

**National Institute of Open Schooling**  
**Senior Secondary**  
**Lesson 09 – Motivation**  
**Worksheet- 09**

1. Explain the concept of motivation using examples from your daily life.
2. “Motives may not tell exactly what will happen but they give us an idea about the range of activities a person will do.” Critically analyse the given statement.
3. Prepare a questionnaire with at least eight questions to identify the secondary needs of a person.
4. Sheetal is an assistant manager and wants to be the chairman of the firm she is working in. Identify and explain the goals in this example. Speculate the incentives for Sheetal’s motives.
5. Elucidate upon the importance of primary needs and instincts of motivation in terms of human survival.
6. Abhram Maslow, a humanistic psychologist, proposed a hierarchy of needs. Analyze the applicability of hierarchy of needs in the contemporary world.
7. “Need for achievement” is related to attaining a higher level of performance. Describe the factors that influence achievement motivation in an individual.
8. In the following question, identify the intrinsic and extrinsic motivation:
  - a. Mayank believes in his work and stays till late in office to complete his work.  
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  - b. Ahmed cleaned his room, because he did not want his mother to be angry.  
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  - c. Sanjeev says that he loves to play cards because whenever he wins he gets money.  
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9. Efficacy works at an individual and collective level both. How? Explain.
10. Identify and enlist the different types of source of frustration in your daily life.