



**AMREF INTERNATIONAL UNIVERSITY
SCHOOL OF MEDICAL SCIENCES
DEPARTMENT OF NURSING & MIDWIFERY SCIENCES
END OF SEMESTER SEP-DEC 2025 EXAMINATIONS**

**COURSE CODE AND TITLE: AIU 114: Introduction to Social Psychology
DATE: 3RD DEC 2025**

Duration: Start: 9:00 AM Finish: 11:00 AM

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. The triad of affect, behavior, and cognition is central to:-
 - A. Attribution theory
 - B. Operant conditioning
 - C. Impression management
 - D. The ABC model of attitudes

2. Attributing a patient's anger to "bad personality" rather than severe pain is an example of:-
 - A. Situational attribution
 - B. Self-serving bias
 - C. Normative influence
 - D. Fundamental attribution error

3. The Milgram obedience study is primarily criticized because it:-
 - A. Uses deception without protecting the participants
 - B. Lacks ecological validity
 - C. Studies only college students
 - D. Focuses on conformity rather than obedience

4. Providing pain medication to relieve pain for a patient is an example of:-
 - A. Negative reinforcement
 - B. Positive reinforcement
 - C. Punishment
 - D. Classical conditioning

5. Seeing a dramatic case on the news and thinking it happens often is an example of:-
 - A. Anchoring heuristic
 - B. Representativeness heuristic
 - C. Availability heuristic
 - D. Confirmation bias

6. A high _____ would be demonstrated when one feels proud after successfully saving a patient's life.
 - A. Self-esteem
 - B. Self-concept
 - C. Self-presentation
 - D. Social identity

7. The process of copying the behaviors of coworkers so they feel accepted and liked is called:-
- A. Informational influence
 - B. Normative influence
 - C. Compliance
 - D. Obedience
8. Patients who are very busy are most easily persuaded by:-
- A. Logical arguments with details
 - B. Simple cues like the doctor's confidence or appearance
 - C. Careful cost-benefit analysis
 - D. Rewards and punishment
9. A statement illustrating cognitive dissonance would be:-
- A. "I counsel patients about exercise, but I never exercise myself."
 - B. "I know stress affects health, so I practice yoga."
 - C. "I believe in equality, and I act fairly."
 - D. "I wash my hands because infection control is vital."
10. Groupthink in hospital committees or meeting is reduced by:-
- A. Encouraging rapid decisions
 - B. Suppressing minority opinions
 - C. Emphasizing group harmony above all
 - D. Assigning a devil's advocate
11. _____ occurs when one thinks that a patient missed medication because of cultural beliefs, not laziness.
- A. Dispositional attribution
 - B. Stereotype threat
 - C. Situational attribution
 - D. Impression management
12. Nursing students learn good skills by watching and copying experienced nurses. This is:-
- A. Observational learning
 - B. Group polarization
 - C. Cognitive dissonance
 - D. Reactance theory

13. The Stanford Prison Experiment showed that:-
- A. Personality explains aggression
 - B. Aggression is innate
 - C. Situational roles can override personal values
 - D. Social learning has no impact
14. Acting confident even when nervous, to reassure patients is an example of:-
- A. Attribution
 - B. Impression management
 - C. Cognitive dissonance
 - D. Social comparison
15. For nurses in palliative care, the healthiest way to manage emotions is:-
- A. Emotional suppression
 - B. Reappraisal
 - C. Avoidance
 - D. Rumination
16. _____ is most likely to occur when nurses use too much jargon.
- A. Message distortion
 - B. Nonverbal leakage
 - C. Channel overload
 - D. Motivational resistance
17. According to Festinger's theory, the discomfort from holding inconsistent beliefs and behaviors is called:-
- A. Attribution error
 - B. Attitude polarization
 - C. Emotional contagion
 - D. Cognitive dissonance
18. _____ leadership empowers junior nurses through shared decision-making.
- A. Autocratic
 - B. Laissez-faire
 - C. Authoritarian
 - D. Democratic

19. In-group favoritism among nurses can unintentionally lead to:-

- A. Increased collaboration
- B. Better care for outsiders
- C. Unequal treatment of patients or staff
- D. Improved patient safety

20. Comforting a patient mainly to receive thanks in return is explained by:-

- A. Empathy–altruism hypothesis
- B. Social exchange theory
- C. Role-based altruism
- D. Prosocial identity

SECTION II: SHORT ANSWER QUESTIONS **(30 MARKS)**

- 21. State five (5) theories that explain aggression. (5 marks)
- 22. Briefly explain the five (5) leadership styles in social psychology. (5 marks)
- 23. state five (5) strategies for reducing prejudice and discrimination in healthcare. (5 marks)
- 24. Give five (5) factors that influence helping or prosocial behavior. (5 marks)
- 25. State five (5) differences between altruism and professional duty in nursing. (5 marks)
- 26. outline five (5) consequences of compassion fatigue for nurses. (5 marks)

SECTION III: LONG ANSWER QUESTION **(20 MARKS)**

- 27. Nurses often work in teams where group dynamics and leadership styles determine the quality of patient outcomes.
 - a. Describe Tuckman’s stages of group development and show how each stage might appear in an inter-professional healthcare team. (8 marks)
 - b. Using examples from nursing compare how transformational and transactional leadership styles influence teamwork and patient care. (6 marks)
 - c. Identify three risks of groupthink in clinical decision-making and explain one way to prevent each. (6 marks)