



**REFORMED CHURCH UNIVERSITY**

---

**FACULTY OF COMMERCE**

**BACHELOR OF COMMERCE HONOURS IN HUMAN  
RESOURCES, INDUSTRIAL & LABOUR RELATIONS  
MANAGEMENT**

**INTRODUCTION TO PSYCHOLOGY**

**HHRM 122**

**PART 1 SEMESTER 1**

**Total Marks [100]**

**DATE: DECEMBER 2024**

**Time: 3 Hours**

---

**INSTRUCTIONS**

1. This paper has *six (6)* questions
2. Answer question *one (1)* and *any* other *three (3)*
3. Each question carries *25 marks*
4. Start each question on a new page

1. Discuss how the environment contributes to the shaping of human behaviour. (25)
2. Distinguish between the psychoanalytic theory and psychosocial theory. (25)
3. 'All behaviour is learnt'. Discuss the applicability of this assertion (25)
4. Explain the coping strategies you would recommend for a person suffering from self –stigma. (25)
5. Evaluate Freud's psychodynamic theory with reference to the development of personality among people. (25)
6. Examine the applicability of Erick Erikson's psychosocial theory in today's world. (25)

**END OF PAPER**