

Cambridge International AS & A Level

PSYCHOLOGY

Paper 3 Specialist Options: Theory

9990/33

May/June 2022

1 hour 30 minutes



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.

Psychology and abnormality

Answer all questions.

1	(a)	Identify two characteristics of bipolar disorder. [2]			
	(b)	Describe rational emotive behaviour therapy (REBT) as a treatment for depression (Ellis, 1962). [4]			
	(c)	Explain one similarity and one difference between REBT and one biological treatment for depression. [6]			
2	(a)	Describe explanations of phobias. [8]			
	(b)	Evaluate explanations of phobias, including a discussion of nature versus nurture. [10]			
	Psychology and consumer behaviour				
Answer all questions.					
3	(a)	Lauterborn proposed 'the 4 Cs marketing mix model' of advertising.			
		Identify two of the 'Cs'. [2]			
	(b)	Describe the procedure and one result from the study by Auty and Lewis (2004) on product placement in films. [4]			
	(c)	Explain one strength and one weakness of the study by Auty and Lewis. [6]			
4	(a)	Describe what psychologists have discovered about sound and consumer behaviour. [8]			
	(b)	Evaluate what psychologists have discovered about sound and consumer behaviour, including a discussion about experiments. [10]			

Psychology and health

Answer all questions.

- 5 (a) Explain why people with Type A personality are more likely to experience stress-related illness. [2]
 - (b) Describe stress inoculation training (SIT) as a technique for preventing stress (Meichenbaum, 1985).
 - (c) Explain one strength and one weakness of stress inoculation training (SIT) as a technique for preventing stress.
- 6 (a) Describe what psychologists have discovered about managing and controlling pain. [8]
 - (b) Evaluate what psychologists have discovered about managing and controlling pain, including a discussion about determinism versus free-will. [10]

Psychology and organisations

Answer all questions.

7	(a)	Explain what is meant by 'enrichment' as a job design technique.	[2]
	(b)	Describe the study on workplace sabotage by Giacalone and Rosenfeld (1987).	[4]

- (c) Explain two weaknesses of the study by Giacalone and Rosenfeld. [6]
- 8 (a) Describe what psychologists have discovered about leadership style (contingency theory, situational leadership, styles of leader behaviour). [8]
 - (b) Evaluate what psychologists have discovered about leadership style (contingency theory, situational leadership, styles of leader behaviour), including a discussion about practical applications. [10]

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