towards her during rehearsals. She responds by shouting; accusing Taylor of being 'too lazy to learn their lines'.

15 Explain **two** ways that cognitive bias could be used to understand the director's response.

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(Total for Question 15 = 4 marks)



The director continues to shout at Taylor saying; "You're a typical actor, you think you are too important to learn your lines."

16 Explain the possible effects of stereotyping on Taylor.

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(Total for Question 16 = 2 marks)

The film is based on real-life events when a father and son planned and carried out a violent bank robbery. The robbery made them very rich. After the robbery, the son married a beautiful young woman.

17 Analyse the extent to which biological psychology can explain the real-life aggression of the father and son.

In your answer you should consider the roles of:

- genetics
- evolution.

(9)

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(Total for Question 17 = 9 marks)

TOTAL FOR SECTION C = 24 MARKS
TOTAL FOR PAPER = 72 MARKS



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