

**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?