

## LICENCE 3 DE PSYCHOLOGIE

### SUJET D'EXAMEN

Introduction à l'Anglais pour Psychologues  
DN35EL20

SESSION DE JUILLET 2025  
(Ce document contient 10 pages)

**Année 2024-2025**

**CONSIGNE AUX ETUDIANTS QUI PASSENT EN PRESNETIEL : Vous disposez d'une feuille réponse pages 9-10 à la fin du sujet d'examen pour donner vos réponses et gagner du temps...**

*Je vous conseille de donner votre nom de naissance et/ou Numéro d'étudiant sur cette feuille volante ou encore de l'agrafer afin qu'elle ne se perde pas.*

**Barème** : Le partiel comprend 30 QCM (30 points), 2 exercices de correspondance (12 points) et (8 points), un exercice à trous (10 points) et pour finir, 1 exercice de grammaire sur 10 points soit **70 points en tout**.

**Si vous n'utilisez pas la feuille-réponse en fin de copie** : Pour toutes les questions, ne recopiez pas les énoncés. Reportez sur votre copie le numéro de la question et répondez par la ou les LETTRES OU CONCEPTS correspondant à votre ou vos réponse(s).

**Répondez dans l'ordre des questions et avec une écriture lisible (majuscules pour vos réponses).**

Tous les QCMs (Question à choix multiples) ne comportent qu'une seule réponse possible. Si vous répondez à un QCM à réponse unique par plusieurs réponses, ce QCM ne sera pas pris en compte.

Les documents, les dictionnaires de même que les tablettes et téléphones portables sont interdits pendant l'épreuve.

BON COURAGE A TOUTES ET A TOUS !

## I. QCMs

**Q1.** In which of the following technique, the child earns objects, which they can exchange for desirable items, services, or privileges?

- A. Imitation
- B. Extinction
- C. Token economy
- D. Covert sensitization
- E. Shaping

**Q2.** Which of the following is TRUE regarding the differences between operant and classical conditioning?

- A. Classical conditioning tends to involve reflexes, while operant conditioning involves voluntary behavior.
- B. Operant conditioning usually happens faster than classical conditioning.
- C. Operant conditioning tends to involve reflexes, while classical conditioning involves voluntary behavior.
- D. Operant conditioning usually involves imitating others, while classical conditioning usually involves reflexive responses.

**Q3.** Thorndike's law of effect states that:

- A. pairing of stimuli will cause them to become co-associated.
- B. previously extinguished conditioned responses can occur without additional learning.
- C. responses followed by satisfying consequences will be strengthened whereas those followed by unsatisfying consequences will be weakened.
- D. anticipatory symptoms, such as nausea and vomiting, are the result of classical conditioning.

**Q4.** In Lepper et al. (1973) study on the effects of reward, children were randomly assigned to one of three experimental groups: an expected reward condition, an unexpected reward condition, or a no reward condition. The children in the \_\_\_\_\_? \_\_\_\_\_ condition were more likely to lose their initial interest in the task.

- A. no reward
- B. unexpected reward
- C. expected reward and no reward conditions
- D. expected reward

**Q5.** Which of the following statements is correct according to Dweck's study on preschool children's reaction to negative feedback:

- A. Criticism works best when children feel that their self-esteem is being questioned.
- B. Puppets who had been given person-directed criticism were more likely to be described by the children as feeling helplessness.
- C. Children could not identified with the puppets: the role-playing did not work in this study.
- D. Puppets who had been given process-directed criticism were more likely to be described by the children as feeling helplessness.

**Q6.** According to Dweck (2000, 2006), individuals develop theories, beliefs, and deeply held schema about human attributes. These beliefs help individuals explain and understand their world. \_\_\_\_\_? \_\_\_\_\_ refer to the beliefs individuals hold about the malleability of intelligence.

- A. Gardner's Theory of Multiple Intelligences
- B. Sternberg's triarchic theory
- C. Explicit theories of intelligence
- D. Implicit theories of intelligence

**Q7.** A person with \_\_\_\_\_? \_\_\_\_\_ believes their qualities are carved in stone and cannot change.

- A. a fixed mindset
- B. intrinsic motivation
- C. a growth mindset

D. extrinsic motivation

**Q8.** Which of the following characteristics are there in master-oriented learners?

- A. High fear of failure, incremental view of ability
- B. High fear of failure, entity view of ability
- C. Low fear of failure, incremental view of ability
- D. Low fear of failure, entity view of ability

**Q9.** According to Freud, which regions of the mind have no direct contact with the external world?

- A. id and superego
- B. id and ego
- C. id only
- D. ego and superego
- E. ego only

**Q10.** According to Freud's theory, the process through which individuals release their excessive aggressive energy is called:

- A. Dream work
- B. Catharsis
- C. Slips of the tongue
- D. Cathexis

**Q11.** Adler adopted finally a basic dynamic force behind a person's activity which is:

- A. Will to power.
- B. Organ inferiorities.
- C. Organ dialect.
- D. The striving for success or superiority.

**Q12.** What is the epigenetic principle in Erikson's theory of psychosocial development?

- A. The principle that personality develops in a sequence that occurs over time and in the context of a larger community.
- B. The principle that personality is determined by individual experiences.
- C. The principle that personality is determined by genetics.
- D. The principle that personality is determined by heredity.

**Q13.** Which of the following distinguishes the exposure techniques from that of systematic desensitization?

- A. The exposure techniques involve questioning of the patient about their fears.
- B. The exposure techniques introduce an actual phobic stimulus in order to elicit a response.
- C. The exposure techniques encourage the patient to imagine the anxiety-producing situation.
- D. The exposure techniques teach the patient relaxation techniques.

**Q14.** Student "A" sees Student "B" get a gold star on his name tag for picking up trash in the hallway. As a result, Student "A" starts picking up trash in the hallway in hopes of also receiving a gold star. This is an example of:

- A. Persuasion technique
- B. Vicarious reinforcement
- C. Vicarious punishment
- D. Influence technique

**Q15.** Carlos has great confidence in himself as a hairdresser. However, the economy in his city has recently turned downward, and few people can afford a hairdresser. When Carlos applies for a job at Mr. Dan's Hair Salon, he will likely have high \_\_\_\_\_? \_\_\_\_\_ and low \_\_\_\_\_? \_\_\_\_\_.

- A. self-efficacy; outcome expectations
- B. self-efficacy; self-confidence
- C. reward expectancy; self-efficacy

D. anxiety; motivation

**Q16.** Which type of therapy believes that psychological disorders are the byproduct of self-defeating and faulty beliefs?

- A. Psychodynamic therapy
- B. Gestalt therapy
- C. Cognitive-behavioral therapy
- D. Family therapy
- E. Humanistic existential

**Q17.** According to Rogers, healthy people evaluate their experiences as good or bad according to which criterion?

- A. the self-actualizing tendency
- B. perceived self
- C. reflected appraisal of others
- D. the self-concept
- E. the actualizing tendency

**Q18.** Who is the main figure associated with Structural Family Therapy?

- A. Gregory Bateson
- B. Jay Haley
- C. Mara Selvini-Palazzoli
- D. Salvador Minuchin
- E. Paul Watzlawick

**Q19.** What type of therapy allows therapists to incorporate a variety of techniques in within their main perspective or legitimate theoretical field?

- A. theoretical integration
- B. prescriptive eclecticism
- C. common factors
- D. assimilative integration

**Q20.** When a researcher determines that the outcome of a randomized controlled treatment study on schizophrenia is associated with reduction in negative symptoms, he or she is referring to the \_\_\_\_? \_\_\_\_ of the treatment.

- A. positive effects
- B. efficacy
- C. grant-funded nature
- D. effectiveness

**Q21.** On December 20, 1901, which person gave a speech on the psychological aspects of advertising that marked the beginning of I/O psychology?

- A. Hugo Münsterberg
- B. Walter Bingham
- C. Walter Bingham
- D. Frederick Taylor
- E. Walter Dill Scott

**Q22.** Which of the following represents the correct sequencing of historical developments of I/O psychology?

- A. Industrial revolution → Scientific management → Human relations movement → I/O
- B. Scientific management → Human relations movement → Industrial revolution → I/O
- C. Industrial revolution → Human relations movement → Scientific management → I/O
- D. Industrial revolution → Human relations movement → I/O → Scientific management

- Q23.** The process of helping unwanted present employees who are no longer needed find new jobs with other firms is called:
- A. Employment
  - B. Outplacement
  - C. Replacement
  - D. Placement
- Q24.** A human factors psychologist who studied how a worker interacted with a search engine would be researching in the area of :
- A. attention
  - B. management
  - C. job satisfaction
  - D. cognitive engineering
- Q25.** Which appraisal method combines the benefits of narrative critical incidents and quantified scales by assigning scale points with specific examples of good to poor performance?
- A. Alternation ranking
  - B. Behaviorally Anchored Rating Scales
  - C. Graphic rating scale
  - D. Constant sums rating scale
  - E. Forced distribution
- Q26.** Which of the following refers to an error of judgment on the part of the interviewer due to interviewing one or more very good or very bad candidates just before the interview in question?
- A. recency error
  - B. context error
  - C. contrast error
  - D. primacy error
- Q27.** \_\_\_\_ ? \_\_\_\_ is an intense, unpleasant, and dysfunctional reaction beginning shortly after an overwhelming traumatic event and lasting less than a month.
- A. Chronic stress
  - B. Episodic stress
  - C. Acute stress
  - D. Distress
- Q28.** Who is at the origin of the person-environment fit theory?
- A. Kurt Lewin
  - B. Elton Mayo
  - C. Leon Festinger
  - D. John B. Watson
- Q29.** Identify an example of job role ambiguity:
- A. Zoe is a salesgirl whose team dislikes her because she exceeds targets.
  - B. Jack receives inconsistent demands from his supervisor about his job.
  - C. Samantha's team regularly has disagreements with the finance team.
  - D. Ryan and Drew are managers who are always competing for organizational resources.
- Q30.** The \_\_\_\_ ? \_\_\_\_ model proposes that for an employee to be successful in any job, s/he needs to have some degree of autonomy
- A. Job Demands-Control (JD-C) model
  - B. Diathesis stress model
  - C. Person environment Fit (PE-fit) model

## D. Job characteristics model (JCM)

### II. EXERCICES

**Exercice1. (12 points):** Malone and Lepper (1987) have defined intrinsic motivation more simply in terms of *what people will do without external inducement*. Intrinsically motivating activities are those in which people will engage for no reward other than the interest and enjoyment that accompanies them. Malone and Lepper have integrated a large amount of research on motivational theory into a synthesis of ways to design environments that are intrinsically motivating. This synthesis is summarized in the following Table.

Faites correspondre à chaque définition ci-dessous le concept qui lui correspond (Chapter : praising and rewarding children).

|  |                       |
|--|-----------------------|
| <b>A.</b> Learners feel satisfaction by comparing their performance favorably to that of others.   | <b>1.</b> Recognition |
| <b>B.</b> Learners use mental images of things and situations that are not actually present to stimulate their behavior.   | <b>2.</b> Cooperation |
| <b>C.</b> People are best motivated when they are working toward personally meaningful goals whose attainment requires activity at a continuously optimal level of difficulty.                         | <b>3.</b> Fantasy     |
| <b>D.</b> People have a basic tendency to want to understand the cause-and-effect relationships between what they are doing and things that happen in real life, in other words, what happens to them. | <b>4.</b> Control     |
| <b>F.</b> Learners feel satisfaction when others appreciate their accomplishments.   | <b>5.</b> Competition |
| <b>G.</b> Learners feel satisfaction by helping others achieve their goals.  | <b>6.</b> Challenge   |

**Exercice 2 - (8 points)** Read the following phrases and words and identify the brief statement as belonging either to client-centered therapy (CCT) or to gestalt therapy (GT)

|   |                    |
|---|--------------------|
| <b>A.</b> Congruence or genuineness   | <b>CCT or GT ?</b> |
| <b>B.</b> Emphasis on the now, rather than the past or the future; Focus on the spatial, what is present rather than what is absent | <b>CCT or GT ?</b> |
| <b>C.</b> Nondirective  | <b>CCT or GT ?</b> |
| <b>D.</b> Organismic self-regulation  | <b>CCT or GT ?</b> |
| <b>E.</b> Focus on the act, not the fantasy   | <b>CCT or GT ?</b> |
| <b>F.</b> Empathic understanding  | <b>CCT or GT ?</b> |
| <b>G.</b> Clients use first-person singular   | <b>CCT or GT ?</b> |
| <b>H.</b> Unconditional positive regard   | <b>CCT or GT ?</b> |

**Exercise 3 – (10 points):** Fill in the blanks in the sentences below with the most appropriate term from the following list (Chapter: worker stress).

**List of terms (vos réponses):**

|               |               |                          |                  |               |
|---------------|---------------|--------------------------|------------------|---------------|
| A. withdrawal | B. exhaustion | C. general practitioners | D. dependent     | E. vary       |
| F. less       | G. imbalance  | H. degree                | I. significantly | J. assumption |

When (1) \_\_\_\_? \_\_\_\_ (GPs) are afflicted by burnout, patients' demands are perceived to create a relational (2) \_\_\_\_? \_\_\_\_\_. It can be supposed that in this situation, GPs will react by distancing themselves from the patient. Effectively, various studies suggest that health professionals who are suffering from burnout adapt (3) \_\_\_\_? \_\_\_\_ strategies towards their patients: less implication, etc.

In the present study, we make the (4) \_\_\_\_? \_\_\_\_\_. that when the GP is suffering from burnout, the withdrawal will be even more important with a noncompliant patient.

**Method :** Two hundred and seventy GPs responded to the case of an 84 year-old female patient who lives alone and falls regularly. After having broken the neck of the thigh bone, she leaves the hospital and remains (5) \_\_\_\_? \_\_\_\_\_.for the next months.

The patient is presented in two ways: compliant vs. non compliant. The GPs were asked to indicate the (6) \_\_\_\_? \_\_\_\_\_.to which they would choose each of the solutions that were proposed. These solutions vary according to their degree of implication. Information on the participants' level of burnout was also gathered.

**Results :** When the patient is compliant, the implicating solutions (home assistance and home care) are chosen equally as much by the participants, whatever their level of emotional (7) \_\_\_\_? \_\_\_\_.

But when the patient is noncompliant, these solutions are always chosen as much by the participants with a low level of emotional exhaustion, but are significantly (8) \_\_\_\_? \_\_\_\_\_.chosen by those with a high level of emotional exhaustion. The opposite is found for withdrawal solutions (independent living residence, medium term hospital stay, retirement home). When the patient is compliant, the choice of these solutions does not (9) \_\_\_\_? \_\_\_\_\_.in function of the level of exhaustion. However, when the patient is noncompliant, these solutions attract the GPs (10) \_\_\_\_? \_\_\_\_\_.more if they are exhausted (but not if they are slightly exhausted).

### III. Grammar : 10 points - Choose the appropriate options to complete the sentences.

G1. This is the place \_\_\_\_? \_\_\_\_ James inadvertently had his first kiss.

- A) which
- B) what
- C) where
- D) that
- E) whose

G2. He drove instead of flying \_\_\_\_? \_\_\_\_ he could stop by his uncle on the way there.

- A) so that
- B) in case
- C) hence
- D) however
- E) moreover

G3. Alan \_\_\_\_? \_\_\_\_ all his money when we got to the casino, he didn't even say hi to us.

- A) ought to lose
- B) should lose
- C) needn't have lost
- D) can't have lost

- E) must have lost
- G4.** The store \_\_\_\_? \_\_\_\_ by hundreds of people everyday, I don't understand why my favorite book \_\_\_\_? \_\_\_\_ yet.
- A) visited / hasn't been bought
  - B) is visited / hasn't been bought
  - C) was visited / hadn't bought
  - D) is visited / hadn't been bought
  - E) had visited / hasn't been bought
- G5.** Several guests complained about \_\_\_\_? \_\_\_\_ cold food last night.
- A) to be served
  - B) being served
  - C) served
  - D) having served
  - E) to have been served
- G6.** My father \_\_\_\_? \_\_\_\_ to help out in the house since my mother started working.
- A) had tried
  - B) tried
  - C) was trying
  - D) has been trying
  - E) will be trying
- G7.** Everyone likes \_\_\_\_? \_\_\_\_ but sometimes we need to work hard \_\_\_\_? \_\_\_\_ one's trust.
- A) to trust / to earn
  - B) trusting / earning
  - C) to be trusted / to earn
  - D) having trusted / being earned
  - E) to have trusted / to be earned
- G8.** Last time he paid for food, so now I \_\_\_\_? \_\_\_\_ for it.
- A) have had to pay
  - B) will have to pay
  - C) should have paid
  - D) would be paying
  - E) was paying
- G9.** Don't worry, by the time you \_\_\_\_? \_\_\_\_ home I \_\_\_\_? \_\_\_\_ dinner.
- A) came / will make
  - B) have come / would have made
  - C) come / will have made
  - D) had come / made
  - E) have come / will make
- G10.** When he \_\_\_\_? \_\_\_\_ from the company he \_\_\_\_? \_\_\_\_ for 20 years, he felt devastated.
- A) has been fired / has worked
  - B) fired / had worked
  - C) fired / has worked
  - D) was fired / had been working
  - E) had been fired / has worked



## Réponses à l'examen d'Anglais L3 - DN35EL20 – Juin 2025

**NOM DE NAISSANCE :**

**PRENOM :**

**NO D'ETUDIANT :**

Si vous ne souhaitez pas donner votre nom, merci de mettre votre Numéro d'étudiant sur cette feuille volante et l'insérer dans votre copie où vous n'oublierez pas de mettre votre nom de naissance, prénom et intitulé de l'examen : Anglais L3.

**QCMs : Répondre EN MAJUSCULES par la lettre correspondante : une seule réponse possible.**

|      |      |      |      |      |
|------|------|------|------|------|
| Q1.  | Q2.  | Q3.  | Q4.  | Q5.  |
| Q6.  | Q7.  | Q8.  | Q9.  | Q10. |
| Q11. | Q12. | Q13. | Q14. | Q15. |
| Q16. | Q17. | Q18. | Q19. | Q20. |
| Q21. | Q22. | Q23. | Q24. | Q25. |
| Q26. | Q27. | Q28. | Q29. | Q30. |

**Exercice 1 : Répondre par le numéro de 1 à 6 correspondant**

|    |    |    |    |    |    |
|----|----|----|----|----|----|
| A. | B. | C. | D. | E. | F. |
|----|----|----|----|----|----|

**Exercice 2 : Entourez la bonne réponse : CCT ou GT**

|    |           |    |           |
|----|-----------|----|-----------|
| A. | CCT or GT | B. | CCT or GT |
| C. | CCT or GT | D. | CCT or GT |
| E. | CCT or GT | F. | CCT or GT |
| G. | CCT or GT | G. | CCT or GT |

Exercice 3 : Répondre **EN MAJUSCULES** par la lettre de A à J correspondante

|     |      |     |     |      |
|-----|------|-----|-----|------|
| (1) | (2). | (3) | (4) | (5)  |
| (6) | (7)  | (8) | (9) | (10) |

Grammar: Répondre **EN MAJUSCULES** par la lettre correspondante

|      |       |
|------|-------|
| (1). | (2).  |
| (3). | (4).  |
| (5). | (6).  |
| (7). | (8).  |
| (9). | (10). |