



**General Certificate of Secondary
Education**

Psychology

Specimen Mark Scheme

Unit 2: Understanding Other People

The specimen assessment materials are provided to give centres a reasonable idea of the general shape and character of the planned question papers and mark schemes in advance of the first operational exams.

Indicative content is given for each part question. However, this material is neither exhaustive nor prescriptive and alternative, valid responses should be given credit.

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Set and published by the Assessment and Qualifications Alliance.

SECTION A: LEARNING

1

Total for this question: 15 marks

(a) Outline what is meant by the term *learning*. (2 marks)

AO1 marks by definition or may be by example.

Possible answer: Learning is a (relatively permanent) change in behaviour (1 mark) which is due to experience (1 mark).

AO1 = 2 marks

(b) Molly is six months old. Her father warms her milk up in the microwave. He has noticed that Molly makes sucking noises when the microwave bell rings. She has also started to make the same sucking noises when the timer bell on the oven rings.

(i) Molly making sucking noises when the microwave bell rings is an example of the following:
(tick the correct box) (1 mark)

a conditioned response	<input checked="" type="checkbox"/>
an unconditioned response	<input type="checkbox"/>

AO2 = 1 mark

(ii) When the microwave bell rings, this is an example of the following:
(tick the correct box) (1 mark)

an unconditioned stimulus	<input type="checkbox"/>
a conditioned stimulus	<input checked="" type="checkbox"/>

AO2 = 1 mark

(iii) Molly making sucking noises when the timer on the oven rings is an example of the following:
(tick the correct box) (1 mark)

discrimination	<input type="checkbox"/>
generalisation	<input checked="" type="checkbox"/>

AO2 = 1 mark

(iv) Who described the principles of classical conditioning?:
(tick the correct box) (1 mark)

Pavlov	<input checked="" type="checkbox"/>
Skinner	<input type="checkbox"/>

AO2 = 1 mark

(c) Read the following letter which appeared in the problem page of a popular magazine:

Dear Jo,

My daughter Abbie won't go to sleep. I put her to bed and then go downstairs. After a few minutes she gets up. She says she is scared so I let her watch television with me. Then she is happy. Why can't I get her to stay in bed?

Yours sincerely,

Mrs B Skinner

What is meant by *positive reinforcement*? Refer to the letter in your answer.

(3 marks)

AO1 marks by definition or may be by example.

Possible answer: Positive reinforcement strengthens behaviour (1 mark) by providing consequences that are rewarding (1 mark).

AO2 mark for reference to the article

Possible answer: Abbie's mother is providing positive reinforcement by allowing her to watch television when she gets out of bed.

AO1 = 2 marks AO2 = 1 mark

(d) The table below describes attempts to apply conditioning procedures to phobias. From the following list of treatments choose the one that matches each description and write **A, B, C** or **D** in the box next to the description.

- A** Aversion therapy
- B** Flooding
- C** Systematic desensitisation
- D** Token economy

(3 marks)

Description	Treatment
Claire is given a sticker every time she can face her fear. When she has 10 stickers she exchanges them for something she wants.	D
Gary has been taught relaxation techniques. He has been taught to gradually face his fear.	C
Olga has been made to face her most feared situation immediately until she is comfortable with it.	B

AO2 = 3 marks

(e) Explain **one** ethical implication of using flooding to treat phobias.

(3 marks)

Any relevant ethical implication can receive credit.

Possible answer: It is difficult to give participants the right to withdraw (1 mark). This is because with flooding the patient must face their most feared situation (1 mark). The therapist may have to act against the wishes of the patient (1 mark).

AO3 =3 marks

SECTION B: SOCIAL INFLUENCE

2

Total for this question: 15 marks

(a) Look at the table below which contains examples of social behaviour. From the following list of terms, choose the one that matches each description and write **A**, **B**, **C** or **D** in the box next to each description.

A	Bystander intervention
B	Conformity
C	Obedience
D	Social loafing

(3 marks)

Description	Term
Lucy picks up litter from the playground because her teacher tells her to.	C
William always wears a certain brand of trainers because all his friends do.	B
Adam likes working in a group because he can get away with doing less work.	D

AO2 = 3 marks

(b) Look at the following factors which affect obedience and decide whether they are likely to **INCREASE** or **DECREASE** obedience.

(i) The authority figure is wearing a uniform.
(tick the correct box)

(1 mark)

Increase	Decrease
✓	

AO1 = 1 mark

(ii) The order is given in a run down office block.
(tick the correct box)

(1 mark)

Increase	Decrease
	✓

AO1 = 1 marks

(c) Outline what is meant by the term *deindividuation*. *(2 marks)*

AO1 marks by definition or may be by example.

Possible answer: Deindividuation means the loss of personal responsibility (1 mark) when we are part of a crowd (1 mark).

AO1= 2 marks

- (d) Describe **and** evaluate **one** study in which bystander intervention was investigated. Include in your answer the method used in the study, the results obtained, the conclusion drawn and an evaluation of the study described.
(use continuous prose)

(6 marks)

Any appropriate study can receive credit, for example Latane & Darley, Piliavin, etc.

AO1: up to 3 marks for a clear description of a correct study.

Possible answer: A confederate collapsed in a carriage of the New York subway. In one condition he appeared to be blind. In another condition he appeared to be drunk.

If he appeared to be blind he was helped almost every time but if he appeared to be drunk, he was helped less than 50% of the time.

It was concluded that bystanders will help in an emergency if the cost of helping is low.

AO3: up to 3 marks for appropriate evaluation.

Evaluation marks can be earned in several ways: Candidates could simply state three criticisms (positive and/or negative). Other answers could focus on one criticism with detailed elaboration that adds at least two more elements of clarification to the answer. Candidates could also state two criticisms with a brief elaboration of one of these adding an additional point of clarification.

Possible answer: This study was unethical because the participants did not give their consent. They may also have been distressed by what they witnessed.

Another possible answer: The study was ecologically valid because it occurred in a natural setting. However, the study was conducted in 1969 – it might not reflect behaviour in the 21st century.

AO1 = 3 marks AO3 = 3 marks

Marks awarded for this answer will be determined by the quality of written communication.

6 or 5 marks	For 6 marks, there is a clear description and evaluation of a relevant study reflecting the detail of the possible answer in the mark scheme. For 5 marks, both description and evaluation are present but one of these features is slightly lacking in detail. The answer is well-structured with effective use of sentences and/or paragraphs. There are few spelling and punctuation errors.
4 or 3 marks	For 4 marks, both description and evaluation of a relevant study have been attempted but lacks the detail of the possible answer in the mark scheme. For 3 marks, either clear description or clear evaluation is present that reflects the detail of the possible answer in the mark scheme. The answer has some structure with appropriate use of sentences. There are some spelling and punctuation errors.
2 or 1 mark	For 2 marks, there is a brief description and/or evaluation of a relevant study. For 1 mark the answer is muddled. There is little evidence of structure in terms of correct use of sentences. There are frequent spelling and punctuation errors.
0 marks	No relevant content

(e) Outline **one** practical implication of the findings of studies of bystander intervention.

(2 marks)

Any appropriate practical implication can receive credit.

Possible answer: In an emergency, the behaviour of others can affect bystander intervention (1 mark). Therefore it is important to act as a model of helping for other bystanders (1 mark).

AO2 = 2 marks

SECTION C: SEX AND GENDER

3

Total for this question: 15 marks

(a) Two fathers were discussing the behaviour of their young children.

William: "I think boys and girls behave differently just because of their biology."

Gareth: "I don't agree, I think the differences are psychological."

(i) What is meant by the term *sex identity*? Refer to the conversation above in your answer. (2 marks)

AO1 mark by definition or may be by example.

Possible answer: Sex identity is the biological status of being male or female (1 mark).

AO2 mark for reference to the conversation.

Possible answer: In the conversation William is referring to sex identity (1 mark).

AO1 = 1 mark AO2 = 1 mark

(ii) What is meant by the term *gender identity*? Refer to the conversation above in your answer. (2 marks)

AO1 mark by definition or may be by example.

Possible answer: Gender identity is our understanding of what it means to be male or female (1 mark).

AO2 mark for reference to the conversation.

Possible answer: In the conversation Gareth is referring to gender identity (1 mark).

AO1 = 1 mark AO2 = 1 mark

(b) (i) Identify the male hormone. (1 mark)

Testosterone.

AO1 = 1 mark

(b) (ii) Identify the female chromosome. (1 mark)

XX

AO1 = 1 mark

(c) The following are examples of gender development. From the following list of terms, choose the one that matches each example. Write the correct term on the line below each statement.

- Oedipus complex
- Electra complex
- Vicarious reinforcement
- Gender schema
- Imitation
- Modelling

(i) Leanne copies her mother putting on make-up. This is an example of:

(1 mark)

Imitation.

Candidates should be given credit for misspelt terms, providing they are recognisable as terms.

AO2 = 1 mark

(ii) After Sonny sees his brother being praised for climbing a tree, he climbs a tree. This is an example of:

(1 mark)

Vicarious reinforcement.

Candidates should be given credit for misspelt terms, providing they are recognisable as terms.

AO2 = 1 mark

(iii) Jason is five years old. He thinks that all doctors are men. This is an example of:

(1 mark)

A gender schema.

Candidates should be given credit for misspelt terms, providing they are recognisable as terms.

AO2 = 1 mark

(d) David is five years old. When he was younger he was very loving towards his mother but now he wants to be like his father. How would the psychodynamic theory explain David's gender development?

(3 marks)

The psychodynamic approach provides a wide choice of options for 3 marks, including the Oedipus complex, sexual desire for mother, fear of castration, identifying with father, adopting father's behaviour, etc.

Possible answer: David being very loving towards his mother might be the result of his Oedipus complex (1 mark). To resolve this, he identifies with his father (1 mark) and adopts his father's behaviour (1 mark).

AO2 =3 marks

(e) Read each of the following statements about the psychodynamic theory of gender development and decide whether it is **TRUE** or **FALSE**.

(i) Freud studied a large number of children to develop his theory.
(tick the correct box)

(1 mark)

True	False
	✓

AO3 = 1 mark

(ii) It is difficult to test Freud's theory scientifically.
(tick the correct box)

(1 mark)

True	False
✓	

AO3 = 1 mark

(iii) Freud ignored social influences on gender development.
(tick the correct box)

(1 mark)

True	False
✓	

AO3 = 1 mark

SECTION D: AGGRESSION

4

Total for this question: 15 marks

(a) (i) Describe **one** study in which the development of aggressive behaviour was investigated. Include in your answer the reason why the study was conducted, the method used, the results obtained and the conclusion drawn. (4 marks)

Any relevant study can receive credit, the most likely being Bandura.

Possible answer: Bandura wanted to see if children learn aggressive behaviour by imitating the behaviour of same sex role models.

In the study, children watched adults behaving aggressively towards a large inflatable doll (Bobo doll).

More children imitated a same-sex adult than an adult of the opposite sex.

Bandura concluded that children are more likely to imitate the aggressive behaviour if the models are of the same sex.

4 marks: A clear description of a relevant study containing all four required elements.

3 marks: A reasonable description of a recognisable study although one element may be missing.

2 marks: A description of a recognisable study that is either very brief or has more than one element missing.

1 mark: A muddled description of a recognisable study.

AO1 = 4 marks

(a) (ii) Evaluate the study you have described in your answer to (a) (i). (3 marks)

Evaluation marks can be earned in several ways: Candidates could state three criticisms (positive and/or negative) or they could focus on one or two criticisms with appropriate elaboration.

Possible answer: This study has been criticised because it was carried out in an artificial environment (1 mark). It is also considered unethical (1 mark) because children were deliberately exposed to aggressive models (1 mark).

AO3 =3 marks

(b) Look at the following explanations of aggression.

From the following list of terms, choose the one that matches each explanation of aggression and write **A**, **B** or **C** in the box next to each explanation:

A Biological
B Psychodynamic
C Social learning

(2 marks)

Explanations of aggression	Term
A drive which satisfies our instinct for self-destruction	B
Increased levels of the hormone testosterone	A
Observing and imitating the behaviour of an aggressive role model	C

AO1 =2 marks

(c)	Using your knowledge of psychology, describe and evaluate one way of reducing aggression. (use continuous prose).	(6 marks)
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AO1: up to 3 marks for a clear description of one way that aggression might be reduced.

Possible answer: Aggression can be reduced by channelling it into acceptable activities such as playing sport. Freud has even argued that simply watching competitive sport reduces aggression.

AO3: up to 3 marks for appropriate evaluation.

Evaluation marks can be earned in several ways: Candidates could simply state three criticisms (positive and/or negative). Other answers could focus on one criticism with detailed elaboration that adds at least two more elements of clarification to the answer. Candidates could also state two criticisms with a brief elaboration of one of these adding an additional point of clarification.

Possible answer: Some research contradicts the benefits of sport for the reduction of aggression. People who watched high contact sports became more aggressive whereas those who watched swimming did not.

Another possible answer: Physical contact in sports seems to increase aggression. Aggressive models cannot be removed from society. The media have often been blamed for providing models for aggressive behaviour.

AO1 = 3 marks AO3 = 3 marks

Marks awarded for this answer will be determined by the quality of written communication.

6 or 5 marks	For 6 marks, there is a clear description and evaluation of one way of reducing aggression reflecting the detail of the possible answer in the mark scheme. For 5 marks, both description and evaluation are present but one of these features is slightly lacking in detail. The answer is well-structured with effective use of sentences and/or paragraphs. There are few spelling and punctuation errors.
4 or 3 marks	For 4 marks, both description and evaluation of one way of reducing aggression have been attempted but lacks the detail of the possible answer in the mark scheme. For 3 marks, either clear description or clear evaluation is present that reflects the detail of the possible answer in the mark scheme. The answer has some structure with appropriate use of sentences. There are some spelling and punctuation errors.
2 or 1 mark	For 2 marks, there is a brief description and/or evaluation of how aggression might be reduced. For 1 mark the answer is muddled. There is little evidence of structure in terms of correct use of sentences. There are frequent spelling and punctuation errors.
0 marks	No relevant content

SECTION E: RESEARCH METHODS

5

Total for this question: 20 marks

(a) Describe **one** way the psychologist could have chosen a random sample of patients who experienced flooding. *(2 marks)*

Any correct way of selecting a random sample should receive credit.

Possible answer: The psychologist could have chosen the sample by putting all the names of the patients receiving flooding into a container (1 mark) and the first 10 names drawn from the container would become the sample (1 mark).

AO2=2 marks

(b) Identify **one** advantage of random sampling. *(1 mark)*

Everybody in the target population has an equal chance of being chosen.

AO3 = 1 mark

(c) Read each of the following statements about questionnaires and decide whether it is **TRUE** or **FALSE**.

(i) Questionnaires can be used to gather information from a large number of people.
(tick the correct box)

(1 mark)

True	False
✓	

AO1 = 1 mark

(ii) Identify **one** disadvantage of using questionnaires in psychological research. *(1 mark)*

AO3: Any appropriate disadvantage should receive credit.

Possible answer: People may not tell the truth when answering questionnaires.

AO3 = 1 mark

(d) The psychologist discovered that in the group of 10 patients who experienced systematic desensitisation:

one patient said he felt worse than before;
three patients said they felt the same as before;
six patients said they felt better than before.

She converted these results into percentages.

What percentage of patients said they felt better than before?

(Tick the correct box)

(1 mark)

6%

<input type="checkbox"/>
<input type="checkbox"/>
<input checked="" type="checkbox"/>

30%

60%

AO3 = 1 mark

(e) Outline what is meant by a *case study*.

(2 marks)

AO1 marks by definition or may be by example.

Possible answer: A case study is an in-depth investigation (1 mark) of one person (1 mark).

AO1 = 2 marks

(f) (i) Identify **one** ethical issue the psychologist should have considered before conducting her case study. (1 mark)

Any appropriate ethical issue should receive credit.

Possible answer: The right to withdraw.

AO2 = 1 mark

(ii) Outline how the ethical issue you have identified in your answer to (f) (i) could have been dealt with by the psychologist. (2 marks)

An appropriate outline which relates to the ethical issue identified in (f)(i). If the outline does not match the issue stated do not award marks for (f) (i).

Possible answer: Before commencing the case study (1 mark), she should have told the participant that he could leave the study at any time (1 mark).

AO2 = 2 marks

(g) Use the graph paper below to draw a bar chart to display the percentages shown in **Table 1**. Provide a suitable title for this bar chart and fully label your bar chart. (5 marks)

One mark for each of the following elements:

- An informative title
- An appropriate display (a bar chart)
- X axis clearly labelled
- Y axis clearly labelled
- Bar chart accurately plotted

AO3 = 5 marks

(h) The psychologist decided to interview participants who said they felt better than before.

(i) Write **one** closed question the psychologist could have asked the participants in the interview. (1 mark)

Any appropriate closed question can receive credit.

Possible answer: Would you recommend this form of treatment to other people with a phobia?

AO2 = 1 mark

(ii) Write **one** open question the psychologist could have asked the participants in the interview.

(1 mark)

Any appropriate open question can receive credit.

Possible answer: In what way do you feel better?

AO2 = 1 mark

(i) Read each of the following statements about interviews and decide whether it is **TRUE** or **FALSE**.

(i) An interview can be structured or unstructured.
(tick the correct box)

(1 mark)

True	False
✓	

AO1 = 1 mark

(i)

(ii) Interviews can allow participants to explain their answers.
(tick the correct box)

(1 mark)

True	False
✓	

AO3 = 1 mark

ASSESSMENT OBJECTIVE GRID

Question	AO1	AO2	AO3	Total
1 (a)	2			
(b) (i)		1		
(ii)		1		
(iii)		1		
(iv)		1		
(c)	2	1		
(d)		3		
(e)			3	15
2 (a)		3		
(b) (i)	1			
(b) (i)	1			
(c)	2			
(d)	3		3	
(e)		2		15
3 (a) (i)	1	1		
(ii)	1	1		
(b) (i)	1			
(ii)	1			
(c) (i)		1		
(ii)		1		
(iii)		1		
(d)		3		
(e) (i)			1	
(ii)			1	
(iii)			1	15
4 (a) (i)	4			
(ii)			3	
(b)	2			
(c)	3		3	
5 (a)		2		
(b)			1	
(c) (i)	1			
(ii)			1	
(d)			1	
(e)	2			
(f) (i)		1		
(ii)		2		
(g)			5	
(h) (i)		1		
(ii)		1		
(i) (i)	1			
(ii)			1	20
Total	28	28	24	80