



**AMREF INTERNATIONAL UNIVERSITY
SCHOOL OF MEDICAL SCIENCES
DEPARTMENT OF HSMD
END OF SEMESTER AUGUST 2026 EXAMINATIONS**

MAIN

AIU 114: INTRODUCTION TO SOCIAL PSYCHOLOGY

Date : 13th AUGUST 2026

TIME : TWO (2) Hours Start-----5:30 PM-----End.....7:30 PM

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.

Section I

1. In the definition of psychology, behaviour means.
 - A. Internal processes
 - B. Mental processes
 - C. Outward or overt actions and reactions
 - D. Only human behaviour
 - E. Emotional feelings only
2. When our mental activity undergoes a change in quality or pattern, this is called a(n)
 - A. Waking consciousness
 - B. Altered state of consciousness
 - C. Transient state of consciousness
 - D. Hallucination
 - E. Selective attention
3. In which disorder does breathing stop for nearly half a minute or more?
 - A. Sleep apnea
 - B. Night terrors
 - C. Sleepwalking
 - D. Narcolepsy

E. Insomnia

4. Although Zachary's parents have told him that he attended his grandfather's funeral when he was 9 years old, Zachary has no memory of the funeral. According to Freud, Zachary's memory of the funeral may be being the _____ mind.
- A. Preconscious
 - B. Conscious
 - C. Conscience
 - D. Unconscious
 - E. Rational
5. Which of the following statements about conditioning is false, according to Pavlov?
- A. The Conditioned Stimulus and Unconditioned stimulus must come close together in time
 - B. The Conditioned Stimulus must follow immediately after the Unconditioned stimulus
 - C. The neutral stimulus and unconditioned stimulus must be paired several times before conditioning takes place
 - D. Unconditioned response is the reflex response to the unconditioned stimulus
 - E. Conditioning occurs after only one pairing in all situations
6. A genetically programmed bit of behaviour that occurs when circumstances are appropriate and that require no learning is called
- A. Habit
 - B. Instinct
 - C. Imprinting
 - D. Inhabitation
 - E. Reflex learning
7. Freud defined the healthy adult as one who is able to love and work. Erikson agreed, observing that the adult struggles to attain intimacy and
- A. Affiliation
 - B. Identity
 - C. Competence
 - D. Generativity
 - E. Self-esteem
8. _____ occurs when a response is followed by experiencing something pleasurable.
- A. Positive reinforcement
 - B. Negative reinforcement
 - C. Punishment
 - D. Generalization
 - E. Extinction
9. According to Erik Erikson, achieving true intimacy is difficult if one's _____ is not already

established.

- A. Career
- B. Independence
- C. Identity
- D. Marriage
- E. Intelligence

10. During which stage of cognitive development, according to Piaget, does a child gain the ability to understand conservation and perform concrete operations?

- A. Sensorimotor
- B. Preoperational
- C. Concrete operational
- D. Formal operational
- E. Transitional operational

11. _____ argues that social behaviours are developed through genetics and inheritance:

- A. Socio-cultural Perspective
- B. Social cognition
- C. Social learning
- D. Evolutionary Perspective
- E. Humanistic perspective

12. What is the main focus of Erik Erikson's stage of generativity vs. stagnation?

- A. Establishing a sense of identity
- B. Developing intimate relationships
- C. Nurturing the next generation
- D. Achieving a sense of autonomy
- E. Building self confidence

13. In which psychosexual stage might fixation result in a person who is excessively neat and fussy?

- A. Oral
- B. Anal
- C. Phallic
- D. Genital
- E. Latency

14. According to behaviourists, personality is

- A. Driven by unconscious forces
- B. A set of learned responses
- C. Motivated by striving for success
- D. A collection of specific traits
- E. Determined entirely by heredity

15. Which of the following represents the correct order of Freud's psychosexual stages of development?
- A. Oral, Anal, Phallic, Latency, Genital
 - B. Anal, Phallic, Oral, Genital, Latency
 - C. Phallic, Oral, Anal, Genital, Latency
 - D. Oral, Phallic, Anal, Latency, Genital
 - E. Oral, Anal, Latency, Phallic, Genital
16. Which of Freud's parts of personality is most likely short term memory?
- a. Conscious
 - b. Preconscious
 - c. Unconscious
 - d. Subconscious
 - e. Ego
17. Which of the following best defines the term "development"?
- A. The process of becoming older
 - B. The process of acquiring new skills and knowledge
 - C. The process of becoming mature
 - D. The process of physical growth and change
 - E. A continuous process of growth, change and adaptation
18. A very useful principle of learning is that a new response is strengthened by?
- A. Reinforcement
 - B. Discriminative stimulus
 - C. Punishment
 - D. Biofeedback
 - E. Observation
19. According to Kohlberg, preconventional morality focuses on _____; conventional morality is more concerned with _____.
- A. upholding laws and social rules; self interest

- B. self-interest; basic ethical principles
- C. upholding laws and social rules; basic ethical principles
- D. self-interest; upholding laws and social rules
- E. Personal values; avoiding punishment

20. According to Jean Piaget, the ability to think logically about abstractions indicates
- A. Concrete operational thought
 - B. Egocentrism
 - C. Formal operation thought
 - D. Conservation
 - E. Symbolic thinking

Section II

21. Distinguish between Social Psychology and Developmental Psychology (4 marks)
22. State two types of attention in Social Psychology. (2 marks)
- 23.
24. Citing an example of a maladaptive behavior, outline FOUR reasons why it is considered abnormal. (4 marks)
25. Outline three elements of human personality according to Sigmund Freud. (3 marks)
26. State five factors that influence human development. (5 marks)
27. Identify three symptoms associated with depression. (3 marks)
- 28.
29. Highlight five basic concepts of research. (5 marks)
30. Outline four reasons why social psychology is considered as a science. (4 marks)

Section III

31. Jay is a 30-year-old man who grew up in a small town in a close-knit family. From an early age, he displayed traits of introversion, sensitivity, and a strong sense of empathy towards others. As he matured, these traits became more pronounced and had a significant impact on his social interactions and relationships. Explain the complex interplay of any FIVE factors that may have shaped Jay's personality. (10 marks)
32. Depression remains one of the most complex and debated diagnoses in psychiatry. Discuss the treatment options available for patients diagnosed with this disorder. (10 marks)