

**THE OPEN UNIVERSITY OF SRI LANKA
BACHELOR OF MANAGEMENT STUDIES DEGREE PROGRAMME
LEVEL – 06
ASSIGNMENT TEST - OCTOBER 2009
MOTIVATION AND PERFORMANCE APPRIASAL
IN ORGANIZATION- MCU 4211
DURATION: TWO (02) HOURS**



DATE: 11TH OCTOBER 2009

TIME: 2.00pm to 4.00pm

- *Answer any three (03) questions. All questions carry equal marks.*
 - *Answers must be specific and clear with examples clearly linked to the discussion.*
- (1) “Motivation theories are very popular in the business world”. Do you think these theories can be successfully applied to understand motivation in the Sri Lankan Business firms? Select one of the motivation theories and Discuss.
 - (2) What is meant by “performance appraisal”? Identify the performance appraisal tools and explain with examples.
 - (3) What are the factors that have to be considered in using goal setting as a motivational technique? Explain using examples.
 - (4) Why does performance decrease under very high levels of motivation? Explain.
 - (5) Analyze the implications of two factor theory from the point of view of practicing managers.

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