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BPCE-013

**BACHELOR OF ARTS (PSYCHOLOGY)
(BOP-BA)**

Term-End Examination

June, 2020

BPCE-013 : MOTIVATION AND EMOTION

Time : 2 Hours

Maximum Marks : 50

Note : All Sections are compulsory.

Section—A

Note : Answer any two of the following questions
in about 450 words each.

1. Define needs. Describe Kano's needs and Glasser's five needs. 3, 7
2. Elucidate McClelland's theory of need and goal setting theories. 5, 5
3. Explain the concept of stress. Examine treatment and prevention of stress and anxiety. 4, 6
4. Discuss general characteristics of emotions and physiological changes in emotions. 5, 5

Section—B

Note : Answer any four of the following questions in about 250 words each.

5. Describe the various methods of motivating employees. 6
6. Differentiate between intrinsic and extrinsic motivation. 6
7. Define curiosity. Elucidate self-determination theory. 3, 3
8. Describe Yerkes-Dodson's law and Drive theory. 3, 3
9. Discuss the development and components of emotions. 3, 3

Section—C

Note : Write short notes on any two of the following in about 100 words each.

10. Social motives 3
11. Aggressive motivation 3
12. Autonomic Nervous system 3