



**AMREF INTERNATIONAL UNIVERSITY
SCHOOL OF MEDICAL SCIENCES
DEPARTMENT OF NURSING & MIDWIFERY SCIENCES
BACHELOR OF SCIENCE IN NURSING (PRESERVICE)
END OF SEMESTER DECEMBER 2023 EXAMINATIONS**

COURSE TITLE AND CODE: AIU 114; INTRODUCTION TO SOCIAL PSYCHOLOGY

DATE: 13-DECEMBER -2023

Duration: 2 HOURS

Start: 4.15PM

Finish: 6.15PM

INSTRUCTIONS

1. This exam is out of 70 marks
2. This Examination comprises THREE Sections. Section I: Multiple Choice Questions (20 marks)
Section II: Short Answer Questions (30 marks) and Section III: Long Answer Questions (20 marks)
3. Answer ALL Questions.
4. Do Not write anything on the question paper -use the back of your booklet for rough work if need be.

SECTION I: MULTIPLE CHOICE QUESTIONS

(20 MARKS)

1. Social psychology is the scientific study of how people _____, and _____ one another: -
 - A. Socialize, feel about, acts towards
 - B. Perceive, think about, acts towards
 - C. Thinks about, influence, and relate to
 - D. Observe, influence, and relate to.

2. The statement about social psychology most accurate is: -
 - A. People's thoughts, feelings, and behavior are influences by social situations
 - B. People's thoughts, feelings, and behaviors are influenced by social situations.
 - C. People's thoughts, feelings, and behaviors are influence by social psychology
 - D. People's thoughts, feelings, and behaviors are influenced by their biology.

3. Social psychology is primarily concern with way in which: -
 - A. Group factors contribute to the functioning of social institution
 - B. Unconscious forces influence conscious motivation and desires
 - C. Individuals think, feel, and behave with regard to other
 - D. Specific personality characteristics predict behaviour across situations

4. Behavior directed toward individual on the basis of their membership in a particular group: -
 - A. Attitude
 - B. Prejudice
 - C. Discrimination
 - D. Stereotype

5. Nana is very quite at school, but later that night at a party, she gets 'crazy' and starts to cut the rug on the dance floor. Nana is experiencing: -
 - A. Deindividuation
 - B. Peer pressure
 - C. Group polarization
 - D. Drug influence

6. If you have a friend who is reluctant to help you to clean your room, you may be successful by simply asking them to help move one item. This call is referred to as: -
 - A. Foot-in-the-door
 - B. Altruism
 - C. Door-in-the-foot
 - D. Bystander effect

7. _____ is a negative emotional response or dislike toward members of a group membership: -
 - A. Prejudice
 - B. Discrimination
 - C. Stereotype
 - D. Schemas

8. The fundamental attribute error occurs when a person underestimates or does not consider _____ and focuses too much on _____ attributes or personal effects: -

- A. Situational; disposition
- B. Disposition; situation
- C. Unconscious; situational
- D. Situational; unconscious

9. When a person experience guilt or discomfort because he or she realizes is not being truthful with their friends, then this person may be experiencing: -

- A. Cognitive Dissonance
- B. Victim blame
- C. Conformity
- D. Stereotyping

10. The following encourages interpersonal attraction: -

- A. Personal space
- B. Proxemics
- C. Competition
- D. Similarity

11. Differential attitude _____ are beliefs about what members of a group are like: -

- A. Stereotype
- B. Discrimination
- C. Prejudice
- D. Outgroup

12. When a person with little or no authority makes a direct request to another person, the situation involves:-

- A. Coercion
- B. Obedience
- C. Conformity
- D. Compliance

13. Leadership is the process by which certain group members: -

- A. Guide and love the group
- B. Influence and lead the group
- C. Influence and motivate the group
- D. Motivate and guide the group

14. Cognitive dissonance is: -

- A. A form of observational learning
- B. A process by which positive emotions are associated with the target object
- C. An attitude shift caused by repeated expression of attitudes.
- D. A phenomenon in which a person experiences psychological distress due to conflicting thoughts and beliefs

15. Altruism refers to: -

- A. Actions that are generally valued by other people
- B. Behavior that unintentionally benefits others
- C. Behavior that benefits others but is not expected to benefit the self

D. None of the above

16. A fun rock concert is an example of what type of a crowd: -

- A. Casual
- B. Expressive
- C. Conventional
- D. Passive

17. A type of non-institutionalized activity in which many types of people engage voluntarily is known as what: -

- A. Violent behavior
- B. Collective behavior
- C. Passive aggressive behavior
- D. Active behavior

18. _____ is a leader who holds positions in the intermediate and lower levels of the administrative hierarchy in an organization: -

- A. The policy maker
- B. The bureaucrat
- C. The administrator
- D. Symbolic leader

19. Many ways by which people produce changes in others in their behavior, attitudes, or beliefs called as: -

- A. Social conformity
- B. Social influence
- C. Social compliance
- D. Social cognition

20. _____ is the degree of attraction felt by an individual toward some group and want to belong to it: -

- A. Liking and attraction
- B. Cohesiveness
- C. Social influence
- D. Love

SECTION II: SHORT ANSWER QUESTIONS (30 MARKS)

1. Define the concept “attitude” (5 marks)
2. List five (5) functions of schema. (5 marks)
3. Outline five (5) differences between prejudice and discrimination (5 marks)
4. State five (5) characteristics of a good leader (5 marks)
5. Briefly explain the following concepts in attraction and liking (5 marks)
6. Explain three effects of social and physical surroundings on aggression and behavior. (5 marks)

SECTION III: LONG ANSWER QUESTION – (20 MARKS)

1. Explain the concept of personal space using clear examples (10 marks)
2. Discuss five (5) determinants of collective behavior in Smelser’s theory of collective behaviour. (10 marks)