

BINDURA UNIVERSITY OF SCIENCE EDUCATION

FACULTY OF COMMERCE

JUN 2025

DEPARTMENT OF HUMAN CAPITAL MANAGEMENT

INTRODUCTION TO PSYCHOLOGY (HCM101) (1)

DURATION: 3 HOURS

INSTRUCTIONS TO CANDIDATES

Answer ANY **FOUR** questions

INFORMATION FOR CANDIDATES

No unauthorised material or items should be brought into the examination room.

QUESTION ONE

Write notes on the following approaches to behaviour

- | | |
|--------------------------|------------|
| a) Biological approach | [9 MARKS] |
| b) Evolutionary approach | [8 MARKS] |
| c) Cognitive approach | [8 MARKS] |
| | [25 MARKS] |

QUESTION TWO

Explain any **FIVE** factors that influence human perception. [25 MARKS]

QUESTION THREE

Demonstrate your understanding of Classical and Operant Conditioning. [25 MARKS]

QUESTION FOUR

Critically analyze strategies that can be used by managers to mitigate the effects of stress and emotional disorders? [25 MARKS]

QUESTION FIVE

Explain why it is important for HR managers to study industrial psychology [25 MARKS]

QUESTION SIX

Explain the following theories of motivation

- | | |
|---------------------------------|-----------|
| a) Abraham Maslow | [5 MARKS] |
| b) ERG theories | [5 MARKS] |
| c) McGregor Theory X and Y | [5 MARKS] |
| d) McClelland's Need Theory | [5 MARKS] |
| e) Herzberg's Two Factor theory | [5 MARKS] |

END OF PAPER