

Paper No: 405 (Motivation)

1. Main Objectives:

2. The Scheme of question paper:

- The paper will consist **four units**.
- Each Unit Should be given equal weight age in examination
- Total Marks are:**100**

70: External Examination

30: Internal Evaluation

10 Marks: Internal Examination.

10 Marks: Seminar, Presentation, Assignment.

10 Marks: Book Review Field Work, Quiz, and

Research Report.

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: