



PAN AFRICA CHRISTIAN UNIVERSITY

SCHOOL OF HUMANITIES AND SOCIAL SCIENCES

**END OF SEMESTER EXAMINATION FOR THE DEGREE OF
BACHELOR OF ARTS IN COUNSELLING PSYCHOLOGY**

JANUARY-APRIL 2024 SEMESTER

CAMPUS: ROYSAMBU

DEPARTMENT: PSYCHOLOGY

COURSE CODE: COU 1233/COD 1133

COURSE TITLE: INTRODUCTION TO PSYCHOLOGY

EXAM DATE:

DURATION: 3 HOURS

TIME: 6.00PM

INSTRUCTIONS

- Read the instructions and questions carefully before you write the answers.
- **Answer question 1 and any other TWO questions**
- *ALL PAC University's examination rules and regulations apply*

SECTION A: COMPULSORY (20 MARKS)

Question 1

- a) Describe **two** stages in the growth and development of Psychology (4 marks)
- b) Discuss **two** truths about Neurobiological theory of Psychology (4 marks)
- c) Describe any **two** facts about Observational Learning of attitude (4 marks)
- d) Explain any **two** functions of Motivation (4 marks)
- e) Betty comes in for counselling distressed over rent. She got her house closed by the landlord and she has nowhere to go to in Nairobi city. Nancy, the counsellor is noticing the Betty sliding into a depression. Explain any **two** psychological effects of stress.
(4 marks)

SECTION B: ANSWER ANY TWO QUESTIONS (20 MARKS)

Question 2

- a) Explain **two** neurotransmitters responsible for happiness and mood regulation.
(4 marks)
- b) Discuss **any three** Psychoanalytic techniques used in counselling clients presenting with trauma. (6 marks)

Question 3

- a) Differentiate between Psychodynamic theory and Behaviorism (4 marks)
- b) Explore **any three** goals of Psychology (6 marks)

Question 4

- a) Explain **two** ways Erik Erikson's Trust versus Mistrust psychosocial stage of development affect the client's relationships (4 marks)
- b) Describe **three** ways a counseling psychologist can use classical conditioning of learning in a counselling setting (6 marks)

Question 5

- a) Explain **three** facts about Jean Piaget's Concrete Operations stage of cognitive development (6 marks)
- b) Explain **two** factors in the perceiver affecting human behavior.(4 marks)

COU 1233/COD1133 INTRODUCTION TO PSYCHOLOGY MARKING SCHEME

Question 1

- a) Describe **two** stages in the growth and development of the definitions of Psychology (4 marks)

1. Philosophical stage: In 1590 Psychology was coined and is derived from Greek words **psyche** meaning the soul and **logos** meaning science. Thus psychology is the scientific study of the soul. Proponents were philosophers including Plato, Socrates and Aristotle. This gave birth to Philosophical Theory

-During this period psychology was the major branch of Philosophy. Greek called 'Psychology as a science of soul and mind'

-believe that soul is responsible for the mental activities like thinking, feeling etc and that soul controls every action of individuals

-Plato, Socrates and Aristotle were the famous philosophers. Aristotle said there is no life without soul. The heart is the seat of soul

-knowledge is acquired through the soul not the sensory perceptions

2. Structural stage: Psychology is the study of mental life and consciousness-and introspection is the method to study Consciousness.

-conscious experience is the building block of behavior

- Wilhelm Wundt(father of experimental Psychology) as the proponent in 1879 established the first psychological Laboratory.

-He criticized the concept 'soul' and 'mind' as vague and outside the interest of Science.

-this gave birth to Structuralism Theory

-Edward Thorndike Titchener worked with him

3. Behaviorist Stage: Later, John B. criticized the idea of consciousness and Watson in 1913 proposed that psychology is the study of the observable behavior

4. Modern stage (Till date):According to David G. Myers (1997) psychology is the study of behavior and mental processes

Behavior is anything that a person or animal does, feels, thinks or experiences

Behavior can be classified as overt or covert. Overt behavior refers to observable responses and reactions like tears or smile whereas covert behavior refers to processes that which are not directly observable like fear or jealousy.

b) Describe **two** truths about Neurobiological theory of Psychology (4 marks)

Proposed by Lesley

-states that the working relationship between the body, behavior and mental process is main focus of biological theory

-every behavior is related to physiological changes within the body

c) Describe any **two** facts about Observational Learning of attitude (4 marks)

According to the social learning theory attitudes are transmitted through the process of imitation.

This is learning by observing others. From early in life children see how a parent, sister, a brother, a teacher, a television character or model reacts towards a kind of food, a certain animal, person or event.

The child then models his own attitudes after those expressed by these important models in later childhood and adolescence the person observes the peer group and identifies with them by assuming the attitudes they hold.

- d) Explain any **two** functions of Motivation (4 marks)
1. Motives energize and sustain behavior. The energy is supplied in proportion to the amount of energy output for a task.
 2. Motives direct and regulate behavior. The behavior of a motivated organism moves in a specific direction. It is guided, directed and goal oriented. The motivated behavior is purposeful and persistent.
 3. Motives are selective. It is directed towards a selective goal which individual sets for himself.
- The motive is terminated by the achievement of the goal.
- e) Explain **any four** psychological effects of stress (4 marks)
- 1) Impairs reasoning leading to wrong decisions
 - 2) Time wastage
 - 3) Poor performance
 - 4) Industrial unrest, such as strikes, go slows
 - 5) Frustration
 - 6) Strained relationships
 - 7) Poor communications
 - 8) Accidents due to emotional and cognitive disruption
 - 9) Errors due to emotional and cognitive disruption

Question 2

- a) Describe **two** neurotransmitters responsible for happiness and mood regulation (4 marks)
- Serotonin and Norepinephrine:** responsible for happiness and mood regulation
-lack of it cause mood disorders such as Depression
- b) Explain any **three** Psychoanalytic techniques used in counselling clients
1. Free association
 2. Dream analysis
 3. Ego defenses are lowered which allows the repressed thought to come out
 4. Interpretations of slips and hypnosis
- mind has three levels-consciousness, subconscious and unconscious
-the root of psychological problems are motives of sexual and aggression which stay at the unconscious level of the mind

Question 3

- a) Explain **two** similarities between Psychodynamic theory and Behaviorism

- 1) There are similarities between psychodynamic and behaviorism, such both are deterministic compared to free –will and both perspectives are based on the study of human behavior
 - 2) Psychodynamic, structural and Humanistic perspectives focus on subjective reality of a person
 - 3) Socio-cultural perspectives and Behaviorism focus on Nurture (Environment) plays vital role to determine individual's choice and behavior
- b) Describe **any three** goals of Psychology (6 marks)
1. To Describe (What is happening?)-observing a behaviour and taking note of everything that is happening
 2. To Explain (Why is It happening?)-Behaviour is being understood and explaining it
 3. To Predict (Will it happen again?) Determining what will happen in the future
 4. To Control (How can it be changed?)-To change behaviour from an undesirable one to a desirable one

Question 4

- a) Explain **three** facts about Erik Erikson's Trust verse Mistrust psychosocial stage of development (4 marks)
- The first stage of Erikson's theory of psychosocial development occurs between birth and one year of age and is the most fundamental stage in life.
- Because an infant is utterly dependent, the development of trust is based on the dependability and quality of the child's caregivers.
- At this point in development, the child is utterly depending upon adult caregiver for everything – food, love, warmth, safety, nurturing. If a caregiver fails to provide adequate care and love, the child will come to feel that he or she cannot trust or depend upon the adults in his or her life.
 - If a child successfully develops trust, he or she will feel safe and secure in the world.
 - Caregivers who are inconsistent, emotionally unavailable, or rejecting contribute to feelings of mistrust in the children they care for.
 - Failure to develop trust will result in fear and a belief that the world is inconsistent and unpredictable.
 - Of course, no child is going to develop a sense of 100 percent trust or 100 percent doubt.
 - Erikson believed that successful development was all about striking a balance between the two opposing sides.
 - When this happens, children acquire hope, which Erikson described as an openness to experience tempered by some wariness that danger may be present.
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- b) Describe **two** types of learning according to Ivan Pavlov (4 marks)
- 1) Classical conditioning**
- What he discovered was that the dogs began to salivate before the meat powder was presented to them.
- Then, the dogs began to salivate as soon as the person feeding them would enter the room.

He soon began to gain interest in this phenomenon and abandoned his digestion research in favor of his now famous Classical Conditioning study.

Basically, the findings support the idea that we develop responses to certain stimuli that are not naturally occurring. Pavlov discovered that we make associations which cause us to generalize our response to one stimuli onto a neutral stimuli it is paired with.

2) Operant conditioning

The term “Operant” refers to how an organism operates on the environment, and hence, operant conditioning comes from how we respond to what is presented to us in our environment.

It can be thought of as learning due to the natural consequences of our actions.

- Let’s explain that a little further. The classic study of Operant Conditioning involved a cat who was placed in a box with only one way out; a specific area of the box had to be pressed in order for the door to open. The cat initially tries to get out of the box because freedom is reinforcing.
- In its attempt to escape, the area of the box is triggered and the door opens.
- The cat is now free. Once placed in the box again, the cat will naturally try to remember what it did to escape the previous time and will once again find the area to press.
- The more the cat is placed back in the box, the quicker it will press that area for its freedom.
- It has learned, through natural consequences, how to gain the reinforcing freedom. We learn this way every day in our lives.
- Imagine the last time you made a mistake; you most likely remember that mistake and do things differently when the situation comes up again.
- In that sense, you’ve learned to act differently based on the natural consequences of your previous actions.
- The same holds true for positive actions.
- If something you did results in a positive outcome, you are likely to do that same activity again.

Question 5

- a) Explain **three** facts about Jean Piaget’s Concrete Operations stage of cognitive development (6 marks)

The stage of concrete operations begins when the child is able to perform mental operations.

Piaget defines a mental operation as an interiorized action, an action performed in the mind.

Mental operations permit the child to think about physical actions that he or she previously performed.

The preoperational child could count from one to ten, but the actual understanding that one stands for one object only appears in the stage of concrete operations.

- The primary characteristic of concrete operational thought is its reversibility.
- The child can mentally reverse the direction of his or her thought.

- A child knows that something that he can add, he can also subtract.
- He or she can trace her route to school and then follow it back home, or picture where she has left a toy without a haphazard exploration of the entire house.
- A child at this stage is able to do simple mathematical operations. Operations are labeled “concrete” because they apply only to those objects that are physically present.
- Conservation is the major acquisition of the concrete operational stage.
- Piaget defines conservation as the ability to see that objects or quantities remain the same despite a change in their physical appearance.
- Children learn to conserve such quantities as number, substance (mass), area, weight, and volume; though they may not achieve all concepts at the same time.

b) Explain **two** factors in the perceiver affecting human behavior (4 marks)

- **Attitudes:** individual predisposition of viewing objects events or people negatively or positively influences perception
- **Motives:** eg a person in dire need of money might perceive a paper removed from the pocket as money.
- **Interests:** we assess a situation according to our interests.
- **Experience:** Our experience with stimuli may sharpen our perception of the same. Eg one exposed to a refrigerator may not mistake it for a cupboard.
- **Expectations:** we assess a situation according to what we expect
- **Culture:** the way of life determines how we view various objects, situations, people, events etc.
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