



ZIMBABWE EZEKIEL GUTI UNIVERSITY

FACULTY OF LAW, BUSINESS INTELLIGENCE AND ECONOMICS

DEPARTMENT OF ACCOUNTING, FINANCE AND HUMAN CAPITAL MANAGEMENT

EXAMINATION PAPER

COURSE CODE: CHR 123

COURSE TITLE: INTRODUCTION TO PSYCHOLOGY

DURATION : 3 HOURS

DATE :

14 APR 2023

SPECIAL REQUIREMENTS : ANSWER SHEET

INSTRUCTIONS TO CANDIDATES:

1. No cell phones are allowed in the examination venue.
2. Answer **QUESTION ONE (1)** and any other **THREE (3)** questions.
3. Begin each question on a new page.
4. The number of marks for each question or part question is shown in brackets []

1. Assess the utility of classical conditioning in learning. **(25MARKS)**
2. Discuss the components and three factors of personality in relation to Behaviour change. **(25MARKS)**
3. Discuss the strategies an organization would implement to improve problem solving in an organization. **(25MARKS)**
4. Discuss the importance of socialization in realizing organizational goals.**(25MARKS)**
5. Discuss the relevance of Maslow Hierarchy of needs in moulding Human Behaviour **(25MARKS)**