

DATE: 25th March 2022

TIME: 9.30A.M – 11.30A.M.

SECTION 2: ESSAY QUESTIONS (60 MARKS)

Choose 04 out of the 06 questions given below and answer using the provided answer sheets

2.1 “Motivation at its best is spontaneous and makes goal pursuit a way of being where self-concordance paves the way for strategic use of attention directed towards the end goal.”

- a) How do psychologists define the term motivation? (5 marks)
- b) Describe the types of human motivation. (5 marks)
- c) Compare main features of need and drive theory. (5 marks)

2.2 “The concept of motivation is closely related to emotion. Both of these words are derived from the same underlying Latin root *movere* that means “to move.”

- a) Describe the terms Emotion, Feeling, and Affect. (7 marks)
- b) Explain cognitive, physiological, and behavioural components of emotion. (8 marks)

2.3 “Emotion is often defined as a complex state of feeling that results in physical and psychological changes that influence thought and behaviour. Different theories explain the how and why behind human emotions”.

- a) Describe key features of Cannon-Bard and James – Lange theories of emotions (7.5 marks)
- b) Explain Schachter and Singer’s theory and cognitive appraisal theory. (7.5 marks)

2.4 “Some of our motives to act are biological, while others have personal and social origins”.

- a) Describe biological basis of motivation with examples. (7.5 marks)
- b) Explain social factors that influence on human motivation. (7.5 marks)

2.5 “Several decades of cross-cultural research appear to suggest that there is an element of universality in regard to some of the basic fundamental human emotions”.

- a) Why do emotion lexicons vary across cultures? Briefly explain. (5 marks)
- b) Briefly describe cross cultural similarities of emotions. (5 marks)
- c) Briefly describe cross cultural differences of emotions. (5 marks)

2.6 Describe **two** of the following. (7.5x2=15 marks)

- a) Abraham Maslow’s Hierarchy of Needs
- b) Motivation and Culture
- c) Strengths and limitations of the biological theories of motivation
- d) Workplace motivation

-----END OF QUESTION PAPER-----