



MANICALAND STATE UNIVERSITY OF APPLIED SCIENCES

FACULTY OF AGRIBUSINESS AND APPLIED SOCIAL SCIENCES

APPLIED PSYCHOLOGY DEPARTMENT

INTRODUCTION TO SOCIAL PSYCHOLOGY

CODE: SSPS102

SESSIONAL EXAMINATIONS

DECEMBER 2023

DURATION: 3 HOURS

EXAMINER: MR I. SIFELANI

INSTRUCTIONS

- 1. Answer any **FOUR** questions.*
 - 2. Total marks **100**.*
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Question 1

Demonstrate your understanding of the following:

- (a) Social behaviour (5 marks)
- (b) Prejudice (5 marks)
- (c) Social loafing (5 marks)
- (d) Altruism (5 marks)
- (e) Recency effect (5 marks)

Question 2

- (a) Examine any **three** roles of social psychologists (12 marks)
- (b) Illustrate how a social psychologist can conduct research on the association between media violence and bullying behaviour (13marks)

Question 3

Examine any **four** factors which might contribute to marital success. (25 marks)

Question 4

An individual may change his/her behaviour in response to a request made by another person. Assess any **four** factors which might influence this behaviour change.(25 marks)

Question 5

Discuss any **four** persuasion strategies which can be used by a sales person to convince clients to buy their products. (25 marks)

Question 6

Using any model of your choice, evaluate the processes people go through in helping them make decisions to help another person. (25 marks)

END OF EXAMINATION