



**NATIONAL OPEN UNIVERSITY OF NIGERIA
SCHOOL OF MANAGEMENT SCIENCES
2013_2 EXAMINATION**

Course Code: ENT 351 Credit Unit: 2

Course Title: INTRODUCTION TO SOCIAL PSYCHOLOGY

Time Allowed: 2 hours

Instruction: Attempt question number one and any other two questions of your choice. Question number one carries 30 marks and all other questions 20 marks each.

1. Explain Impression management and self enhancement.
 - b. list and explain five of the major components of impression management.
2. With convincing examples explain why attribution error may not be universal and always an error?
3. Aggression, a phenomenon which features every now and then in human relationship is governed by three theories, what are these theories?
4. What are the factors involved in the formation of attitudes?
5. State and explain three effects of emotion on attraction