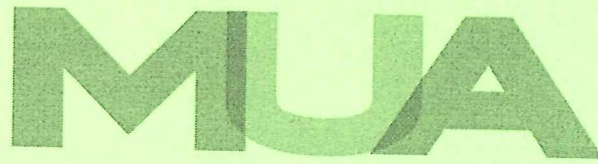


The
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CERTIFICATE UNIVERSITY EXAMINATIONS
SCHOOL OF MANAGEMENT AND LEADERSHIP
CERTIFICATE IN MANAGEMENT AND LEADERSHIP

CCP 100: FUNDAMENTALS OF HUMAN BEHAVIOUR

DATE: 3RD APRIL 2023

DURATION: 2 HOURS

MAXIMUM MARKS: 70

INSTRUCTIONS:

1. Write your registration number on the answer booklet.
2. **DO NOT** write on this question paper.
3. This paper contains **SIX (6)** questions.
4. Question **ONE** is compulsory.
5. Answer any other **FOUR** questions.
6. Question **ONE** carries **30 MARKS** and the rest carry **10 MARKS** each.
7. Write all your answers in the Examination answer booklet provided.

QUESTION ONE

Read the Case Study below carefully and answer the questions that follow:

In 1990 from the Human Development Report introduced a new approach for advancing human wellbeing. Human development is about expanding the richness of human life, rather than simply the richness of the economy in which human beings live. It is an approach that is focused on the people and their opportunities and choices.

Required:

a) Discuss some of the focuses that human development have in relation to:

- i. People
 - ii. Opportunities
 - iii. Choices
- (9 marks)**

b) Explain the key roles of international community in implementing the human development. **(12 mark)**

c) State and explain at least three advantages of implementing the human development in the society. **(9 marks)**

QUESTION TWO

With the use of relevant examples write short notes on the following terms as used in human behavior. **(10 marks)**

- I. Learning
- II. Child growth
- III. Morals
- IV. Mood
- V. Behaviour

QUESTION THREE

List and discuss at least five ethical factors in the study of human behavior. **(10 marks)**

QUESTION FOUR

- a) Differentiate between perception and personality (4 marks)
- b) Highlight at least six (6) factors that influence perception (6 marks)

QUESTION FIVE

- a) Describe the meaning of motivation (2 marks)
- b) Name and explain four key influencers of motivation (8 marks)

QUESTION SIX

- a) Clearly identify and explain at least two key classification of human behavior (4 marks)
- c) Discuss at least three popular type of personalities (6 marks)

