Motivation and Emotion

Standard difficulty · 20 questions · 40 marks · Time: 36 minutes

Name: _____ Date: _____ Score: ____ / 40

Show your working for Sections B and C. Answers are on the last page — try every question first!

Section A — Choose the correct answer — 8 × 1 = 8 marks

1. A lack or deficit of some necessity is a:

(a) goal **(b)** emotion **(c)** drive **(d)** need

2. Kabir chooses a moderately hard project over an easy one. Which motive is at work?

(a) hunger **(b)** thirst

(c) need for achievement **(d)** curiosity and exploration

3. In Maslow's hierarchy, painting to develop one's full potential meets which need?

(a) esteem needs **(b)** safety needs

(c) physiological needs **(d)** self-actualisation needs

4. Emotion shown through standing very close while talking uses which channel?

(a) physical distance **(b)** gesture and posture

(c) facial expression **(d)** syntax

5. In Plutchik's pairs of opposite emotions, what is the opposite of disgust?

(a) joy **(b)** anger **(c)** anticipation **(d)** acceptance

6. As a tip for managing emotions, what does enhancing self-awareness mean?

(a) using your own best past performance as inspiration

(b) trying to understand others' feelings

(c) knowing how and why you feel as you do

(d) reviewing your past accomplishments and states

7. In Maslow's hierarchy, counting physiological needs as level 1, how many levels above physiological needs are esteem needs?

(a) 5 **(b)** 4 **(c)** 3 **(d)** 1

8. Which behaviour best fits self-actualisation needs?

(a) painting to develop one's full potential **(b)** eating when hungry

(c) working for respect and recognition **(d)** locking the door at night

Section B — Short answer — 8 × 2 = 16 marks

9. What is motivation?

10. Name the motive in each case. (a) Zoya calls friends over after hearing good news. (b) Dev drinks two glasses of water after a long run.

11. Is each motive biological or psychosocial? (a) need for achievement (b) hunger

12. Is each a monitoring or a blunting strategy for examination anxiety? (a) asking friends or teachers for help (b) practising relaxation

13. Name Plutchik's opposite of each emotion: (a) joy (b) fear

14. Name the channel of emotional expression: (a) folded arms and a stiff posture (b) a rising pitch of voice

15. Explain each tip for managing emotions: (a) having empathy (b) cognitive restructuring

16. Suppose Vikram plans a 5-hour revision session in blocks of 40 minutes, each followed by a 10-minute break for light exercise. How many full blocks fit, and which kind of strategy for examination anxiety are the planning and the exercise?

Section C — Word problems — 4 × 4 = 16 marks

17. Explain the motivational cycle.

18. Match each with its example: (a) physiological needs (b) esteem needs (c) belongingness and love needs. Choose from: eating when hungry; working for respect and recognition; joining a club to make friends.

19. Isha drinks two glasses of water after a long run. (a) Which concept does this show? (b) Explain your answer.

20. Put these steps of the motivational cycle in the correct order: reduction of the drive; drive (arousal); reaching the goal.

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Answer key

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Q	Answer	Working
1	(d) need	—
2	(c) need for achievement	—
3	(d) self-actualisation needs	—
4	(a) physical distance	—
5	(d) acceptance	—
6	(c) knowing how and why you feel as you do	—
7	(c) 3	level 4 − level 1
8	(a) painting to develop one's full potential	—
9	The process of persistent behaviour directed towards a specific goal, arising from driving forces within the person.	—
10	(a) need for affiliation (b) thirst	—
11	(a) psychosocial (b) biological	—
12	(a) monitoring (b) blunting	—
13	(a) sadness (b) anger	—
14	(a) gesture and posture (b) paralanguage	—
15	(a) trying to understand others' feelings (b) viewing events differently to replace negative thoughts	—
16	6 full blocks; planning and preparing is monitoring, light exercise is blunting	5 × 60 = 300 minutes; ÷ (40 + 10) = 6 full blocks
17	A need creates a drive (tension or arousal), which leads to goal-directed behaviour; reaching the goal reduces the drive and the organism returns to a balanced state.	—
18	(a) eating when hungry (b) working for respect and recognition (c) joining a club to make friends	—
19	(a) thirst (b) A biological motive triggered when the body's cells lose water	—

Q	Answer	Working
20	**drive (arousal) → reaching the goal → reduction of the drive**	—