

SEMISTER-IV

Inter Disciplinary Course :(Any One)

Paper No: 405 (Motivation)

1. Main Objectives:

Unit: 1 Introduction

- Definitions
- What is Motivation?
- What are the common barriers to motivation? (Personally and professionally)
- Major Theories of Motivation (any two theories for part 1)

Unit: 2 Need Approaches:

- Maslow's Hierarchy Of needs
- Aldefer's ERG Theory
- Herzberg's Two Factor Theory
- McClelland's Learned Needs Theory

Unit: 3 Cognitive Approaches:

- Expectancy Theory
- Equity Theory
- Goal Setting Theory

Unit: 4 Reinforcement theory or operant Conditioning: How

Rewards & Reinforcements sustain motivation over time

- Application of achievement motivation theory in motivating
- Goal setting and motivation

- Creating motivational climate around
- Self Awareness and motivation
- A personal Motivational checklist
- Project and Presentation of the project

References: