



# THE MOMBASA POLYTECHNIC UNIVERSITY COLLEGE

## *Faculty of Business & Social Studies*

DEPARTMENT OF LIBERAL STUDIES, COMMUNITY DEVELOPMENT &  
COUNSELING

DIPLOMA IN COMMUNITY DEVELOPMENT & COUNSELLING

(DCDC J08)

## **SOCIAL PSYCHOLOGY AND COMMUNITY COUNSELLING**

END OF SEMESTER EXAMS

**SERIES:** APRIL/MAY 2010.

**TIME:** 2 HOURS

### **INSTRUCTIONS TO CANDIDATES**

1. The paper consists of **TWO** Sections **A** and **B**.
  - Answer **ALL** questions in Section **A**
  - Answer **TWO** questions in Section **B**
2. All your answers must be written on the answer sheets provided.
3. Follow the examination rules.

## SECTION A

Answer **ALL** questions from this Section.

- Q.1 (a) Define the following terms:
- (i) Attitudes
  - (ii) Ingradation
  - (iii) Social environment.
  - (iv) Prejudice
  - (v) Group polarization (10 marks)
- (b) Explain any **TWO** factors that are involved in narrowing the choice of a marriage partner. (4 marks)
- (c) Briefly explain how direct personal experience influences attitude formation. (Give an illustration) (4 marks)
- (d) Give **TWO** ways how a minority group can succeed in influencing the behavior of others. (4 marks)
- (e) State the disadvantages of self-disclosure. (4 marks)
- (f) Briefly explain the “foot in the door” technique of gaining compliance. (4 marks)

## SECTION B

Answer any **TWO** questions from this Section.

- Q.2 (a) What is socialization. (2 marks)
- (b) Give and briefly explain any **FOUR** socialization agents in a society. (8 marks)
- (c) Explain the Levinger model of relationship development. (10 marks)

- Q.3 (a) Briefly explain the following ways through which groups exert influence on a person, causing him/her to change his/her behavior.
- (i) Conformity
  - (ii) Compliance
  - (iii) Obedience. (10 marks)
- (b) Explain any **FIVE** styles of loving. (10 marks)
- Q.4 (a) In the modern day, single parenthood is on the rise.
- (i) Give **SIX** reasons for this scenario. (3 marks)
  - (ii) Explain **FOUR** problems that single parents face. (8 marks)
- (b) State **THREE** types of groups that you may form as a community counselor, giving the main objectives and composition of such groups. (9 marks)
- Q.5 (a) As a community counselor, explain how you can use the knowledge of the following sources of social power with your client.
- (i) Reward power
  - (ii) Legitimate power
  - (iii) Referent power. (10 marks)
- (b) (i) What is self presentation? (2 marks)
- (ii) Give **FOUR** ways how people use self presentation during interaction. (8 marks)