Approaches in Psychology (Edition 1)

- The origins of psychology
- The behaviourist approach
- Social learning theory
- The cognitive approach
- The biological approach
- Humanistic psychology
- The psychodynamic approach
1. Which one of the following is a valid similarity between the behaviourist approach and social learning theory?
   A. They both take the nature side of the nature versus nurture debate.
   B. They are both based on objective and controlled laboratory experiments.
   C. They both lack scientific rigour.
   D. They are both based on studies involving non-human animals.

2. Which one of the following statements about the origins of psychology is false?
   A. The roots of psychology lie in philosophy.
   B. The first psychology laboratory was opened by Wundt in the late 19th century.
   C. Watson began to write about behaviourism in the 1930s.
   D. Bandura developed social learning theory in the 1980s.

3. Explain what Wundt meant by ‘introspection’.

4. Briefly explain the emergence of psychology as a science.
5 Explain one difference between humanistic psychology and the psychodynamic approach.  

(3 marks)

6 Briefly explain one similarity and one difference between the biological approach and the cognitive approach.  

(4 marks)
AQA A Level Psychology

The behaviourist approach

1 Which one of the following is not an assumption of the behaviourist approach?
   A Only observable behaviour should be studied because it can be measured. ☐
   B Laboratory studies are the best way to study behaviour objectively. ☐
   C All behaviour is learned through experience. ☐
   D All behaviour and learning is mediated by cognitive processes. ☐

   (1 mark)

2 Which one of the following is a valid limitation of the behaviourist approach?
   A It has little scientific credibility. ☐
   B It sees humans as passive rather than active learners. ☐
   C There are very few practical applications resulting from the behaviourist approach. ☐
   D There is very little evidence to support the behaviourist approach. ☐

   (1 mark)

3 Briefly explain what is meant by the term ‘reinforcement’ in the context of operant conditioning.

   (2 marks)

4 Briefly outline Pavlov’s research into classical conditioning.

   (3 marks)
5 Using your knowledge of the classical and/or operant conditioning, explain why Jason loves strawberry jelly. 

(4 marks)

6 Discuss one or more strengths of the behaviourist approach.

(4 marks)
AQA A Level Psychology

Social learning theory

1 Which one of the following statements about social learning theory is true? Social learning theory...
   A Does not take into account the cognitive factors involved in learning.
   B Is able to explain cultural differences in behavior.
   C Suggests that role models tend to be people who are dissimilar to the observer.
   D Assumes that people are only able to learn through direct reinforcement.

(1 mark)

2 Which one of the following terms is not associated with social learning theory?
   A Inference
   B Identification
   C Imitation
   D Role model

(1 mark)

3 Briefly explain what is meant by the term ‘vicarious reinforcement’ in the context of social learning theory.

(2 marks)

4 Outline the role of mediational processes in learning.

(3 marks)
Phoebe is four-years-old. One day her parents found her upstairs in front of the bedroom mirror putting on her mum’s lipstick and mascara.

5 Using your knowledge of social learning theory, explain why Phoebe might have been putting on makeup. (4 marks)

6 Evaluate Bandura’s research into social learning. (4 marks)
AQA A Level Psychology

The cognitive approach

1 Which one of the following terms is not associated with the cognitive approach?
   A Artificial intelligence
   B Information processing
   C Congruence
   D Internal mental processes
   (1 mark)

2 Which one of the following is a valid limitation of the cognitive approach? The cognitive approach...
   A Has very few practical applications.
   B Has been criticised for ignoring the influence of emotion and motivation.
   C Relies on subjective methods to investigate cognitive processes.
   D Does not recognise the complexity of human behaviour.
   (1 mark)

3 Briefly explain what is meant by the term cognitive neuroscience.
   (2 marks)

4 Outline one or more features of the cognitive approach.
   (3 marks)
Katie has never been to Italy before. While she is staying there on holiday, she decides to catch a bus to a nearby town. She finds the bus stop and checks the timetable. However, when she gets on the bus and tries to buy a ticket, she discovers that she needed to have bought one from the ticket office before boarding.

5 Using your knowledge of schemas, explain Katie’s experience of catching a bus in Italy.

(4 marks)

6 Evaluate the use of theoretical and/or computer models to make inferences about mental processes.

(4 marks)
AQA A Level Psychology
The biological approach

1. Which one of the following statements about the biological approach is false? The biological approach...
   A. Assumes that thoughts, feelings and behaviour have a physical basis. [ ]
   B. Assumes that to understand human behaviour fully, we must look at biological structures and processes. [ ]
   C. Suggests that it is possible to separate out nature and nurture and look at the effects of the genotype on behaviour. [ ]
   D. Sees the mind as being the inner workings of the brain. [ ]

   (1 mark)

2. Which one of the following is not an example of a biological structure that influences behaviour?
   A. Endocrine system [ ]
   B. Brain [ ]
   C. Peripheral nervous system [ ]
   D. Phenotype [ ]

   (1 mark)

3. Briefly explain what is meant by the term ‘evolution’ in the context of human behaviour.

   (2 marks)
4. Briefly explain the influence of neurochemistry on behaviour. (3 marks)

5. Discuss one or more limitations of the biological approach. (6 marks)

### Table 1

<table>
<thead>
<tr>
<th>Twin pairs with similar scores</th>
<th>Twin pairs with dissimilar scores</th>
</tr>
</thead>
<tbody>
<tr>
<td>35</td>
<td>65</td>
</tr>
</tbody>
</table>

6. Use your knowledge of genotype and phenotype to explain the data in Table 1. (4 marks)
1. Which one of the following statements about Maslow’s hierarchy of needs is true?
   A. Self-esteem is the highest need in the hierarchy. [ ]
   B. Safety and security is the most basic need in the hierarchy. [ ]
   C. Love and belonging is a lower need than self-esteem. [ ]
   D. Love and belonging are a higher need than self-esteem. [ ]
   (1 mark)

2. Which one of the following is a valid limitation of humanistic psychology? Humanistic psychology...
   A. Takes a holistic approach to understanding behaviour. [ ]
   B. Has a very negative view of human behaviour. [ ]
   C. Takes a very deterministic approach. [ ]
   D. Includes a number of vague ideas that are very difficult to test. [ ]
   (1 mark)

3. Briefly explain what is meant by the term ‘congruence’ in humanistic psychology. (2 marks)

4. Briefly explain the influence of humanistic psychology on counselling. (3 marks)
John is a very talented artist and would love to take A level Art and go to Art college to develop his talent; however, he thinks that he is not good enough. John’s parents are not supportive, as they think studying Art would be a waste of time and not lead to a job. John is worried that if he upsets his parents, they will not love him anymore so has reluctantly chosen science subjects for A level in order to study engineering, even though it is not really what he wants to do.

5 Using your knowledge of self-actualisation and conditions of worth, explain why John may have taken the decision to study science subjects. (4 marks)

6 Evaluate Maslow’s hierarchy of needs. (4 marks)
AQA A Level Psychology

The psychodynamic approach

1 Which one of the following statements about the psychodynamic approach is true?
   A The superego is formed during the phallic stage of development.
   B The superego uses defence mechanisms to protect us from anxiety.
   C The ego is based on the pleasure principle.
   D Fixation in the oral stage can lead to obsessive behaviour.

   (1 mark)

2 Which one of the following is not one of Freud’s psychosexual stages?
   A Phallic
   B Genital
   C Latency
   D Identity

   (1 mark)

3 Briefly explain what is meant by the term ‘repression’.

   (2 marks)

4 In the context of the psychodynamic approach, outline the role of the unconscious.

   (3 marks)
Dan’s girlfriend is really cross with him. He is very messy around the house and constantly engages in reckless behaviours, such as gambling and driving too fast. Dan never appears to feel guilty about making mess or gambling away the money they need to pay bills; if she challenges him, he just shrugs it off and says it is not a problem. His girlfriend wonders whether his behaviour has something to do with his childhood; however, Dan says that he cannot remember very much about it. He knows that his dad left home when he was four and thinks his mum spoiled him to compensate.

5. Using your knowledge of the psychodynamic approach, explain Dan’s behaviour.  
   (4 marks)

6. Explain one or more strengths of the psychodynamic approach.  
   (4 marks)
UNIT ASSESSMENT

AQA A Level Psychology
Topic Assessments
Mark Schemes
Approaches in Psychology
(Edition 1)

- The origins of psychology
- The behaviourist approach
- Social learning theory
- The cognitive approach
- The biological approach
- Humanistic psychology
- The psychodynamic approach
AQA A Level Psychology

The origins of psychology

1. Which one of the following is a valid similarity between the behaviourist approach and social learning theory?
   A. They both take the nature side of the nature versus nurture debate.
   B. They are both based on objective and controlled laboratory experiments.
   C. They both lack scientific rigour.
   D. They are both based on studies involving non-human animals.

   Marks for this question: AO1 = 1
   Correct answer = B

2. Which one of the following statements about the origins of psychology is false?
   A. The roots of psychology lie in philosophy.
   B. The first psychology laboratory was opened by Wundt in the late 19th century.
   C. Watson began to write about behaviourism in the 1930s.
   D. Bandura developed social learning theory in the 1980s.

   Marks for this question: AO1 = 1
   Correct answer = C

3. Explain what Wundt meant by ‘introspection’.

   Marks for this question: AO1 = 2

   2 marks for a clear and coherent explanation of what is meant by the term ‘introspection’.
   1 mark for a limited or muddled explanation.

CONTENT:

- A technique used to systematically study the human mind.
- It involves examining your own inner world and consciously observing thoughts and emotions.
4. Briefly explain the emergence of psychology as a science.

(4 marks)

Marks for this question: AO1 = 4

<table>
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<tr>
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<th>MARKS</th>
<th>DESCRIPTION</th>
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</thead>
<tbody>
<tr>
<td>2</td>
<td>3 - 4</td>
<td>Knowledge of the emergence of psychology as a science is accurate with some detail. The answer is clear and coherent with effective use of specialist terminology.</td>
</tr>
<tr>
<td>1</td>
<td>1 - 2</td>
<td>There is limited/partial knowledge of the emergence of psychology as a science. The answer lacks clarity, accuracy and coherence. The use of specialist terminology is either absent or inappropriate.</td>
</tr>
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<td>0</td>
<td>No relevant content.</td>
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</tbody>
</table>

POSSIBLE CONTENT:

- The emergence of psychology as a science began with Wundt’s work on introspection. The introspections were recorded under strictly controlled conditions, using the same stimuli and standardised instructions within an experimental psychology laboratory.

- However, behaviourists (e.g. Watson) were critical of introspection as it produced subjective, rather than objective data. They said that rather than focusing on internal mental processes that cannot be observed and measured, psychology should restrict itself to studying observable behaviour.

- The behaviourists focused on investigating the scientific processes involved in learning in carefully controlled laboratory experiments, and many psychologists continue to rely on the experimental method established within this approach. This is especially the case for those working within cognitive psychology which reintroduced the study of mental processes in the 1960s.

- From the 1980s onwards the biological approach began to become the dominant scientific approach in psychology due to advances in technology such as MRI and fMRI scanning.

Credit other relevant information...
5 Explain one difference between humanistic psychology and the psychodynamic approach.

(3 marks)

Marks for this question: AO3 = 3

<table>
<thead>
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</thead>
<tbody>
<tr>
<td>3</td>
<td>3</td>
<td>Outline of one difference is clear, coherent and mostly accurate. Specialist terminology is used effectively.</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>Outline of one difference is appropriate, but the answer has some inaccuracies or lacks clarity. Specialist terminology is sometimes used effectively.</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>Outline of one difference is limited/very limited. Specialist terminology is either absent or inappropriately used.</td>
</tr>
</tbody>
</table>

POSSIBLE DIFFERENCES:

'icon' One difference is that the psychodynamic approach is deterministic (psychic determinism), as it argues that people are (to some extent) controlled by unconscious forces. Where humanistic psychology sees humans as having free will and being active agents who are able to determine their own development.

'icon' Another difference is that humanistic psychology promotes a positive image of humans as being good and free to work towards the achievement of their potential (self-actualisation). Freud took a more negative view of the human condition, viewing us as slaves to our past; he claimed that we all exist somewhere between 'common unhappiness and absolute despair'.

'icon' A further difference is that they have led to the development of different types of treatment for mental health problems. Psychoanalysis involves a range of techniques designed to access the unconscious mind, whereas client-centred therapy involves providing clients with the unconditional positive regard that they failed to receive in childhood.

Credit other relevant differences.
6 Briefly explain one similarity and one difference between the biological approach and the cognitive approach.

Marks for this question: AO3 = 4

<table>
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</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>3 - 4</td>
<td>Explanation of one similarity and one difference is mostly clear and accurate. The answer is generally coherent with effective use of terminology.</td>
</tr>
<tr>
<td>1</td>
<td>1 - 2</td>
<td>Explanation of one similarity and one difference is limited. The answer may lack coherence. The use of specialist terminology is either absent or inappropriate. Or either a similarity or a difference has been explained.</td>
</tr>
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<td></td>
<td>No relevant content.</td>
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</table>

POSSIBLE SIMILARITIES:
- One similarity is that both approaches make use of scientific methods. The cognitive approach uses well-controlled laboratory experiments to investigate internal mental processes. The biological approach uses objective measuring techniques such as brain scans (e.g. fMRI).
- Both approaches have led to the development of successful treatments. The biological approach uses drug therapies, and the cognitive approach utilizes CBT. Both have been shown to be effective in treating a range of psychological conditions (e.g. depression).

POSSIBLE DIFFERENCES:
- One difference is that the biological approach is deterministic as it assumes that behaviour is predetermined by internal causes (such as genes; hard determinism). Whereas the cognitive approach is less deterministic as it suggests that we are in control of our own thoughts and behaviours, but these can only operate within the limits of what we already know and have experienced (soft determinism).
- The biological approach takes the nature side of the nature versus nurture debate, whereas the cognitive approach takes the interactionist position and recognises that while many of our information processing abilities are innate, they are constantly refined through experience.

Credit for relevant similarities or differences.
AQA A Level Psychology
The behaviourist approach

1 Which one of the following is not an assumption of the behaviourist approach
A Only observable behaviour should be studied because it can be measured.
B Laboratory studies are the best way to study behaviour objectively.
C All behaviour is learned through experience.
D All behaviour and learning is mediated by cognitive processes.

Marks for this question: AO1 = 1
Correct answer = D

2 Which one of the following is a valid limitation of the behaviourist approach?
A It has little scientific credibility.
B It sees humans as passive rather than active learners.
C There are very few practical applications resulting from the behaviourist approach.
D There is very little evidence to support the behaviourist approach.

Marks for this question: AO3 = 1
Correct answer = B

3 Briefly explain what is meant by the term ‘reinforcement’ in the context of operant conditioning.

Marks for this question: AO1 = 2

2 marks for a clear and coherent explanation of what is meant by the term ‘reinforcement.’
1 mark for a limited or muddled explanation.

CONTENT:
- Reinforcement refers to a consequence of a behaviour.
- That leads to it being repeated.
- Reinforcement can be positive, negative and vicarious.
4 Briefly outline Pavlov’s research into classical conditioning.

Marks for this question: AO1 = 3

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<tr>
<td>3</td>
<td>3</td>
<td>Outline of Pavlov’s research into classical conditioning is clear, coherent and mostly accurate. Specialist terminology is used effectively.</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>Outline of Pavlov’s research into classical conditioning is appropriate, but the answer has some inaccuracies or lacks clarity. Specialist terminology is sometimes used effectively.</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>Outline of Pavlov’s research into classical conditioning is limited/very limited. Specialist terminology is either absent or inappropriately used.</td>
</tr>
</tbody>
</table>

POSSIBLE CONTENT:
- Pavlov investigated learned responses in dogs, which he termed classical conditioning.
- Pavlov rang a bell every time that a dog was presented with food.
- After repeated pairings, the bell (neutral stimulus) became associated with the food (unconditioned stimulus).
- This resulted in the dog salivating (conditioned response) whenever a bell was rung (conditioned stimulus), even when there was no food.

Credit other relevant information.
Jason's friends laugh at him because he loves strawberry jelly so much, even though he is now 40 years old. He thinks that this may be because eating it makes him feel happy and reminds him of childhood birthday parties. His mum also used to make strawberry jelly for him when he was a little boy and was really pleased if he ate it all.

Using your knowledge of the classical and/or operant conditioning, explain why Jason loves strawberry jelly.

Marks for this question: AO2 = 4

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</thead>
<tbody>
<tr>
<td>2</td>
<td>3 - 4</td>
<td>Knowledge of classical and/or operant conditioning is mostly clear and accurate. The knowledge is applied appropriately to explain why Jason loves strawberry jelly. The answer is generally coherent with effective use of terminology.</td>
</tr>
<tr>
<td>1</td>
<td>1 - 2</td>
<td>There is limited/partial knowledge of classical and/or operant conditioning. There is some appropriate application; the answer may lack coherence. The use of specialist terminology is either absent or inappropriate.</td>
</tr>
<tr>
<td>0</td>
<td></td>
<td>No relevant content.</td>
</tr>
</tbody>
</table>

POSSIBLE APPLICATION (AND SELECTION OF RELEVANT MATERIAL):

- Classical conditioning – Jason could love jelly so much because he associates it with the happiness he would have felt at parties when he was a child. The unconditioned stimulus is the party, and the unconditioned response is the pleasure/happiness. Jelly is the neutral stimulus that would have been paired with the unconditioned stimulus, producing the unconditioned response of happiness. After going to several parties where jelly was served, the jelly became the conditioned stimulus and the pleasurable feelings he felt was the conditioned response.

- Operant conditioning – When Jason was a little boy his mum was really pleased when he ate it. This would have acted as positive reinforcement for Jason, and behaviour that is positively reinforced tends to be repeated. This could explain why he would have kept eating the jelly his mum made, and why he still eats it now.

Credit for a relevant application.
Jason's friends laugh at him because he loves strawberry jelly so much, even though he is now 40 years old. He thinks that this may be because eating it makes him feel happy and reminds him of childhood birthday parties. His mum also used to make strawberry jelly for him when he was a little boy and was really pleased if he ate it all.

Using your knowledge of the classical and/or operant conditioning, explain why Jason loves strawberry jelly.

Marks for this question: AO2 = 4

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</thead>
<tbody>
<tr>
<td>2</td>
<td>3 - 4</td>
<td>The discussion of one or more strengths is relevant, generally well-explained and focused on the behaviourist approach. The answer is generally coherent with effective use of specialist terminology.</td>
</tr>
<tr>
<td>1</td>
<td>1 - 2</td>
<td>The discussion of one or more strengths is relevant although there is a limited focus on the behaviourist approach. Specialist terminology is not always used appropriately or is absent.</td>
</tr>
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<td>No relevant content.</td>
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</tbody>
</table>

POSSIBLE EVALUATION:

The behaviourist approach has made a significant contribution to the recognition of psychology as a science. The experimental methods used by Pavlov and Skinner focused on more objective and measurable, dimensions of behaviour. According to behaviourists, this emphasis on the scientific method has led to an increasingly valid and reliable understanding of human behaviour.

The behaviourist approach has a number of practical applications. For example, understanding that many phobias are thought to be the result of earlier unpleasant learning experiences has helped psychologists develop therapies, such as systematic desensitisation, that attempt to recondition a patient’s fear response.

There is a large body of experimental evidence to support the claim of the behaviourist approach that learning occurs through classical and operant conditioning. Although much of this evidence comes from studies using animals, the research by Watson and Rayner (1920) with ‘Little Albert’ demonstrates how a phobia can be acquired through classical conditioning.

Credit other relevant strengths.
AQA A Level Psychology

Social learning theory

1 Which one of the following statements about social learning theory is true? Social learning theory...
A Does not take into account the cognitive factors involved in learning. ☐
B Is able to explain cultural differences in behaviour. ☐
C Suggests that role models tend to be people who are dissimilar to the observer. ☐
D Assumes that people are only able to learn through direct reinforcement. ☐

Marks for this question: AO1 = 1
Correct answer = B

2 Which one of the following terms is not associated with social learning theory?
A Inference ☐
B Identification ☐
C Imitation ☐
D Role model ☐

Marks for this question: AO1 = 1
Correct answer = A

3 Briefly explain what is meant by the term ‘vicarious reinforcement’ in the context of social learning theory.

Marks for this question: AO1 = 2

2 marks for a clear and coherent explanation of what is meant by the term ‘vicarious reinforcement.’
1 mark for a limited or muddled explanation.

CONTENT:
⇒ Observing the consequences of another person’s behaviour.
⇒ If they are rewarded, then the observer will be more likely to imitate their behaviour.
### Question 4

**Outline the role of mediational processes in learning.**

*(3 marks)*

**Marks for this question: AO1 = 3**

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<tbody>
<tr>
<td>3</td>
<td>3</td>
<td>Outline of the role of mediational processes in learning is clear, coherent and mostly accurate. Specialist terminology is used effectively.</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>Outline of the role of mediational processes in learning is appropriate, but the answer has some inaccuracies or lacks clarity. Specialist terminology is sometimes used effectively.</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>Outline of the role of mediational processes in learning is limited/very limited. Specialist terminology is either absent or inappropriately used.</td>
</tr>
</tbody>
</table>

**POSSIBLE CONTENT:**

- Mediational processes are mental or cognitive processes that intervene in the learning process and determine whether a new behaviour is acquired.
- Bandura identified four processes:
  - Attention – noticing the behaviour.
  - Retention – remembering the behaviour.
  - Reproduction – being able to perform the behaviour.
  - Motivation – having a reason to perform the behaviour.

**Credit other relevant information.**
Phoebe is four-years-old. One day her parents found her upstairs in front of the bedroom mirror putting on her mum’s lipstick and mascara.

Using your knowledge of social learning theory, explain why Phoebe might have been putting on makeup.

Marks for this question: AO2 = 4

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<tbody>
<tr>
<td>2</td>
<td>3 - 4</td>
<td>Knowledge of social learning theory is mostly clear and accurate. The knowledge is applied appropriately to explain why Phoebe might have been putting on makeup. The answer is generally coherent with effective use of terminology.</td>
</tr>
<tr>
<td>1</td>
<td>1 - 2</td>
<td>There is limited/partial knowledge of social learning theory. There is some appropriate application. The answer may lack coherence. The use of specialist terminology is either absent or inappropriate.</td>
</tr>
<tr>
<td>0</td>
<td></td>
<td>No relevant content.</td>
</tr>
</tbody>
</table>

POSSIBLE APPLICATION (AND SELECTION) OF RELEVANT MATERIAL:

- Phoebe will have observed her mum putting on makeup and is imitating her behaviour.
- Her mum will be an important role model for Phoebe, especially as she is the same gender; Phoebe is likely to have identified with her.
- Phoebe may have seen her mum receive positive reinforcement for wearing makeup (e.g. receiving compliments). This vicarious reinforcement acts as reinforcement for Phoebe.
- Phoebe will have paid attention to her mum putting on her makeup; she will have remembered what she did. Phoebe will then reproduce the behaviour and may be motivated to do so because she thinks her mum will say she looks good.

Credit other relevant application.
Phoebe is four years old. One day her parents found her upstairs in front of the bedroom mirror putting on her mum’s lipstick and mascara.

Using your knowledge of social learning theory, explain why Phoebe might have been putting on makeup.

Knowledge of social learning theory is mostly clear and accurate. The knowledge is applied appropriately to explain why Phoebe might have been putting on makeup. The answer is generally coherent with effective use of terminology.

Bandura’s research using the Bobo dolls was highly controlled (e.g. standardised procedures; children matched on pre-existing levels of aggression) and this means it is able to assess cause and effect. It is also replicable.

Bandura’s research using the Bobo dolls was artificial, strictly-controlled and contrived. As a result, there is the possibility of demand characteristics occurred, due to the children picking up on cues in the environment. If they guessed the aim of the investigation and behaved aggressively because they thought that was what they were expected to do, this would have lowered the internal validity of the study.

Bandura’s theory offers a more comprehensive explanation for human learning than the behaviourist approach as it recognises the role of cognition (mediational processes).

Bandura’s theory is supported by numerous research studies. For example, Rushton and Campbell (1977) found that same-sex modelling significantly increased the number of female observers who agreed to, and then actually did, donate blood.

Bandura’s theory has practical applications. For example, the principles of SLT have been used in promotional health campaigns as research has shown that identification with a character or example may increase the likelihood that audiences will model behaviour presented in an anti-alcohol message (Rushton and Campbell, 1977).

One limitation of SLT revolves around the issue of causality. It is not clear if people learn behaviour from models, or if they seek out models who exhibit behaviour or attitudes they already favour.

Credit other relevant evaluation. Research can be theory and/or research studies, so evaluation can be of Bandura’s theory and/or Bandura’s research with the Bobo doll.
1. Which one of the following terms is not associated with the cognitive approach?
   A. Artificial intelligence
   B. Information processing
   C. Congruence
   D. Internal mental processes

   Marks for this question: AO1 = 1
   Correct answer = C

2. Which one of the following is a valid limitation of the cognitive approach? The cognitive approach...
   A. Has very few practical applications.
   B. Has been criticised for ignoring the influence of emotion and motivation.
   C. Relies on subjective methods to investigate cognitive processes.
   D. Does not recognise the complexity of human behaviour.

   Marks for this question: AO3 = 1
   Correct answer = B

3. Briefly explain what is meant by the term cognitive neuroscience.

   Marks for this question: AO1 = 2

   2 marks for a clear and coherent explanation of what is meant by the term cognitive neuroscience.
   1 mark for a limited or muddled explanation.

   CONTENT:
   ➔ The scientific study of brain structures and their influence on cognitive/mental processes.
   ➔ That involves scanning the brain while it is carrying out a cognitive process to see which areas of the brain active.
4. Outline one or more features of the cognitive approach.

(3 marks)

Marks for this question: AO1 = 3

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<td>3</td>
<td>3</td>
<td>Outline of one or more features of the cognitive approach is clear, coherent and mostly accurate. Specialist terminology is used effectively.</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>Outline of one or more features of the cognitive approach is appropriate, but the answer has some inaccuracies or lacks clarity. Specialist terminology is sometimes used effectively.</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>Outline of one or more features of the cognitive approach is limited; very limited. Specialist terminology is either absent or inappropriately used.</td>
</tr>
</tbody>
</table>

POSSIBLE FEATURES:

- Behaviour is influenced by internal mental processes that can be both conscious and non-conscious (e.g. internal mental processes).
- Mental processes are internal and cannot be directly observed, meaning that cognitive psychologists have to study them indirectly using controlled experiments to make inferences about what is happening within the human ‘mind’.
- Schemas are the internal mental representation of experience, knowledge and understanding; schemas affect our cognitive processing.
- Mental processing can be compared to that of a computer as there are similarities in the way in which information is processed.
- Theoretical and computer models can be used to provide testable theories about mental processing; these can then be studied scientifically, and inferences can be made.

Credit other relevant information.
Katie has never been to Italy before. While she is staying there on holiday, she decides to catch a bus to a nearby town. She finds the bus stop and checks the timetable. However, when she gets on the bus and tries to buy a ticket, she discovers that she needed to have bought one from the ticket office before boarding.

5 Using your knowledge of schemas, explain Katie’s experience of catching a bus in Italy.

Marks for this question: AO2 = 4

<table>
<thead>
<tr>
<th>LEVEL</th>
<th>MARKS</th>
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</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>3 - 4</td>
<td>Knowledge of the role of schemas is mostly clear and accurate. The knowledge is applied appropriately to explain Katie’s experience of catching a bus in Italy. The answer is generally coherent with effective use of terminology.</td>
</tr>
<tr>
<td>1</td>
<td>1 - 2</td>
<td>There is limited/partial knowledge of the role of schemas. There is some appropriate application. The answer may lack coherence. The use of specialist terminology is either absent or inappropriate.</td>
</tr>
<tr>
<td></td>
<td>0</td>
<td>No relevant content.</td>
</tr>
</tbody>
</table>

POSSIBLE APPLICATION (AND SELECTION) OF RELEVANT MATERIAL:

- Katie will have developed a schema (package of information) for catching buses based on her previous experiences.
- This will include knowing that buses stop at a bus stop and that there is likely to be a bus timetable on display at the bus stop which explains where the buses go to and what times they stop.
- However, Katie’s schema for buses would include information about paying the driver once you get onto the bus and that is not the case in Italy.
- Katie would now need to build a more sophisticated schema for catching buses that includes the information that in some countries you may need to buy your ticket before you get onto the bus.

Credit other relevant application.
6 Evaluate the use of theoretical and/or computer models to make inferences about mental processes.

Marks for this question: AO3 = 4

<table>
<thead>
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<tbody>
<tr>
<td>2</td>
<td>3 - 4</td>
<td>The evaluation is relevant, generally well-explained and focused on the use of theoretical and/or computer models to make inferences about mental processes. The answer is generally coherent with effective use of specialist terminology.</td>
</tr>
<tr>
<td>1</td>
<td>1 - 2</td>
<td>The evaluation is relevant, although there is a limited focus on the use of theoretical and/or computer models to make inferences about mental processes. Specialist terminology is not always used appropriately or is absent.</td>
</tr>
<tr>
<td>0</td>
<td></td>
<td>No relevant content.</td>
</tr>
</tbody>
</table>

POSSIBLE EVALUATION:

- A strength of using theoretical models to make inferences is that they have enabled a greater understanding of how processes like memory work and psychologists have been able to devise experiments to test different aspects of the models (e.g. the multi-store model).
- A strength of using computer models to make inferences about how humans process information is that they have provided a useful tool in the development of artificial intelligence.
- Using a computer model to make inferences about how humans process information has been criticised for machine reductionism, as it ignores the influence of human emotion and motivation. For example, research has found that emotional factors (e.g. anxiety) can influence memory (a cognitive process). This would not be the case for a computer.

Credit other relevant evaluation...
AQA A Level Psychology
The biological approach

1. Which **one** of the following statements about the biological approach is false? The biological approach...
   A. Assumes that thoughts, feelings and behaviour have a physical basis.
   B. Assumes that to understand human behaviour fully, we must look at biological structures and processes.
   C. Suggests that it is possible to separate out nature and nurture and look at the effects of the genotype on behaviour.
   D. Sees the mind as being the inner workings of the brain.

   (1 mark)

Marks for this question: AO1 = 1
Correct answer = C

2. Which **one** of the following is not an example of a biological structure that influences behaviour?
   A. Endocrine system
   B. Brain
   C. Peripheral nervous system
   D. Phenotype

   (1 mark)

Marks for this question: AO1 = 1
Correct answer = D
3 Briefly explain what is meant by the term ‘evolution’ in the context of human behaviour. (2 marks)

Marks for this question: AO1 = 2

2 marks for a clear and coherent explanation of what is meant by the term ‘evolution’ in the context of human behaviour.
1 mark for a limited or muddled explanation, or one that is not written in the context of behaviour.

CONTENT:
➔ According to Darwin’s theory of natural selection, certain behaviours increase our chances of survival and reproduction.
➔ This means that the genes responsible for these behaviours will be passed from one generation to the next and the behaviours will continue.

4 Briefly explain the influence of neurochemistry on behaviour. (3 marks)

Marks for this question: AO1 = 3

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<thead>
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<td>Explanation of the influence of neurochemistry on behaviour is clear, coherent and mostly accurate. Specialist terminology is used effectively.</td>
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<td>Explanation of the influence of neurochemistry on behaviour is appropriate, but the answer has some inaccuracies or lacks clarity. Specialist terminology is sometimes used effectively.</td>
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</tbody>
</table>

POSSIBLE CONTENT:
➔ Biological psychologists recognise the role of chemicals in determining behaviour.
➔ For example, at the synapse, signals are sent between neurons.
➔ Different neurotransmitters have different functions; for example, ACh causes muscle contraction.
➔ Imbalances in neurotransmitter levels are associated with atypical behaviour; for example, too little serotonin has been associated with depression.

Credit other relevant information.
Discuss one or more limitations of the biological approach.

Marks for this question: AO3 = 4

<table>
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<td>The discussion of one or more limitations is relevant, generally well-explained and focused on the biological approach. The answer is generally coherent with effective use of specialist terminology.</td>
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<td>1 - 2</td>
<td>The discussion of one or more limitations is relevant, although there is a limited focus on the biological approach. Specialist terminology is not always used appropriately or is absent.</td>
</tr>
<tr>
<td>0</td>
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</tr>
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</table>

POSSIBLE LIMITATIONS:

- One limitation of the biological approach is that causation is often strongly implied in explanations that focus on brain structures, even though the evidence is often correlational. For example, one explanation of schizophrenia suggests that a lack of activity in the ventral striatum is linked to the development of negative symptoms. However, such research only suggests there is an association between brain structures and behaviour; it cannot tell us that the reduced activity in that area of the brain caused the behaviour.

- The biological approach may be considered deterministic as it implies that humans have little control over their behaviour, and are predetermined to behave in certain ways due to internal, biological causes. This is a limitation as it does not align with the way that the legal system views human behaviour, where people are seen as responsible for their behaviour regardless of their biology.

- The biological approach relies on twin studies to provide evidence that certain behaviours may be influenced by genes. However, a problem with twin studies is that twins (especially identical twins) are often exposed to very similar environments. Therefore, the findings of twin studies could be interpreted as supporting nurture rather than nature.

Credit other relevant limitations.
Discuss one or more limitations of the biological approach.

Marks for this question: AO3 = 4

The discussion of one or more limitations is relevant, generally well explained and focused on the biological approach. The answer is generally coherent with effective use of specialist terminology.

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The biological approach relies on twin studies to provide evidence that certain behaviours may be influenced by genes. However, a problem with twin studies is that twins (especially identical twins) are often exposed to very similar environments. Therefore, the findings of twin studies could be interpreted as supporting nurture rather than nature.

In a study of personality, researchers studied 100 pairs of identical twins. They gave the twins a questionnaire to measure their levels of extroversion (a score of 50 suggested very high levels of extroversion) and recorded how many twin pairs had similar scores (less than 5 points difference) and how many twin pairs had dissimilar scores (5 or more points difference). Table 1 is shown below.

<table>
<thead>
<tr>
<th>Twin pairs with similar scores</th>
<th>Twin pairs with dissimilar scores</th>
</tr>
</thead>
<tbody>
<tr>
<td>35</td>
<td>65</td>
</tr>
</tbody>
</table>

6 Use your knowledge of genotype and phenotype to explain the data in Table 1.

Marks for this question: AO2 = 4

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>2</td>
<td>3 - 4</td>
<td>Knowledge of genotype and phenotype is mostly clear and accurate. The knowledge is applied appropriately to explain the data in Table 1. The answer is generally coherent with effective use of terminology.</td>
</tr>
<tr>
<td>1</td>
<td>1 - 2</td>
<td>There is limited/partial knowledge of genotype and phenotype. There is some appropriate application. The answer may lack coherence. The use of specialist terminology is either absent or inappropriate.</td>
</tr>
<tr>
<td>0</td>
<td></td>
<td>No relevant content.</td>
</tr>
</tbody>
</table>

POSSIBLE APPLICATION (AND SELECTION) OF RELEVANT MATERIAL:

- The genotype (actual genetic make-up) is the same for all the twin pairs as they are all MZ/identical twins. Therefore, if personality is inherited the scores for extroversion for each pair would be expected to be very similar. This is the case for 35 of the twin pairs.
- However, 65 of the twin pairs have different phenotypes (physical expression of genotype) because they have scores for extroversion that are not similar. This could be the result of the environment because they have different friends, have been treated differently by their parents, or have had different experiences at school.

Credit other relevant application.
AQA A Level Psychology

Humanistic psychology

1. Which one of the following statements about Maslow’s hierarchy of needs is true?
   A. Self-esteem is the highest need in the hierarchy.
   B. Safety and security is the most basic need in the hierarchy.
   C. Love and belonging is a lower need than self-esteem.
   D. Love and belonging are a higher need than self-esteem.

   Marks for this question: AO1 = 1
   Correct answer = C

2. Which one of the following is a valid limitation of humanistic psychology? Humanistic psychology...
   A. Takes a holistic approach to understanding behaviour.
   B. Has a very negative view of human behaviour.
   C. Takes a very deterministic approach.
   D. Includes a number of vague ideas that are very difficult to test.

   Marks for this question: AO3 = 1
   Correct answer = D

3. Briefly explain what is meant by the term ‘congruence’ in humanistic psychology.

   Marks for this question: AO1 = 2

   2 marks for a clear and coherent explanation of what is meant by the term ‘congruence.’
   1 mark for a limited or muddled explanation.

   CONTENT:
   ✰ Congruence is said to occur when there is agreement.
   ✰ Between a person’s self-concept and their self-esteem.
4 Briefly explain the influence of humanistic psychology on counselling.

(Marks for this question: AO1 = 3)

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>3</td>
<td>3</td>
<td>Explanation of the influence of humanistic psychology on counselling is clear, coherent and mostly accurate. Specialist terminology is used effectively.</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>Explanation of the influence of humanistic psychology on counselling is appropriate, but the answer has some inaccuracies or lacks clarity. Specialist terminology is sometimes used effectively.</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>Explanation of the influence of humanistic psychology on counselling is limited/very limited. Specialist terminology is either absent or inappropriately used.</td>
</tr>
</tbody>
</table>

POSSIBLE CONTENT:
- Rogers developed client-centred therapy in order to reduce the gap between the self-concept and the ideal self, in order to restore congruence.
- Rogers believed that many of the issues that adults experience, such as feeling worthless and having low self-esteem, can be traced back to childhood.
- Client-centred therapy involves the therapist showing unconditional positive regard towards the client by expressing acceptance, empathy and understanding of their condition.
- This is because Roger’s believed that many people had not received unconditional positive regard in childhood and instead had conditions of worth placed upon them by parents.
- When the client feels sufficiently supported, the conditions of worth affecting their self-concept will dissipate enabling them to move towards their ideal self and how they want to behave, rather than how they feel they should act.
- Rogers also developed Q-sort as an objective way to measure how therapy was progressing.

Credit other relevant information.
John is a very talented artist and would love to take A level Art and go to Art college to develop his talent; however, he thinks that he is not good enough. John’s parents are not supportive, as they think studying Art would be a waste of time and not lead to a job. John is worried that if he upsets his parents, they will not love him anymore so has reluctantly chosen science subjects for A level in order to study engineering, even though it is not really what he wants to do.

5 Using your knowledge of self-actualisation and conditions of worth, explain why John may have taken the decision to study science subjects.

Marks for this question: AO2 = 4

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>2</td>
<td>3 - 4</td>
<td>Knowledge of self-actualisation and conditions of worth is mostly clear and accurate. The knowledge is applied appropriately to explain why John may have taken the decision to study science subjects. The answer is generally coherent with effective use of terminology.</td>
</tr>
<tr>
<td>1</td>
<td>1 - 2</td>
<td>There is limited/partial knowledge of self-actualisation and conditions of worth. There is some appropriate application. The answer may lack coherence. The use of specialist terminology is either absent or inappropriate. Or only one concept (self-actualisation or conditions of worth) is explained at level 2.</td>
</tr>
<tr>
<td>0</td>
<td></td>
<td>No relevant content</td>
</tr>
</tbody>
</table>

POSSIBLE APPLICATION (AND SELECTION) OF RELEVANT MATERIAL:
- Self-actualisation refers to personal growth and a person’s innate tendency to achieve their full potential. John is being blocked from being able to self-actualise (develop his talent as an artist) due to wanting to please his parents.
- John is afraid that his parents will not love him if he does not choose the career path they would prefer, which suggests that he has had conditions of worth placed upon him. He feels that his parents will only approve of him if he studies engineering rather than art.
- This is the opposite of unconditional positive regard, where John would understand that his parents would love him whatever career path he chose.

Credit other relevant application.
6 Evaluate Maslow’s hierarchy of needs.

Marks for this question: AO3 = 4

<table>
<thead>
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</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>3 - 4</td>
<td>The evaluation is relevant, generally well-explained and focused on Maslow’s hierarchy of needs. The answer is generally coherent with effective use of specialist terminology.</td>
</tr>
<tr>
<td>1</td>
<td>1 - 2</td>
<td>The evaluation is relevant, although there is a limited focus on Maslow’s hierarchy of needs. Specialist terminology is not always used appropriately or is absent.</td>
</tr>
<tr>
<td>0</td>
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<td>No relevant content.</td>
</tr>
</tbody>
</table>

POSSIBLE EVALUATION:

- Despite there being little empirical support, Maslow’s hierarchy of needs has been applied in areas such as education and management.
- Maslow’s hierarchy emphasises individual achievement, which raises concerns about possible cultural bias since this is not desirable in every culture and may only be a feature of Westernised or individualistic nations.
- Maslow’s assumption that the lower needs must be satisfied before a person can achieve their potential and self-actualise has been disputed. Through examining cultures in which large numbers of people live in poverty, it is clear that people are still capable of higher order needs such as love and belongingness. However, this should not occur, as according to Maslow, people who have difficulty achieving very basic physiological needs (such as food, shelter, etc.) are not capable of meeting higher growth needs.

Credit other relevant evaluation.
AQA A Level Psychology
The psychodynamic approach

1. Which one of the following statements about the psychodynamic approach is true?
   A. The superego is formed during the phallic stage of development.
   B. The superego uses defence mechanisms to protect us from anxiety.
   C. The ego is based on the pleasure principle.
   D. Fixation in the oral stage can lead to obsessive behaviour.

   Marks for this question: AO1 = 1
   Correct answer = A

2. Which one of the following is not one of Freud’s psychosexual stages?
   A. Phallic
   B. Genital
   C. Latency
   D. Identity

   Marks for this question: AO1 = 1
   Correct answer = D

3. Briefly explain what is meant by the term ‘repression’.

   Marks for this question: AO1 = 2

   2 marks for a clear and coherent explanation of what is meant by the term ‘repression’.
   1 mark for a limited or muddled explanation.

   CONTENT:
   - An unconscious defence mechanism.
   - That involves removing a distressing memory from the conscious mind and placing it into the unconscious.

---

SAMPLE
4 In the context of the psychodynamic approach, outline the role of the unconscious.

Marks for this question: AO1 = 3

<table>
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<tr>
<td>3</td>
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<td>Outline of the role of the unconscious is clear, coherent and mostly accurate. Specialist terminology is used effectively.</td>
</tr>
<tr>
<td>2</td>
<td>2</td>
<td>Outline of the role of the unconscious is appropriate, but the answer has some inaccuracies or lacks clarity. Specialist terminology is sometimes used effectively.</td>
</tr>
<tr>
<td>1</td>
<td>1</td>
<td>Outline of the role of the unconscious is limited/very limited. Specialist terminology is either absent or inappropriately used.</td>
</tr>
</tbody>
</table>

POSSIBLE CONTENT:

- Freud viewed the human mind as an iceberg with consciousness being the small part of the mind which we are aware of (the top of the iceberg); the unconscious makes up a much larger proportion of the human mind (beneath the surface).

- The unconscious mind is responsible for a lot of human behaviour.

- Most of the content of the unconscious mind is unpleasant or unacceptable; the unconscious holds traumatic events or memories that have repressed.

- The unconscious mind can reveal itself in several ways, including dreams, fantasies and slips of the tongue, otherwise known as ‘Freudian slips’.

Credit other relevant information.
Dan’s girlfriend is really cross with him. He is very messy around the house and constantly engages in reckless behaviours, such as gambling and driving too fast. Dan never appears to feel guilty about making mess or gambling away the money they need to pay bills; if she challenges him, he just shrugs it off and says it is not a problem. His girlfriend wonders whether his behaviour has something to do with his childhood; however, Dan says that he cannot remember very much about it. He knows that his dad left home when he was four and thinks his mum spoiled him to compensate.

5 Using your knowledge of the psychodynamic approach, explain Dan’s behaviour.

Marks for this question: AO2 = 4

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<td>2</td>
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<td>Knowledge of the psychodynamic approach is mostly clear and accurate. Knowledge is applied appropriately to explain Dan’s behaviour. The answer is generally coherent with effective use of terminology.</td>
</tr>
<tr>
<td>1</td>
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<td>There is limited/partial knowledge of the psychodynamic approach. There is some appropriate application. The answer may lack coherence. The use of specialist terminology is either absent or inappropriate.</td>
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POSSIBLE APPLICATION (AND SELECTION) OF RELEVANT MATERIAL:
- Dan may be fixated in the anal stage of development, as being thoughtless and messy are both consequences of fixation in this stage.
- He may also be fixated in the phallic stage of development, as being reckless is a consequence of fixation in this stage.
- His mother may have been too lenient when she was potty training him, as this was around the time his father left.
- Dan cannot remember very much about his early childhood and this might have been repressed into his unconscious mind because it was so traumatic.
- Disruption around this time and being unable to identify with his same-sex parent (father) may have resulted in him developing a weak superego which is why he does not seem to feel guilty.
- He is also using the defence mechanism of denial, and this could be the ego’s attempt to deal with the conflict caused by his irresponsible behaviour.

Credit other relevant application.
6 Explain one or more strengths of the psychodynamic approach.

Marks for this question: AO3 = 4

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<td>The discussion of one or more strengths is relevant, generally well-explained and focused on the psychodynamic approach. The answer is generally coherent with effective use of specialist terminology.</td>
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<td>The discussion of one or more strengths is relevant although there is a limited focus on the psychodynamic approach. Specialist terminology is not always used appropriately or is absent.</td>
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POSSIBLE EVALUATION:

The psychodynamic approach has been highly influential in psychology and beyond. The evidence for psychodynamic ideas is almost entirely clinical rather than empirical, and its scientific credibility is questionable; however, few people would deny that people have unconscious motives and demonstrable defence mechanisms.

The psychodynamic approach has also drawn attention to connections between experiences in childhood and later development. It stimulated other researchers such as Bowlby to investigate the effects of early attachments on development.

The psychodynamic approach has useful and practical applications. It has led to the development of psychoanalysis, designed to access the unconscious mind. There is evidence to support the efficacy of psychoanalysis, for example, Biskup et al., (2005) reported a naturalistic study of 36 patients that demonstrated that at the end of psychoanalytic therapy, 77% of the patients showed clinically significant improvements.

Credit other relevant strengths.