

Past-paper walk-through

Attribution Theory and Person Perception ■ 4.1

eXercise

Questions in this set

- 2023 Set 1 Q1 ■ 7 marks
- 2023 Set 1 Q2 ■ 7 marks
- 2023 Set 2 Q1 ■ 7 marks
- 2023 Set 2 Q2 ■ 7 marks

Reading the mark scheme

- **B1** a mark that stands on its own – the point is either made or not.
- **M1** a *method* mark: the right approach, even if the number is wrong.
- **A1** an *answer* mark, and it usually needs its M mark first.
- **C1** a working mark on the way to the answer.
- **//** separates answers the examiner accepts equally.
- **ecf** = error carried forward: a later part is marked on your own earlier answer.
- **owtte** = “or words to that effect” – the wording need not match.

Question 1

2023 Set 1 ■ Q1 ■ 7 marks

Concept Application. Part A Steve is in the kitchen happily making breakfast for his four children, who are all playing together in the living room. After hearing a loud crash, Steve becomes quite upset and rushes into the living room, where he sees a lamp shattered on the floor. The children are watching television, and no one is trying to clean up the lamp. Explain how each of the following relates to the scenario. ■

Soundwave amplitude ■ Procedural memory ■ Diffusion of responsibility ■

Dispositional attribution ■ Ghrelin Part B Instead of asking the children what happened, Steve immediately turns off the television and sends them all outside to rake the large amount of leaves in the backyard. Steve stays irritable for the rest of the day. Explain how each of the following relates to the scenario. ■ Authoritarian parenting style ■ Steve's high level of the Big Five trait of neuroticism

Solution 1

- Concept Application, 7 points. Points — Explain how each of the following relates to the scenario. Question 1: Concept Application 7 points Soundwave amplitude — Response must indicate that relevant to the scenario, a loud sound is associated with high soundwaves, or a soft sound is associated with low soundwaves. | Explain how each of the following relates to the scenario. Authoritarian parenting style — Response must indicate that Steve is demonstrating a parenting style that includes high control, no discussion of expectations or consequences (one-way communication), or that focuses on obedience and discipline.
- General notes: spelling and grammar do not reduce a score; a definition alone does not earn a point, the concept must be applied to the scenario.

Question 2

2023 Set 1 ■ Q2 ■ 7 marks

Research Design. Michael is the regional manager for a car company and needs to give a presentation to the president of the company about how different management styles might relate to the total number of sales of the company's new electric car. He hires an industrial/organizational psychologist to study three stores, each in a different city. Each store's manager has their own distinct management style: ■ In Store A, the manager has a supportive style (open and warm). ■ In Store B, the manager has a strict style (rigid and severe). ■ In Store C, the manager, who is Michael's good friend, has a distant style (permissive and disengaged). The number of electric cars sold at each store over a five-month period is shown in the table.

ELECTRIC CARS SOLD BY STORE	Month	Store A (supportive style)	Store B (strict style)	Store C (distant style)
January				
February				
March				
April				
May				

■ Explain why this study is not a true experiment. ■ Identify the implied dependent variable for the study if the study

Question 2

had been a true experiment. ■ Calculate the mean of Store B's sales. ■ Explain why the location of the store is a confounding variable in this study. ■ Explain how the halo effect could influence Michael's interpretation of the findings. ■ Explain why the hiring of an industrial/organizational psychologist was appropriate for this study. ■ Explain how Michael could use positive reinforcement to help him finish his presentation by the deadline.

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Solution 2

- Research Design, 7 points. Points — Identify the implied dependent variable for the study if the study had been a true experiment. — Response must indicate that the number of cars sold would be the dependent variable. | Explain how the halo effect could influence Michael's interpretation of the findings. — Response must indicate that Michael's previous positive perception of Store C's manager will cause him to think more positively toward Store C's sales data than he otherwise would. | Explain how Michael could use positive reinforcement to help him finish his presentation by the deadline. — Response must indicate Michael could reward himself with something that he likes each time he works on his presentation to make it more likely that he will keep working.

Solution 2

- General notes: spelling and grammar do not reduce a score; a definition alone does not earn a point, the concept must be applied to the scenario.

Question 1

2023 Set 2 ■ Q1 ■ 7 marks

Concept Application. Part A Jordan recently moved to a new school for her senior year of high school, and she has been adjusting to her new environment. Explain how each of the following relates to Jordan's adjustment to her new school. ■ Spotlight effect ■ Cognitive map ■ Jordan's low level of the Big Five trait of extraversion Part B Jordan tries out for and makes the debate team. Jordan has made friends with other members of the team, and she really enjoys sitting with them at lunch every day. The coach is impressed with Jordan's debate skills, so he makes her captain of the team. When Jordan starts to help the coach plan for the next big debate, her friends stop sitting with her at lunch. She then stops helping the coach plan for the next debate but ends up winning it. Explain how each of the following concepts relates to the scenario. ■ Negative punishment ■ Formal operational stage of cognitive development ■ Actor-observer bias concerning Jordan's debate performance ■ Jordan's high level of

Question 1

self-efficacy

Solution 1

- Concept Application, 7 points. Points — Explain how each of the following relates to Jordan's adjustment to her new school. Spotlight effect — Response must indicate that Jordan overestimates how much the people at her new school are paying attention to/judging her. | Explain how each of the following concepts relates to the scenario. Negative punishment — Response must indicate that because Jordan's friends stop sitting with her at lunch, she stops helping the coach plan for the next debate. | Explain how each of the following concepts relates to the scenario. Question 2: Research Design 7 points Peripheral route to persuasion — Response must indicate that the advertisements utilize factors other than the quality of the game (e.g., bright colors, lively music, or celebrities shown

Solution 1

in the ads) to persuade consumers. OR Response must indicate that the person exposed to the advertisement is persuaded by factors other than quality of the game (e.g., bright colors, lively music, or celebrities shown in the ads).

- General notes: spelling and grammar do not reduce a score; a definition alone does not earn a point, the concept must be applied to the scenario.

Question 2

2023 Set 2 ■ Q2 ■ 7 marks

Research Design. Mobile Gamer Central (MGC) is preparing to launch a new game app. The advertisements for this new game are brightly colored, have lively music, and feature celebrities playing the game. To generate interest in the game, MGC pays to have these advertisements pop up multiple times while people are using other apps on their phone. The marketing director is pleased with the advertising campaign and thinks the game is really fun to play. Part A Explain how each of the following concepts relates to the scenario. ■ Peripheral route to persuasion ■ False consensus effect ■ Mere-exposure effect Part B After a few weeks with moderate success, MGC's marketing director decides to test the most effective ways to increase sales of the game. Marketing researchers recruit 100 people to play the new game. They randomly assign half of the people to observe someone demonstrating how the game is played and assign the other half of the people to play the video game themselves. Participants

Question 2

rate how likely they are to buy the game on a scale of 1 (not likely) through 10 (very likely). Results are presented in the table.

	Participants' Rating	Observed Game Demonstration (n = 50)	Personally Played Game (n = 50)	p value
Mean	6.31	2.04		
Standard Deviation	1.25	0.80		

■ Identify the operational definition of the dependent variable in the study.
 ■ Explain what the difference between the standard deviations in the study indicates.
 ■ Explain why random assignment is necessary for determining cause and effect in the study.
 ■ Explain what the p value allows MGC to conclude about the study.

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Solution 2

Mark scheme

- Research Design, 7 points. Points — Identify the operational definition of the dependent variable in the study. — Response must indicate that the operational definition of the dependent variable is the rating/score/number on the scale used in the study.
- General notes: spelling and grammar do not reduce a score; a definition alone does not earn a point, the concept must be applied to the scenario.