

THE OPEN UNIVERSITY OF SRI LANKA
FACULTY OF HEALTH SCIENCES
DEPARTMENT OF PSYCHOLOGY & COUNSELLING
ACADEMIC YEAR 2018/2019 – SEMSETER I



BACHELOR OF SCIENCE HONOURS IN PSYCHOLOGY
PLU3303 – MOTIVATION AND EMOTION – LEVEL3
CONTINUOUS ASSESSMENT TEST I - NBT I
DURATION: ONE HOUR

DATE: 24th NOVEMBER 2018

TIME: 11.30AM –12.30 PM

REGISTRATION NO:

IMPORTANT INSTRUCTIONS/ INFORMATION TO CANDIDATES

- This question paper consists of **10 pages** with **20 Multiple Choice Questions (Section 1)** and **12 Short Answer Questions (Section 2)**.
- Write your Registration Number in the space provided.
- Answer **ALL** questions.
- **Multiple Choice Questions (Section 1):** Indicate answers in the answer sheet provided by placing a cross (X) in **INK** in the relevant cage (answers in pencil will **NOT** be marked)
- **Short Answer Questions (Section 2):** Write answers within the space provided.
- Do **NOT** remove any page/part of this question paper from the examination hall.
- Do **NOT** keep unauthorized material, including mobile phones and other electronic equipment, with you during the examination.
- Fill the **address sheet attached** at the end of this question paper (see last page).

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SECTION 1

- 1.1 Which of the following statements is an example of the concept “Intrinsic Motivation”? (2marks)
- i Studying psychology because you like it and want to
 - ii Studying psychology because your parents want you to
 - iii Studying psychology because it’s compulsory from work
 - iv Studying psychology because you will receive a pay rise
- 1.2 Which scenario of the following best describes the term “Allostasis”? (2 marks)
- i A drowning man taking a deep breath to survive underwater
 - ii Sweating to keep cool on a hot day
 - iii Maintaining constant blood pressure
 - iv Decrease in heart rate due to increased blood pressure
- 1.3 Which of the following drives’ significance is indicated through the severe impact of sensory deprivation? (2 marks)
- i Activity
 - ii Curiosity
 - iii Affection
 - iv Biological
- 1.4 The author of “The expression of emotions in Man and Animals” (1865) argued that some expressive features of humans, which they share with other animal species, serve as adaptations to physical circumstances. Who was he? (2 marks)
- i Williams James
 - ii Cannon Bard
 - iii Charles Darwin
 - iv Thomas Brown

- 1.5 Which of the following was identified as a 'basic emotion' from the iconic study by Paul Ekman in 1992? (2 marks)
- i Disgust
 - ii Shame
 - iii Guilt
 - iv Pride
- 1.6 Which of the following theories state that, several individuals may have the same goal, however, the fields within which each individual seeks the goal will be different from one to the other? (2 marks)
- i Goal Setting Theory
 - ii Value Expectancy Theory
 - iii Cognitive Consistency Theory
 - iv Kurt Lewin's Field Theory

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- 1.7 Sanath Jayasuriya appears on an advertisement promoting a sports drink. Which psychological concept is most related to this scenario? (2 marks)
- i Behaviour Modification
 - ii Shaping
 - iii Operant Conditioning
 - iv Classical Conditioning
- 1.8 What is the theory of motivation proposed by reknown psychologist Albert Bandura (1977) ? (2 marks)
- i Goal setting theory
 - ii Social learning theory
 - iii Cognitive consistency theory
 - iv Instinct theory

- 1.9 Which psychological intervention has 'Freedom of will', 'Will to meaning', 'Meaning to life', as its' basic principles? (2 marks)
- i Behavioural therapy
 - ii Cognitive therapy
 - iii Logotherapy
 - iv Psychodynamic psychotherapy
- 1.10 People's behaviours are not motivated by external stimulants. Rather the sole and inherent motivation of humans is to actualize ones' self, according to which theory? (2 marks)
- i Rogerian Theory
 - ii Instinct Theory
 - iii Existential Theory
 - iv Kurt Lewin's Field Theory
- 1.11 According to Amy Chua (2011) a child's academic success is directly influenced by which factor? (2 marks)
- i Intrinsic motivation
 - ii Instinct
 - iii Parental pressure
 - iv Curiosity

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- 1.12 Adams (1975) is of the view that people compare how hard they are working with what they are getting in return. If they perceive a discrepancy, they will feel unhappy, according which of these following theories? (2 marks)
- i Cognitive consistency theory
 - ii Goal setting theory
 - iii Herzberg two factor theory
 - iv Equity theory

- 1.13 Carl Rogers (1951) stated that the motive to reach ones' potential is dependent on three conditions. Identify one such condition from the following. (2 marks)
- i Empathy
 - ii Friendship
 - iii Love
 - iv Care
- 1.14 A full time employed woman playing the traditional gender role of a 'wife' and 'mother' (fulfilling all the house work related duties) is displaying which type of motivation? (2 marks)
- i Autonomous motivation
 - ii Conflicting motivation
 - iii Intrinsic motivation
 - iv Controlled motivation
- 1.15 Motivation can be created by an external stimulus that draws a person towards an action. This is the basic premise of which theory of motivation? (2 marks)
- i Cognitive theories
 - ii Incentive theories
 - iii Need theories
 - iv Drive theories
- 1.16 The famous experiment by Harry Harlow with a group of monkeys clearly demonstrated the significance of which drive? (2 marks)
- i Activity drive
 - ii Curiosity drive
 - iii Affection drive
 - iv Hunger drive

- 1.17 An insurance agent getting paid only after they sell the policy to a specific number of clients is an example of which type of reinforcement schedule? (2 marks)
- i Variable ratio schedule
 - ii Fixed interval schedule
 - iii Fixed ratio schedule
 - iv Variable interval schedule
- 1.18 Which view on emotions, emphasizes the importance of the 'unconsciousness' in human emotions? (2 marks)
- i Behavioural
 - ii Psychoanalytic
 - iii Humanistic
 - iv Existential
- 1.19 What has been described as a felt bodily intensity that is pre-linguistic as well as pre-social and somehow pertaining to both the subjective and objective material worlds? (2 marks)
- i Affect
 - ii Passions
 - iii Emotion
 - iv Mood
- 1.20 Dilantha claims that race car driving at high speeds is intensely pleasurable and even relaxing at times. This type tension seeking behaviour displayed by humans are explained via which of the following theories? (2 marks)
- i Instinct theory
 - ii Equity theory
 - iii Drive reduction theory
 - iv Arousal theory

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REGISTRATION NO:

ANSWER SHEET FOR PART A

Q. No.	(a)	(b)	(c)	(d)
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SECTION 2: SHORT ANSWER QUESTIONS

WRITE ANSWERS WITHIN THE SPACE PROVIDED.

2.1 Explain the term 'Extrinsic Motivation' with one example. (5 marks)

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2.2 Explain the term 'Homeostasis' with one example. (5 marks)

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2.3 List the 4 main categories of reinforcers under 'Operant Conditioning'. (5 marks)

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2.4 Briefly explain the 'Yerkes-Dodson Law'. (5 marks)

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2.5 Briefly explain 'Drive Reduction Theory' with one example. (5 marks)

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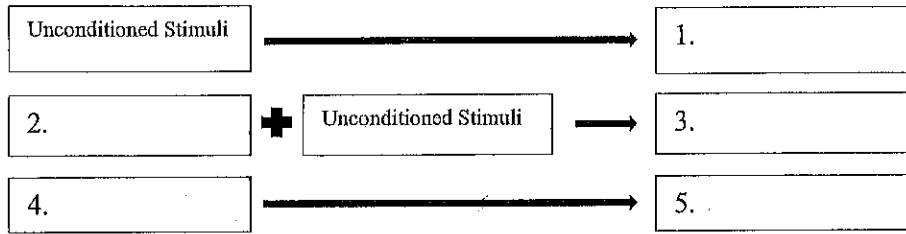
2.6 Briefly explain 'Instinct Theory' with one example. (5 marks)

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2.7 Briefly explain the 'Expectancy-Value Theory' with one example. (5 marks)

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2.8 Fill in the boxes to illustrate the 'Classical Conditioning' process. (5 marks)



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2.9 Briefly explain the term 'Self-Efficacy' with reference to Social Learning Theory. (5 marks)

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2.10 List the 5 stages of Maslow's Hierarchy of Needs. (5 marks)

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2.11 Briefly explain the term 'Existential Vacuum' with an example from modern life. (5marks)

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2.12 State 1 strength and 1 weakness of the humanistic theory of motivation. (5 marks)

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