



General Certificate of Secondary Education

Psychology 41802

Unit 2: Understanding Other People

Mark Scheme

2011 examination - June series

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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Section A Learning

Question 1a

AO1 = 2 marks

Up to two marks for a definition/description. Credit the use of an example to describe the term. A possible example must refer to a change in behaviour and experience to gain full credit.

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

Question 1b

AO1 = 1 mark

Skinner	✓
Pavlov	

Question 1ci

AO2 = 1 mark

A conditioned response	✓
An unconditioned response	

Question 1cii

AO2 = 1 mark

Generalisation	✓
Discrimination	

Question 1di

AO2 = 4 marks

Explanation of the treatment can gain credit if it helps illustrate how James may be helped. Any details relevant to the treatment are potentially creditworthy. Answers that do not explicitly refer to James can still gain full credit.

Likely points: This treatment may help James through gradual exposure (1 mark), from least frightening to most frightening (*or* working through the hierarchy of fears) (1 mark). Example of hierarchy (1 mark). He would be taught relaxation techniques (1 mark). Example of relaxation technique (1 mark). At every stage he must become relaxed at each stage before moving on to the next stage (1 mark). (Maximum 4 marks)

Maximum 3 marks if no reference to feeling comfortable/at ease/relaxed.

Reference to a different fear or a combination of treatments, maximum 2 marks.

Question 1d ii

AO3 = 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. Any relevant evaluation should receive credit.

Possible answer: It has been very successful in treating phobias (1 mark) although it can often be a long process (1 mark). The person can also stop at any stage they feel uncomfortable (1 mark). It is a safe method (1 mark).

Vague comments, such as 'it works' or 'it is unethical' or 'it is ethical' or 'it costs more', should not receive credit unless there is appropriate elaboration (2 marks).

Question 1e

AO3 = 3 marks

Any relevant ethical implications are creditworthy. The candidate may choose to focus on one ethical point but do so in detail (depth) or cover two points in less detail (breadth). Either approach is able to achieve full marks.

Possible answer: Flooding is very extreme and stressful (1 mark), James will lose his right to withdraw (1 mark). It is also harder to protect the person from harm (1 mark).

Note: A list of three ethical implications would earn a maximum of two marks because there would be no element of explanation.

Section B Social Influence

Question 2a

AO1 = 2 marks

Up to two marks for a definition/description of conformity. Credit the use of an example to describe the term. A possible example must refer to a change in behaviour and reason why the change happens to gain full credit.

Possible answer: Conformity is a change in a person's behaviour or opinions (1 mark) due to group pressure (1 mark).

Weak answers such as 'to fit in with the group', 'following the group', 'not to stand out' – 1mark.

Question 2b

AO2 = 3 marks

Description	Term
Rukiya prefers to take part in team activities at school so that she can make less effort than when she has to do an activity on her own.	B
When Brian goes to see his favourite football team, he is more likely to sing and shout in the crowd than when he watches them on TV on his own.	D
Jo does her homework when she gets home because her Mother tells her to.	A

Question 2ci

AO1 = 1 mark

Piliavin	✓
Bateson	

Question 2cii

AO3 = 1 mark

Factors other than the appearance of the person could have affected the results of the study	✓
The study was conducted in a laboratory and there was control of all the variables	

Question 2d**AO1 = 3 marks AO3 = 3 marks****AO1: Up to 3 marks for a clear description of one study into obedience**

Possible answer: In Milgram's study participants were asked to give electric shocks, starting at 15v and progressing to 450v, to a person if he answered incorrectly. Milgram found that all went up to 300v and 65% even gave 450v. It was concluded that people are prepared to obey unjust orders if they think the person giving them is in authority.

3 marks: A clear description of a relevant study containing all three required elements.

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

1 mark: A description of a recognisable study that either has more than one element missing or is muddled.

AO3: Up to 3 marks for appropriate evaluation.

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.

Simply stating 'lacks ecological validity'/'it is unethical'/'cannot be generalised' is not creditworthy. 'It is artificial' can get 1 mark if appropriate to the study.

Possible answer: Milgram's study has been criticised as it was artificial. It was also unethical as participants were put into a very stressful situation which may have caused harm.

It is artificial as it is in a lab therefore the results cannot be generalised (3 marks).

Other evaluation points are creditworthy.

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. If any part of the answer is not written in continuous prose – maximum 4 marks.
4 or 3 marks	For 4 marks, both description and evaluation of a relevant study have been attempted but lack some details 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

Question 2e
AO2 = 2 marks

Any appropriate practical implication can receive credit but evidence of elaboration is needed to gain full marks.

Possible answer: Social loafing has shown that in group situations like sport, some people may not work as hard (1 mark) while others do most of the work (1 mark).

If the response fits into the sentence: 'From the research we now understand why/how/that...it is creditworthy.

For example:

We are likely to obey orders from those of a higher authority (1 mark).

Those witnessing a crime are unlikely to intervene due to a fear of being hurt (2 marks).

Section C Sex and Gender**Question 3a****AO1 = 4 marks**

	Female	Male
Hormone	Oestrogen	Testosterone
Chromosomes	XX	XY

Question 3b**AO2 = 2 marks**

Up to two marks for a clear distinction between gender identity and sex identity.

Possible answer: Sex identity is biological whereas gender identity is psychological (2 marks).

Also accept the following for biological: male or female, hormones, chromosomes.

Also accept the following for psychological: masculine or feminine, behaviour, attitudes.

Question 3ci**AO2 = 3 marks**

There are a number of ways to gain the 3 marks using various aspects of social learning theory eg observation, imitation, modelling and vicarious reinforcement. Answers that do not explicitly refer to Katie can still gain full credit.

Possible answer: The social learning theory states that we learn our behaviour related to gender through observation (1 mark). Katie sees her mother putting on make up (1 mark) so imitates her behaviour (1 mark).

Question 3cii**AO3 = 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. Vague comments eg simply stating 'lots of support'/'lots of research' should not receive credit unless elaborated.

Accept relevant comparisons with other explanations.

Possible answer: Social learning theory provides an explanation of the way experiences can affect gender development (1 mark) and is well supported by evidence from research (1 mark) but it does not take into account biological factors (1 mark).

Question 3di
AO2 = 1 mark

Oedipus Complex

Candidates should be given credit for misspelt terms, providing they are recognisable as the correct term

Question 3dii
AO2 = 1 mark

Vicarious Reinforcement

Candidates should be given credit for misspelt terms, providing they are recognisable as the correct term

Question 3diii
AO2 = 1 mark

Gender Schema

Candidates should be given credit for misspelt terms, providing they are recognisable as the correct term

Section D Aggression

Question 4a

AO1 = 2 marks

A doctor has prescribed drugs to reduce Alan's very aggressive behaviour.	Biological
After Sarah has been cheering during an exciting boxing fight, she feels less aggressive.	Psychodynamic
After Emily has watched a TV programme about people being kind to one another, she feels less aggressive.	Social Learning

Question 4bi

AO1 = 4 marks

Any relevant plausible study can receive credit here such as Liebert & Baron and Charlton et al, with the most likely being Bandura.

Accept animal studies eg Young et al.

Studies investigating reduction of aggression are not creditworthy.

Possible answer: Bandura wanted to test whether children would learn to become aggressive from imitating another person. Young children saw an adult behave aggressively towards a large inflatable Bobo doll and their play with a number of toys was observed. Children who saw a same sex model were more likely to act aggressively. It was concluded that children learnt to be aggressive and this was more likely when the model was of the same sex (or those they see getting rewarded).

4 marks: A clear description of a relevant plausible study containing all four required elements in which the reason and conclusion are different .

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 or unclear.

1 mark: A muddled description of a recognisable study.

Question 4bii
AO3 = 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.

Simply stating 'lacks ecological validity'/'it is unethical'/'cannot be generalised' is not creditworthy. 'It is artificial' can get 1 mark if appropriate to the study.

As long as the evaluation in 4 (b) (ii) matches the study in 4 (b) (i) it can receive credit

Possible answer: Bandura's study has been criticised as it was carried out in an artificial environment (1 mark). It was also unethical as children were encouraged to act aggressively (2 marks).

Possible answer: Charlton et al's study has high ecological validity because children were observed in their natural environment (2 marks) so their behaviour was true to life (1 mark).

Question 4c
AO1 = 3 marks, AO3 = 3 marks

AO1 – Up to 3 marks for a clear description of the psychodynamic explanation of aggression.

Likely points: instinct (Thanatos) unconscious drive, ego defence mechanisms (eg displacement/sublimation), catharsis, frustration aggression hypothesis.

Possible answer: The Psychodynamic explanation suggests that instinct causes aggressive behaviour (1 mark). This is an unconscious drive (1 mark). If we cannot control the pressure it may lead to aggressive behaviour (1 mark).

AO3 – Up to 3 marks for appropriate evaluations for the explanation outlined.

Candidates may give three evaluations that can be positive or negative, or may focus on one evaluation with detailed elaboration adding at least two more elements of clarification.

Possible answer: It is too hard to test the psychodynamic model (1 mark) so this means there is very little research to back it up (1 mark). Also, others believe something else is needed to trigger off the aggressive behaviour such as frustration (1 mark).

Simply stating 'lacks ecological validity'/'it is unethical'/'cannot be generalised' is not creditworthy.

It is artificial as it is in a lab therefore the results cannot be generalised (3 marks).

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

6 or 5 marks	<p>For 6 marks, there is a clear description and evaluation of the psychodynamic explanation of aggression reflecting the detail of the possible answer in the mark scheme.</p> <p>For 5 marks, both description and evaluation are present but one of these features lacks some detail.</p> <p>The answer is well-structured with effective use of sentences and/or paragraphs. There are few spelling and punctuation errors.</p> <p>If any part of the answer is not written in continuous prose – maximum 4 marks.</p>
4 or 3 marks	<p>For 4 marks, both description and evaluation of the psychodynamic explanation of aggression has been attempted but lacks some details of the possible answer in the mark scheme.</p> <p>For 3 marks, either clear description or clear evaluation is present that reflects the detail of the possible answer in the mark scheme.</p> <p>The answer has some structure with appropriate use of sentences. There are some spelling and punctuation errors.</p>
2 or 1 mark	<p>For 2 marks, there is a brief description and/or evaluation of the psychodynamic explanation of aggression.</p> <p>For 1 mark the answer is muddled.</p> <p>There is little evidence of structure in terms of correct use of sentences. There are frequent spelling and punctuation errors.</p>
0 marks	No relevant content

Section E Research Methods

Question 5a

AO1 = 2 marks

Possible answer: Choosing members of the target population (or imply target population) (1 mark) who are available at the time of the study (1 mark).

Candidates may use 'those that fit the criteria' or equivalent instead of target population and still gain credit.

'Those who are willing/volunteer' can not gain credit.

Question 5b

AO3 = 1 mark

Any appropriate advantage is creditworthy.

Possible answer: It is a quick method.

Accept 'Easy' or 'quick'

Question 5c

AO1 = 1 mark

Credit any recognised sampling method. The likely answers will be random, systematic or stratified. Self selecting, convenience sampling or volunteer sampling are not creditworthy as they are both versions of opportunity sampling.

Question 5di

AO2 = 3 marks

Any relevant category should be given credit. Categories must be observable behaviours that could be tallied. Do not accept general terms eg, being aggressive, hostile, naughty, angry.

Possible answers: Shouting, hitting, pushing.

Question 5dii

AO2 = 3 marks

Any relevant problems should be given credit.

Possible answer: One problem is that the observer may be biased (1 mark). It will not show why they behaved aggressively (1 mark). The observers may have failed to record some behaviours (1 mark).

'As she was on her own, there is no inter-rater reliability' is creditworthy as long as both aspects included.

Question 5ei

AO2 = 1 mark

Any relevant ethical issue should receive credit.

Possible answers: Confidentiality, the right to withdraw, distress, deception, consent, respect, integrity.

Question 5eii
AO2 = 2 marks

Up to 2 marks for an appropriate outline. One mark for a brief or muddled answer. If the outline does not match the issue identified in 5(e)(i) do not award marks for 5(e)(i) but credit can still be given for 5(e)(ii).

Possible answer: The psychologist should ask permission (1 mark) from the parents (or guardians or teacher) (1 mark).

Question 5f
AO3 = 4 marks

Any appropriate advantage and disadvantage is creditworthy.

Possible answer: They can give detailed information (1 mark) about reasons behind the behaviour (1 mark). Case studies can be time consuming (1 mark) compared to other methods (1 mark).

Question 5g
AO1 = 3 marks

Description	Term
Calculated by looking at the middle score in a set of data after the data has been put into ascending order	C
Calculated by finding the most frequently occurring score	B
Calculated by adding up all of the scores and dividing the total by the number of participants	A

Assessment Grid

Question	AO1	AO2	AO3	Total
Learning				
1a	2			2
1b	1			1
1c (i)		1		1
1c (ii)		1		1
1d (i)		4		4
1d (ii)			3	3
1e			3	3
	3	6	6	15
Social Influence				
2a	2			2
2b		3		3
2c (i)	1			1
2c (ii)			1	1
2d	3		3	6
2e		2		2
	6	5	4	15
Sex & Gender				
3a	4			4
3b		2		2
3c (i)		3		3
3c (ii)			3	3
3d (i)		1		1
3d (ii)		1		1
3d (iii)		1		1
	4	8	3	15
Aggression				
4a	2			2
4b (i)	4			4
4c (ii)			3	3
4c	3		3	6
	9		6	15
Research Methods				
5a	2		1	
5b	1			
5c		3		
5d (i)		3		
5d (ii)		1		
5e (i)		2		
5e (ii)			4	
5f	3			
5g				
	6	9	5	20
Total	28	28	24	80