

CENTRE FOR MODERN LANGUAGES & HUMAN SCIENCES

FINAL TEST

COURSE	:	INTRODUCTION TO HUMAN BEHAVIOR
COURSE CODE	:	UHE3032
LECTURER	:	ABCD PQRS
DATE	:	XXXXX
TIME	:	2 HOURS
SESSION/SEMESTER	:	XXXXX
PROGRAMME CODE	:	ALL PROGRAMME

INSTRUCTIONS TO CANDIDATE:

1. This paper consists of **THREE** (3) sections:

SECTION A: (15 Questions)

SECTION B: (6 Questions)

SECTION C: (2 Questions)

2. Answer **ALL** questions in SECTION A and SECTION B.

3. Answer only **ONE** (1) question from SECTION C.

4. Candidates are not allowed to bring any material other than those allowed by the invigilator into the examination room.

EXAMINATION REQUIREMENTS:

- **NAME** : _____
- **ID NO.** : _____
- **SECTION** : _____

DO NOT TURN THIS PAGE UNTIL YOU ARE TOLD TO DO SO

This examination paper consists of **TWELVE** (12) printed pages including front page

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SECTION A

Answer **ALL** questions

MULTIPLE CHOICE QUESTIONS (15 MARKS)

INSTRUCTION: This part consists of 15 questions. Each question has four options of **A, B, C** and **D**. Choose **ONE** correct answer by circling a letter completely in the question paper.

- 1) Which of the following is **NOT** true about human nature _____?
 - a) Humans have two components which are physical and spiritual.
 - b) Human is created by God and have been chosen as a vicegerent on earth
 - c) **Human nature can be measured directly**
 - d) Human possesses the element of rationale souls and animal souls inside themselves

- 2) Below are the statements on why we need to study theories in psychology, **EXCEPT**
 - a) **Gain knowledge for self-fulfillment**
 - b) Provide framework in a certain situation
 - c) Develop research questions, assessment & intervention programme.
 - d) Understanding the complexity of human behaviour.

- 3) Below are the processes of scientific method in conducting a research for social sciences. Choose the **CORRECT** order for the processes.
 - a) Analyse data → formulate hypothesis → collect data → identify questions
 - b) Analyse data → collect data → formulate hypothesis → identify questions
 - c) **Identify questions → formulate hypothesis → collect data → analyse data**
 - d) Formulate Hypothesis → identify questions → analyse data → collect data

- 4) “The X approach is a method that uses questionnaires to gather information about relationships between two variables (e.g. the relationship between loneliness and psychological well-being among Malaysian young adults)”. Which of the following is the **BEST** to describe the approach of X?
 - a) Descriptive research method
 - b) Experimental research method
 - c) **Correlational research method**
 - d) Case study method

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- 5) *“The Y is the part of the personality in psychoanalytic approach that represents the conscience. It is the moral part of us and develops due to the moral and ethical restraints placed on us by our caregivers. Many equate the Y with the conscience as it dictates our belief of right and wrong”*. Which of the following is the **BEST** to describe the structure of personality Y?.
- a) Id.
 - b) Ego.
 - c) **Super Ego.**
 - d) Ego ideal.
- 6) *“X approach is based on the belief that childhood experiences greatly influence the development of late personality traits and psychological problems. It also stresses the influence of unconscious fears, desires and motivations on thoughts and behavior”*. X is _____.
- a) **Psychodynamic approach**
 - b) Humanistic approach
 - c) Behavioral approach
 - d) Biological approach
- 7) Freud’s Psychoanalytic Theory consists of _____
- i. Id
 - ii. Ego
 - iii. Superego
 - iv. Psychotherapy
- a) i and ii
 - b) **i, ii and iii**
 - c) i, ii and iv
 - d) i, ii, iii and iv
- 8) According to Gardner’s Theory of Multiple Intelligence, the ability to understand other people and social interactions is _____ Intelligence.
- a) Naturalistic
 - b) **Interpersonal**
 - c) Intrapersonal
 - d) Spatial
- 9) You are just passing an old, dark, and haunted-like house around 12.30am at the midnight, then you hear a voice of crying woman, suddenly you smell a fragrance smell of fresh flowers. At that time, you are experiencing a (n) _____.
- a) **Sensation**
 - b) Perception
 - c) Illusions
 - d) Emotion of fear

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10) *You're late leaving work, and as you head across the parking lot to your car, you hear footsteps behind you in the dark. Your heart pounds and your hands start to shake. You interpret these physical responses as emotion of fear.* The situation refers to the _____.

- a) **James-Lange Theory**
- b) Schachter-Singer Theory
- c) Cannon-Bard Theory
- d) Han Selye Theory

11) The following is true about the limitation of human cognition **EXCEPT** _____.

- a) Human mind and cognitive aspect of the human is very limited
- b) Human thought and thinking framework of the human varies
- c) **Human mind and spirituality is related to Godliness dimension**
- d) Naturally, human mind sometimes have the tendency to follow or break the law and regulation

12) Which of the following is the criticism of the theory of Darwinism?

- i. The theoretical framework is illogical and invalid.
 - ii. It contradicts to the evidences from the revealed sources (Divine sources).
 - iii. The characteristic of animals are not similar to human.
 - iv. The theory has not been backed up by any concrete scientific discovery.
- a) i and ii.
 - b) i, ii, and iv.
 - c) ii, iii, and iv.
 - d) **i, ii, iii, and iv.**

13) According to Maslow's theory, self-actualization is referred to one's maximum potential. The example of achievements in self-actualization stage are as below, **EXCEPT**

- a) Achievement in morality
- b) Achievement in creativity
- c) Problem solving & decision making oriented
- d) **Give and receive love.**

14)

Talkative, active, joiner and affectionate

The statements in the box below show _____.

- a) Introversion
- b) **Extraversion**
- c) Neuroticism
- d) Openness

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15) *“Student A got 3.80 in his CGPA result. Somebody claims that his success is quite related to genetic factor. It is due to the fact that four of his brothers become the professional engineers. He is self-confident, never give-up, self-motivated, inspiring others, and patient during his study time. But the most important thing is he always performs the daily prayer in seeking God bless. He really believed that the relationship between man and god is prerequisite of the success in life”.* Which of the following is the **BEST** to demonstrate the type of intelligence of student A?.

- a) Intelligence Quotient (IQ).
- b) Emotional Quotient (EQ).
- c) Spiritual Quotient (SQ).
- d) **Emotional & Spiritual Quotient (ESQ).**

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SECTION B

STRUCTURED QUESTIONS (15 MARKS)

INSTRUCTION: Answer **ALL** questions with the appropriate answer.

1) The best discipline to explain and understand human behavior is psychology. Define psychology and give two objectives why we have to study human psychology. **[3 marks]**

• **Define Psychology. (1m)**

Psychology is a field of study that focuses on human behavior and mental processes.

• **Objectives why we have to study human psychology (2m)**

- i. To understand other because human are unique
- ii. To determine how and why people behave the way they do
- iii. To improve human behavior
- iv. To predict & Control behavior
- v. To determine causes of behavior
- vi. To observe & describe behavior

2) Fill in the blanks with the correct answers. **[2 marks]**

a) **Sensation (1m)** is the process by which our sense organs receive information from the environment.

b) **Perception (1m)** is the process by which people select, organize, and interpret sensations

3) Psychology has applications in many area of human life. The applications of psychology include education, health, sports, environmental, policy, business and etc. Please define consumer psychology and give an appropriate example. **[2 marks]**

Define consumer psychology: (1m)

Consumer psychology is the study of human decision making and behavior in the marketplace. In this area, researchers analyze the effects of advertising on consumers' attitudes and buying habits

Examples: (1m)

- Marketing strategy OR
- Social Marketing OR
- Public Policy OR
- Etc.

4) Explain the stage of self-actualization needs by Abraham Maslow **[2 marks]**

- At the top of Maslow's hierarchy is self-actualization need **(1m)**.
- When the need for self-esteem is satisfied, the individual strives for self-actualization, the innate need to develop one's maximum potential and realize one's abilities and qualities. **(1m)**

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- 5) Explain the stage of physiological needs by Abraham Maslow. Give the example that related to your life as students. **[3 marks]**
- At the base of Maslow's hierarchy is a physiological need. **(1m)**
 - These include needs that are prime importance to the immediate survival of the individual **(1m)**
 - These have to do with the needs for as air, food, water, shelter, rest and sleep. **(1m)**
- 6) Below are the types of extrasensory of perception (ESP). Please describe the type of ESP. **[3 marks]**
- a) **Telepathy:** Mind to mind communication **(1m)**
 - b) **Clairvoyance:** Perception of remote events **(1m)**
 - c) **Precognition:** Ability to see future events **(1m)**

SECTION C

ESSAY QUESTIONS (10 MARKS)

INSTRUCTION: This part consists of **TWO (2)** questions. Answer **ONE (1)** question only. Write your answers in the Answer Sheet provided. Every essay should have introduction and conclusion.

QUESTION 1

There are three structure of personality in Psychoanalytic Theory. The structures are id, ego and superego. Explain the three structures accordingly and **HOW** you apply this theory to your life as a human being. Support your answer with an appropriate example.

Introduction (1m)

- Psychoanalytic theory was introduced by Sigmund Freud and the theory explained that human behavior is motivated by an inner force called the human mind. The three parts of human mind include id, ego and superego.

Points (8m)

1. ID : (2m)

- Id represents psychological energy, or libido and it operates on pleasure principles which can be understood as a demand to take care of needs immediately. The Id only knows that what it wants and what it wants right away regardless of the present circumstances.
- Id does not care about morals, society and other individuals
- Id starts from birth to 6 months
- Id demanding, unrealistic, primitive, instinctual, uncivilized, undisciplined

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2. EGO : (2m)

- Ego is the one that relates to the world or reality to satisfy the demands of the Id. The ego operates by reality principle & uses problem solving based on how it judges reality. It controls the demands of & mediates between the Id and the Superego according to the demands of the reality.
- Ego operates on conscious level
- Ego begins in the first 6 or 8 months of life and fairly well developed at age 2 or 3 years
- Ego serves to control and guide actions of an individual

3. SUPEREGO : (2m)

- SUPEREGO- is the one that rewards the moral behavior and punishes actions that are not acceptable by creating guilt. The superego is our conscience, a residue of internalized values & moral training of early childhood.
- Superego operates on both conscious and unconscious
- Superego functions based on moral principle
- Superego develops around the age of 3-4 or 4-5 and fairly well developed at age 10 years

4. HOW you apply this theory to your life as a human being. & Example : (2m)

- Example: When I See money on floor. Thus, this situation sets off a conflict between the three parts of mind. **(0.5m)**
- Application: The situation will lead to a conflict between the id, ego and superego. Therefore the id says, "Take the money and run" whereas the superego says, "Do not steal the money" Then, the ego will confront according to demand of id and superego. The ego says "Do any customers in the fast-food shop see the money on the floor? Could I take the money? Should I pick up the money and return it to the man?" **(1.5m)**
- Etc.

Conclusion (1m)

- A well-balanced mind is very important. It is achieved by having a strong ego. It is the ego that balances the competing forces of the id, on the one hand, and the superego on the other. If either of these two competing forces overwhelms the ego, then anxiety/unstable mind is the result. **(1m)**

[10 marks]

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QUESTION 2

Erik Erikson emphasized on eight stages of development from birth to old age and death. Explain the eight stages accordingly and HOW you apply this theory to your life as a young adult student. Support your answer with an appropriate example.

[10 marks]

Introduction (0.5m)

- Erikson identified eight stages of development from birth through old age and death.
- At each stage, Erikson presented a developmental crisis which had to be mastered. Each crisis is a set of normal stresses imposed on a person by the demands of society.
- The stages are: 1) trust vs. mistrust, 2) autonomy vs. shame and doubt, 3) initiative vs. guilt, 4) industry vs. inferiority, 5) identity vs. role confusion, 6) intimacy vs. isolation, 7) generativity vs. stagnation and 8) Ego integrity vs. despair.

Points (8m)

1. Trust vs. Mistrust (0-1 years old). (1m)

- The first stage is the period of infancy. As the infant learns to rely on caregivers so that basic needs of warmth, food, and comfort are met, he begins to believe and trust in his caregivers. Mistrust may occur if care is inconsistent or inadequate. The infant may view the environment as being unsafe or chaotic.

•

2. Autonomy vs. shame and doubt (1-3 years old). (1m)

- During the toddler years, the child begins to learn more about his environment through newly learned motor and language skills. He is gaining independence through parental encouragement with activities of daily life, such as eating, toileting, and dressing. Shame and doubt result if the parents are overprotective and do not allow the child a chance to attempt new skills. Expectations that is too high for the developmental age of the child can produce feelings of inadequacy in the child.

3. Initiative vs. guilt (3-6 years old), (1m)

- A time for seeking new experiences and imagining the “how” and “why” of surrounding activities. Confidence gained as a toddler now allows the preschooler a sense of initiative in learning. Guilt is the negative result of restrictions or reprimands for their many questions and explorations. Guilt can be seen a hesitancy to attempt more challenging skills in motor or language development.

4. Industry vs. inferiority (7-12 years old), (1m)

- The school-age child focuses on the end results of his accomplishments. He gains much pleasure in finishing projects and receiving recognition from family, teacher, and schoolmates. This sense of industry is benefited by rewards, such as good grades or winning

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games. As sense of competition develops through peer interaction and also assists in development of sense of industry.

- If child is not accepted by his peers or cannot meet expectations of adults, a feeling of inferiority and lack of self-worth may occur. However, the school-age child receives feedback from many persons at this time due to increased social interaction from the home. This increased interpersonal exchange allows for negative influences to be encountered with support from more positive influences.

5. Identity vs. role confusion (12-18 years old), (1m)

- The adolescent is faced with many changes occurring in his own body. Hormonal changes cause physiologic growth of secondary sex characteristics and labile mood swings. The transition from childhood to adulthood requires many decisions based on the teenager's perception of self. Achieving a stable sense of identity is the major task for the adolescent. Attempting various roles enables one to acquire an idea of self from personal observations and from peers, parents, or other role models. Occasionally, rebellion and resistance to conformity are the norm.
- Role confusion may occur if the adolescent is unable to obtain a sense of who he really is, or the direction in which he plans to take in his life. This fluctuation between identity and role confusion makes adolescence a period of turmoil for many.

6. Intimacy vs. role confusion (20 years old – young adult), (1m)

- The task of the young adult is intimacy, which involves uniting self-identity with identities of friends for social or career endeavors. It includes the development of close personal relationships based on commitment to others, which necessitates self-sacrifice and compromise. Fear of such commitments can predispose the young adult to isolation and loneliness.

7. Generativity vs. stagnation (late 20's to 50's- middle adult), (1m)

- The middle adult years are time of concern for the next generation and guiding one's own children or those friends, relatives, or community groups. This sense of guidance is exhibited in a variety of creative approaches to one's work or life experiences. There is an intense desire to leave a contribution to the world. If generativity does not occur, stagnation results. The person becomes self-absorbed, is obsessed with his own health needs, or regresses to earlier means of coping.

8. Ego Integrity vs. Despair (50's and beyond- old adult), (1m)

- Later adulthood or old age allows for the reminiscence of life events with the attainment of purpose and fulfillment. Positive feelings present a sense of ego integrity. When the aging adult believes his life was a series of failures or missed directions, a sense of despair may prevail. During this final stage of development a final attempt to resolve the cumulative conflicts throughout life should occur.

9. HOW you apply this theory to your life as a young adult student & example (1m)

- Intimacy vs. isolation stage
- Finding who you want to be friends.
- Etc.

Conclusion (1m)

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END OF QUESTION PAPER