

**BACHELOR'S DEGREE  
PROGRAMME (BDP)**

**Term-End Examination**

**June, 2025**

**BPCE-013 : MOTIVATION AND EMOTION**

*Time : 2 Hours*

*Maximum Marks : 50*

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**Note :** *All Sections are compulsory.*

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**Section—A**

**Note :** *Answer any **two** of the following questions in about **400** words each.*

2×10=20

1. Explain the concept of need and describe the models of need. 10
2. Describe the Herzberg's Motivator-Hygiene theory and Goal setting theory of motivation. 5+5
3. Define stress and describe General Adaptation Syndrome with the help of a suitable diagram. 3+7
4. Explain any *three* theories of emotions. 10

### Section—B

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

4×6=24

5. Discuss the relationship between emotions and feelings. 6
6. Describe various methods of motivating employees. 6
7. Explain challenges as an individual factor that influences intrinsic motivation. 6
8. Define arousal and describe its characteristics. 3+3
9. Explain the components and development of emotions. 6

### Section—C

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

3×2=6

10. Drive reduction theory. 3
11. Difference between emotion and affection. 3
12. Autonomic Nervous System. 3

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