



**NATIONAL OPEN UNIVERSITY OF NIGERIA
14-16 AHMADU BELLO WAY, VICTORIA ISLAND LAGOS
SCHOOL OF MANAGEMENT SCIENCES
MAY/JUNE 2012 EXAMINATION**

ENT 351 Introduction to Social Psychology
Time Allowed: 2hrs

Instruction: Attempt any three questions of your choice. Each question carries 23.3 marks. Present your answers legibly and logically using relevant examples.

1. Prejudice cuts across cultures and religions and if not tackled early
Enough, it may lead to division and violence. Suggest the various ways prejudice may be tackled to reduce its effects on society.
 - b. What are the components of prejudice? List and explain the five steps in the components of prejudice.
2. What are the major components of Impression Management?
 - b. Explain why high-self monitors are seen to be unreliable when compared with low self-monitors?
1. Compliance in Psychology is backed by several principles and techniques. How will you define compliance with particular reference to its techniques and principles?
2. Write short notes on any four of the following:
 - a. Factors that affect conformity
 - b. Factors that affect obedience
 - c. Factors that affect persuasion
 - d. Functions of attitudes

- e. Theories of attitude
 - f. Five of the eight theories of prejudice
3. What do you understand by stereotype and what methods can you use to reduce stereotypes?