

**THE OPEN UNIVERSITY OF SRI LANKA  
BACHELOR OF MANAGEMENT STUDIES DEGREE PROGRAMME  
LEVEL 06 – ASSIGNMENT TEST 2008  
MOTIVATION AND PERFORMANCE APPRAISAL  
IN ORGANIZATION- MCU 4211  
DURATION: TWO (02) HOURS**



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**DATE: 15/11/2008**

**TIME: 10.00 A.M TO 12.00 P.M**

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**ANSWER ANY THREE (03) QUESTIONS  
ALL QUESTIONS CARRY EQUAL MARKS**

- (1) Compare and discuss Maslow's Need Theory and Expectancy Theory on implementation issues in Sri Lanka.
- (2) "Your CEO has asked you to design a reward system for your company" Describe how you would go about developing this plan; discuss issues that you would face on developing reward system.
- (3) "Research Studies have proved that performance has been decreased even under level of motivation" Express your ideas about this statement.
- (4) What are the factors that have to be considered in using goal setting as a motivation technique? Explain with example.
- (5) Discuss on the nature of the relationships between motivation and performance management in Sri Lanka.

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