

No. of Printed Pages : 3

BPCE-013

**BACHELOR'S DEGREE
PROGRAMME (B. A. PSYCHOLOGY)
(BDP)**

Term-End Examination

December, 2025

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.*

2×10=20

1. Define needs. Explain Kano's needs and Glasser's five needs. 2+8
2. Explain Alderfer's ERG needs theory and Herzberg's Motivator-Hygiene theory and their implications for management. 5+5

3. Define anxiety and describe its types.
Explain the physical, psychological and behavioural symptoms of anxiety. 4+6
4. Describe social theories of emotions. 10

Section—B

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

4×6=24

5. Define motivation and describe the categories of motives. 2+4
6. Explain the challenge as an individual factor influencing intrinsic motivation. 6
7. Define curiosity. Explain theoretical concepts of curiosity and exploration. 2+4
8. Define and describe the General Adaptation Syndrome. 6
9. Define emotional competency and explain the management of emotions. 2+4

[3]

Section—C

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

2×3=6

- | | |
|------------------------------------|---|
| 10. Aggressive motivation. | 3 |
| 11. Progressive muscle relaxation. | 3 |
| 12. Extrinsic motivation. | 3 |

x x x x x