**UNIVERSITY EXAMINATION 2018/2019**

**SCHOOL OF SOCIAL SCIENCES**

**DEPARTMENT OF PSYCHOLOGY**

**DIPLOMA IN COUNSELLING PSYCHOLOGY/SECURITY STUDIES**

**AND CRIMINOLOGY/COUNTY GERVONANCE**

**REGULAR**

**UNIT CODE: DCP1101 UNIT TITLE: INTRODUCTION TO PSYCHOLOGY**

**MAIN EXAMS TIME: 2 HOURS**

**INSTRUCTIONS:**

**ANSWER QUESTION ONE AND ANY OTHER TWO QUESTIONS**

**Question One**

1. Define the following terms:
2. Cognition. (2 Marks)
3. Intelligence. (2 Marks)
4. Operant conditioning. (2 Marks)
5. Behavior shaping. (2 Marks)
6. Similarity. (2 Marks)
7. Name 10 ways you have learnt in this course that can improve memory. (10 Marks)
8. As a counselor you have been called upon to help people promote their sensory memory. Discuss your content. (10 Marks)

**Question Two**

1. By the use of a diagram, discuss Maslow’s hierarchy of needs. (10Marks)
2. Explain these two schools of psychology;
3. Behaviorism. (5 Marks)
4. Psychoanalytic school. (5 Marks)

**Question Three.**

1. What is the importance of the study of Psychology in the counseling field? (10 Marks)
2. States of consciousness acts as strong motives. Discuss (10 Marks)

**Question Four.**

1. Identify and discuss the two main factors that influence intelligence. (10 Marks)
2. List five of the factors that can help you increase your self-actualization. (10 Marks)

**Question Five.**

1. Differentiate giving examples, Intrinsic and Extrinsic motivation.

(6 Marks)

1. Discuss the practical application of classical conditioning theory of learning. (8 Marks)
2. As a counselor, how can you apply classical conditioning at a workplace?

(6 Marks)