00143

The Open University of Sri Lanka
10 JAN 2025
Department of Psychology & Counselling

THE OPEN UNIVERSITY OF SRI LANKA
FACULTY OF HEALTH SCIENCES
DEPARTMENT OF PSYCHOLOGY & COUNSELLING
ACADEMIC YEAR 2024/2025– SEMESTER I

BSC HONS IN PSYCHOLOGY
PLU3303 – MOTIVATION AND EMOTIONS - LEVEL 3
CONTINOUS ASSESSMENT TEST – NBT I
DURATION: 1 ½ HOURS

DATE: 10th JANUARY 2025 TIME: 11.30 A.M. – 01.00 P.M.

INDEX NO: .....

IMPORTANT INSTRUCTIONS/ INFORMATION TO CANDIDATES

- This question paper consists of **09 pages** with **TWO sections**

  Section 1: 20 Multiple Choice Questions - (40 Marks)

  Section 2: 12 Short Answer Questions - (60 Marks)

- Write your INDEX number in the space provided.
- **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 the answer within the space provided.
- Do **NOT** remove any page/part of this question paper from the examination hall.
- Do **NOT** keep unauthorized materials, including mobile phones and other electronic equipment, with you during the examination

SECTION 1: Multiple Choice Questions (20 Questions-40 Marks)

1.1 There are two main types of motivation, and intrinsic motivation is one of them. Which one of the following is the suitable example for intrinsic motivation?

a) Playing the piano because you enjoy the melodies.
b) Studying to avoid getting punished.
c) Choosing a career to fulfill parental expectations.
d) Working at a job for a high salary.

1.2 Drive theory is a biological approach to explaining motivation. What do drive theories fail to explain completely?

a) Hunger and thirst as motivators.
b) External factors that influence behaviour.
c) States of internal discomfort and unpleasant state.
d) Physiological survival needs.

1.3 What is the primary drive that motivates individuals to actively seek out and engage with new information, novel experiences, or unfamiliar environments, often driven by a desire to learn or discover?

a) Affection drive
b) Curiosity drive
c) Activity drive
d) Learned drive

1.4 Which of the following best describes stimulus discrimination in classical conditioning?

a) A dog salivating to the sound of footsteps from different people
b) A dog learning to differentiate between two similar stimuli and responding only to one
c) A dog salivating only in response to food
d) A dog learning that not every sound leads to food

1.5 Which psychologist is widely known for formulating a significant theory in motivation that focuses on the role of internal drives in influencing human behavior?

a) William James
b) Clark Hull
c) Sigmund Freud
d) Abraham Maslow

1.6 Incentive theory is a motivational framework that seeks to explain the factors driving motivation. What aspect is highlighted in incentive theories of motivation?

a) Internal discomforts like hunger.
b) Secondary needs like belongingness.
c) External rewards or stimuli.
d) Conflicts between personal and external goals.

1.7 Which one of the following concepts is used to explain performance based on arousal levels?

a) Drive Reduction Theory
b) Cognitive Dissonance
c) Operant Conditioning
d) Yerkes-Dodson Law

1.8 Which concept refers to the detrimental effects or costs that occur when the body undergoes prolonged or excessive physiological adjustments?

a) Homeostasis
b) Allostasis
c) Allostatic overload
d) Drive theory

1.9 Which of the following is relevant example of controlled motivation?

a) A woman balancing household duties and her job due to societal praise.
b) A student choosing to study for a test out of interest.
c) A musician performing a musical concert for personal enjoyment.
d) A worker quitting their job and other work-related responsibilities to pursue happiness.

1.10 According to Albert Bandura, how does an individual's self-efficacy influence the goals they choose and their approach to achieving them?

a) It has no impact on goal-setting
b) People with low self-efficacy set realistically high goals
c) People with high self-efficacy tend to set more achievable goals
d) People with high self-efficacy tend to avoid setting goals

1.11 Which theory emphasizes the likelihood of behaviour leading to the achievement of a goal and the subjective value of the goal?

a) Cognitive consistency theory
b) Expectancy-value theory
c) Goal-setting theory
d) Attribution theory

1.12 In the attribution theory, which one of the following dimension focuses on whether the cause of behaviour is internal or external?

a) Stability
b) Locus of control
c) Controllability
d) Intensity

1.13 Classical conditioning is a learning theory that discusses the motivational processes behind why people engage in certain behaviours. What is the main idea behind classical conditioning?

a) Learning based on the consequences of actions
b) Learning through an association between two stimuli
c) Learning through imitation
d) Learning through the rewards and punishments

1.14 In the context of operant conditioning, which of the following best describes the process of negative reinforcement?

a) Adding an unpleasant stimulus to discourage a behaviour
b) Removing a pleasant stimulus to discourage a behaviour
c) Removing an unpleasant stimulus to increase a behaviour
d) Adding a pleasant stimulus to increase a behaviour

1.15 Which of the following is an example of a safety need in Maslow's hierarchy?

a) Food
b) A stable job
c) Friendships
d) Self-Esteem

1.16 What does the term "actualization motive" refer to in Carl Rogers' theory?

a) The drive to seek social recognition and popularity
b) The inherent motivation to realize one's potential
c) The need to accumulate wealth and other resources
d) The desire to please others in his/her environment

1.17 What does Abraham Maslow's theory of Hierarchy of Needs suggest about the relationship between deficiency and growth needs?

a) Deficiency needs are more important than growth needs
b) Growth needs must be met before deficiency needs
c) Deficiency needs must be satisfied before one can focus on growth needs
d) There is no relationship between deficiency needs and growth needs

1.18 Different types of motivation originate from different sources. Where does extrinsic motivation originate from?

a) A personal desire to achieve a goal.
b) External rewards or pressure
c) Unconscious behaviour patterns.
d) Basic biological needs

1.19 Client-centered therapy is one of the most famous approaches in counselling in the modern world. Which of the following is a key concept in Carl Rogers' client-centered therapy?

a) Providing the client with specific hypnotic instructions
b) Encouraging clients to express their emotions strictly with counsellor's guide
c) Creating a non-directive, supportive environment
d) Analysing unpleasant childhood experiences in detail more

1.20 Which of the following is a characteristic of a fully functioning person in Carl Rogers' theory?

a) Strong need for social approval
b) Focus on past memories and future plans
c) Openness to new experiences
d) Avoidance of conflict

INDEX NO: .....

ANSWER SHEET FOR SECTION-1

Q. No.	(a)	(b)	(c)	(d)
1.1				
1.2				
1.3				
1.4				
1.5				
1.6				
1.7				
1.8				
1.9				
1.10				
1.11				
1.12				
1.13				
1.14				
1.15				
1.16				
1.17				
1.18				
1.19				
1.20				

INDEX NO: .....

SECTION 2: SHORT ANSWER QUESTIONS (60 MARKS)

All Questions are compulsory

2.1 Define the concept of motivation. (5 Marks)

.....

.....

.....

.....

2.2 How does controlled motivation differ from autonomous motivation? (5 Marks)

.....

.....

.....

.....

2.3 Explain the role of "congruence" in Carl Rogers' explanation as a Humanistic Psychologist. (5 Marks)

.....

.....

.....

.....

2.4 What is the role of the curiosity drive in human development and learning? (5 Marks)

.....

.....

.....

.....

2.5 Name two major criticisms of drive reduction theory. (5 Marks)

.....
.....
.....
.....

2.6 Why the affection drive is considered essential for psychological and emotional development? (5 Marks)

.....
.....
.....
.....

2.7 Explain individual differences in behavior according to the Arousal Theory with an example. (5 Marks)

.....
.....
.....
.....

2.8 In Lewin's theory, what does the formula for motivational force (Motivational Force = f(t, g)/e) represent? (5 Marks)

.....
.....
.....
.....

2.9 What is cognitive dissonance theory? Explain with an example. (5 Marks)

.....
.....
.....
.....

2.10 Name three methods of changing perception in cognitive dissonance. (5 Marks)

.....
.....
.....
.....

2.11 What is meant by the term "unconditioned stimulus" in classical conditioning? Explain with an example. (5 Marks)

.....
.....
.....
.....

2.12 What is "negative punishment,"? Provide an example to illustrate this concept. (5 Marks)

.....
.....
.....
.....

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