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THE OPEN UNIVERSITY OF SRI LANKA
FACULTY OF HEALTH SCIENCES
DEPARTMENT OF PSYCHOLOGY
ACADEMIC YEAR 2018/19– SEMESTER I

MOTIVATION AND EMOTION
PLU3303, LEVEL 3
FINAL EXAMINATION - NBT
DURATION: 2 HOURS

DATE: 09/03/2019

TIME: ~~1.00PM-3.00PM~~ 1.30 3.30

REGISTRATION NO: .....

IMPORTANT INSTRUCTIONS/ INFORMATION TO CANDIDATES

- This question paper consists of **19 pages** with **2 sections.**

  Section 1: 20 Multiple Choice Questions (40 Marks)

  Section 2: 6 Structured Essay Questions (60 Marks)
- Write your Registration Number in the space provided.
- Answer **ALL** questions in **Section 1**. Answer **ONLY** 4 questions in **Section 2**.
- **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).
- **Structured Essay 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.

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WRITE ANSWERS ONLY WITHIN THE SPACE PROVIDED.

1 Nihara was walking home one night when she realized a man was following her. Her heart started pounding and she started trembling, sweating and started to run. She thought to herself that, "This man looks very threatening and could hurt me; I'm afraid", which led Nihara to experience fear. (15 marks)

a Name the cognitive theory of emotion best suited to describe the above situation. (2 marks)

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b Describe the above named cognitive theory of emotion using Nihara's situation as an example. (5 marks)

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c Describe the experiment conducted to test the above mentioned cognitive theory of emotion (5 marks)

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d Briefly describe "Misattribution of Arousal" with an example from your daily life. (3 marks)

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2 On Ranil's first day of work as a medical doctor he was called to revive a patient that was near death. Ranil was able to remain calm and carry out the necessary functions. He was able to resuscitate the patient due to his non-excited demeanour. (15 marks)

a Describe the Yerkes Dodson Law and discuss why Ranil was successful in handling a highly stressful situation. (8 marks)

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b Drive Reduction Theory focuses on the concept of homeostasis. Briefly explain this theory with an example from your daily life. (5 marks)

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c 'A dog shaking himself after it gets wet' is an example of which theory of motivation? (2 marks)

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3 Namal was travelling in a bus when a passenger sat next to him. This passenger took a lot of space on the seat forcing Namal to squeeze his body in to a small space. Being squeezed in made Namal feel irritated and annoyed. Once he got up and stretched himself and moved to another empty seat, Namal felt much happier. (15 marks)

a Name the non-cognitive theory of emotion that best describes the emotional changes felt by Namal. (2 marks)

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b Describe the identified non-cognitive theory of emotion using Namal's situation as an example. (5 marks)

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c State one criticism against the identified non-cognitive theory of emotion with an example. (3 marks)

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d Briefly describe the theory put forward by Cannon and Bard (1925) in relation to emotion with a relevant example from your daily life. (5 marks)

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4 Kavisha decided to motivate herself to lose weight in January, 2017. Her target was to lose around 10-15Kgs over the time period of 2-3 years. On the 1st of January, 2019 when Kavisha checked her weight she realized that she had been unable to reduce even 1kg.

a Describe three factors from goal setting theory which could be used to help Kavisha achieve her objective. (6 marks)

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b As Kavisha's entire family is overweight, she did not actually believe that she will be able to lose any weight. Briefly discuss with the use of a theory of motivation how Kavisha's negative expectation hindered her achievement of weight loss goals. (4 marks)

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c When offered a piece of cake Kavisha was conflicted whether to eat the cake or to forego and to stick to her diet. Once she made the decision not to eat the cake, she thought "I'm being very healthy" and "Cake is really bad for you", "Others are so unhealthy and will gain weight". Briefly describe the theory of motivation at play in this situation. (5marks)

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5 Jagath is a taxi driver who transports people to the airport and back. Observing people at the airport, Jagath can tell just by looking at their facial expressions as to who is heading for departure and who has just arrived.

a Name the psychologist who proposed the theory of the universality of facial expressions. (2 marks)

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b Briefly explain what is meant by a "Display Rule" with one example from Sri Lankan culture. (5 marks)

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c Senuri is ashamed to take friends to her house as she comes from a low socioeconomic background. Discuss the concept of 'Shame' paying attention to the personal and social roles in its' development. (8 marks)

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6 Billboards of products in Colombo have the faces of the past cricket captains Kumar Sangakkara and Mahela Jayawardena displayed frequently. Beauty product advertisements also most often feature the faces of popular actresses. (15 marks)

a Name the psychological concept that advertising campaigns such as above often take advantage of. (2 marks)

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b Briefly describe the four key processes within the Social Learning Theory with an example from your daily life. (8 marks)

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c Describe the concept "Shaping" with the use of one example. (5 marks)

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