



ALLAMA IQBAL OPEN UNIVERSITY  
Semester Terminal Exam Autumn 2020

Program /level:	BBA/BS/Graduation	Maximum Marks	100
Title /Course Code	<b>Introduction to Psychology (8411)</b>	Pass marks	50

**Instructions for Exams:**

1. Attempt All Questions.
2. Write answers in your own words and avoid copying from an internet source or any book.
3. Be precise, avoid unnecessary details, answer to each question must be between 600-800 words.
4. Students are advised to upload their answer sheets/solutions on LMS portal as soon as they complete their answers and not to wait for 8:30 PM.
5. Submissions after due date & time will not be entertained. Attach undertaking with each course code which were allowed to attempt in Urdu.
6. If plagiarism found, Student may be declared fail.

Q. No.	Questions	Marks
Q.No.1	Elaborate the difference between behaviorist, cognitivist and humanist psychology.	30
Q.No.2	Differentiate between short term and long term memory. How is accuracy in memory developed through cues and cognition?	30
Q.No.3	Compare the traits of development in childhood, adolescence and adulthood. How is one stage based on the other.	40