

THE INSTITUTE OF COMMERCIAL MANAGEMENT

SUBJECT SYLLABUS



PERSPECTIVES & BIOPSYCHOLOGY

28 MARCH 2006

PART A

The Five Main Theoretical Approaches in Psychology:

Physiological, Psychodynamic, Behaviourist, Cognitive & Humanistic Approaches

The Issue of Free-Will & Determinism:

Reductionism

Controversial Applications of Psychological Research:

Advertising, Propaganda & Warfare
Uses & Abuses of Psychological Testing

Ethics in Psychology:

Ethics with Human Participants
Responsibilities of Psychologists
Psychological Research with Animal Participants

Applications of Learning Theory to Humans

PART B

The Endocrine System

Motivation & Emotion:

Homeostatic Motivation
Non-Homeostatic Motivation
What is Emotion?
Theories & Studies of Emotion

Consciousness & Its Altered States:

Levels of Consciousness
Body Rhythms
The Rhythms of Sleep
Why Do We Sleep?

Reading List

Main Text:

Introductory Psychology – T Malim & A Birch (Macmillan)

Further Reading:

Introducing GCSE Psychology – G Davenport (Collins Educational)
Beginning Psychology – M Hardy & S Heyes (Oxford University Press)
Psychology: Theory & Application – P Banyard & N Hayes (Chapman & Hall)
Psychology for A Level – M Cardwell, L Clark & C Meldrum – (Collins Educational)
Psychology: The Study of Mind & Behaviour – R Gross (Hodder & Stoughton)
Foundations in Psychology: An Introductory Text – N Hayes (Nelson)
The Complete A-Z Psychology Handbook – M Cardwell (Hodder & Stoughton)
Any A2 level GCE Psychology textbook