

- N.B: 1) All questions are compulsory.  
2) All questions carry 20 marks.

**Q1) Attempt any two questions.** (20)

- A. With the help of research evidence, discuss obstacles hindering problem solving.
- B. Explain how mental images are involved in the process of thinking.
- C. Describe how concepts and prototypes influence our thinking.

**Q2) Attempt any two questions.** (20)

- A. Identify the key elements of the early instinct and drive reduction approaches to motivation.
- B. Explain the characteristics of three types of psychological needs.
- C. Describe how Maslow's hierarchy of needs and self-determination Theories explain motivation.

**Q3) Attempt any two questions.** (20)

- A. Describe how the neo-Freudian modified Freud's theory.
- B. Evaluate the influence of Freudian Theory on modern personality Theories.
- C. Compare and contrast the learning Theories of Bandura and Rotter.

**Q4) Attempt any two questions. (Use of calculator is allowed)** (20)

- A. (i) Calculate the mean, median and mode for the following set of score: (07)  
25,29,19,26,52,24,21  
30,27,25,23,31,28,20  
(ii) Write a note on skewed distribution. (03)
- B. Calculate the standard deviation and range of the following set of scores and the z score of 78.  
69,72,67,70,74,78,68,66
- C. Discuss two types of errors and how to avoid them.

**Q5) Attempt any two questions.** (20)

- A. Identify some methods that people use and make decision.
- B. Compare and contrast arousal approach and incentive approach to motivation.
- C. Explain how the mind and personality are structured, according to Freud.
- D. (i) Prepare a frequency distribution table from the following set of scores: (06)  
40 38 38 40 39 37 40 37 40 41  
41 39 37 36 40 41 39 38 38 38  
36 41 37 39 40 41 36 41 36 39  
(ii) Why is the standard deviation a preferred measure of variability in comparison with the range. (04)