

### ASSESSMENT # 4

Total Marks: 30

Q.1 **Short Questions:**

(20)

- i. What is motivation? and why is motivation important?
- ii. 'The role of a manager as a leader is closely related to their role as a motivator'.  
Discuss
- iii. What is orientation? why it is important for organisations?
- iv. How would you differentiate between orientation and on boarding? Explain using examples.
- v. What does the term ' SPIRIT stand for? how can you set your goals using SPIRIT?

Q.2

(10)

- a) What is the importance of feedback for maintaining a motivational climate?
- b) Explain Reinforcement Theory of motivation. How can you apply this theory for providing a motivational climate at your workplace?