Cambridge Assessment International Education

Cambridge International AS & A Level

PSYCHOLOGY **9990/32**

Paper 3 Specialist Options: Theory **October/November 2022**

1 hour 30 minutes

1713506431

You must answer on the enclosed answer booklet.

You will need: Answer booklet (enclosed)

INSTRUCTIONS

- Answer **four** questions in total:
  - Answer questions from **two** options.
  - For each chosen option, answer **all** questions.
- Follow the instructions on the front cover of the answer booklet. If you need additional answer paper, ask the invigilator for a continuation booklet.

INFORMATION

- The total mark for this paper is 60.
- The number of marks for each question or part question is shown in brackets [ ].

This document has **4** pages. Any blank pages are indicated.

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Psychology and abnormality

Answer **all** questions.

1 **(a)** Explain what is meant by 'kleptomania'. [2]

(b) Outline **two** of the components that Griffiths (2005) used to define addiction. [4]

(c) Explain **one** strength and **one** weakness of the definition of addiction proposed by Griffiths. [6]

2 **(a)** Describe treatments and management of schizophrenia and delusional disorder (biochemical, ECT, token economy, CBT). [8]

(b) Evaluate treatments and management of schizophrenia and delusional disorder (biochemical, ECT, token economy, CBT), including a discussion of ethics. [10]

Psychology and consumer behaviour

Answer **all** questions.

3 **(a)** Explain what is meant by 'satisficing' in consumer decision-making. [2]

(b) Describe 'prospect theory' in consumer decision-making. [4]

(c) Explain **two** weaknesses of prospect theory in consumer decision-making. [6]

4 **(a)** Describe what psychologists have discovered about selling the product (sales techniques, interpersonal influence techniques, ways to close a sale). [8]

(b) Evaluate what psychologists have discovered about selling the product (sales techniques, interpersonal influence techniques, ways to close a sale), including a discussion on usefulness. [10]

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Psychology and health

Answer **all** questions.

5 **(a)** Identify **two** biochemical tests that measure non-adherence in patients. [2]

(b) Describe the procedure used in the study by Chung and Naya (2000) on pill counting. [4]

(c) Explain **two** weaknesses of the study by Chung and Naya. [6]

6 **(a)** Describe what psychologists have discovered about sources of stress (physiology of stress and effects on health, and causes of stress). [8]

(b) Evaluate what psychologists have discovered about sources of stress (physiology of stress and effects on health, and causes of stress), including a discussion of nature versus nurture. [10]

Psychology and organisations

Answer **all** questions.

7 **(a)** Explain what is meant by 'organisational commitment', e.g. Mowday et al. (1979). [2]

(b) Outline **two** hygiene factors identified by Herzberg (1959) in the two-factor theory of job satisfaction. [4]

(c) Explain **one** strength and **one** weakness of the two-factor theory of job satisfaction. [6]

8 **(a)** Describe what psychologists have discovered about need theories (hierarchy of needs, ERG theory, achievement motivation). [8]

(b) Evaluate what psychologists have discovered about need theories (hierarchy of needs, ERG theory, achievement motivation), including a discussion of determinism versus free-will. [10]

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