



Integral University, Lucknow

Effective from Session: 2023-2024							
Course Code	HS404	Title of the Course	Motivation and Emotion: Nature, Classification and Measurement	L	T	P	C
Year	I	Semester	I	4	0	0	4
Pre-Requisite	Graduation	Co-requisite	None				
Course Objectives	To provide an understanding to the students about motivation and emotion. To acquaint students with various types of biological, psychological and sociological motives.						

Course Outcomes	
CO1	Understand the level of motivation and emotion
CO2	Understand the biological and psychological aspects of hunger.
CO3	Understand the sociological motives and achievement
CO4	Understand the sociological motives Approval and aggression
CO5	Understand the anxiety and theories of frustration

Unit No.	Title of the Unit	Content of Unit	Contact Hrs.	Mapped CO
1	Introduction to Emotion	Nature and Levels of motivation and emotion. The Developmental-Interactionist Model Functions of motivational – emotional system: the relationship of motivation and emotion, The Readout Hypothesis	9	CO1
2	Biological and Psychological Motives	Hunger- Control of hunger mechanism: Stomach contractions; Chemical, Mechanical, Oral and Neural factors. Recent theories of hunger mechanism; The Glucostatic hypothesis, the Thermal hypothesis Sex – Developments in the study of sex; the nature of sexual arousal; Physiological determinants of arousability; Hormonal, Social and Environmental effects on arousability.	10	CO2
3	Sociological Motives I	Achievement – The tendency to achieve success; the tendency to avoid failure; the approach avoidance conflicts in achievement situations; Expectancy of success. Studies of achievement motivation Affiliation – Nature; Determinants; Relationship between affiliation and anxiety.	10	CO3
4	Sociological Motives II	Approval – Social Desirability research. The Marlowe-Crowne Scale. Approval as an evaluatively dependant behavior. Personality correlates of approval Aggression – Nature; Kinds. Theories of aggression as innate, Environmental theories.	8	CO4
5	Emotions Concomitant with Extreme Motivational States	Anxiety – As the force underlying other apparent motives; Manifest anxiety; Test anxiety; Anxiety as a drive Frustration – The necessary preconditions, Sources; Frustration as a drive: The Brown-Farber theory, The Amsel theory; Reactions to Frustration	8	CO5

Reference Books:

- Beck, R.C. (2005) Motivation: Theories and Principles. Fourth Edition. Pearson
- Buck, R. (1987) Human Motivation and Emotion. John Wiley and Sons
- Cofer, C.N. and Appley, M.H. (1963): Motivation Theory and Research. John Wiley and Sons
- Franken, R.E.(2002). Human Motivation, Fifth Edition. Wadsworth: Thompson Learning
- Houston, J.P. (1985). Motivation. Macmillan Publishers.
- Young, P.T. (1961): Motivation and Emotion

e-Learning Source:

<https://egvankosh.ac.in/bitstream/12356789/62918/3/Block-3.pdf>

Course Articulation Matrix: (Mapping of COs with POs and PSOs)

PO-PSO CO	Course Articulation Matrix: (Mapping of COs with POs and PSOs)															
	PO1	PO2	PO3	PO4	PO5	PO6	PO7	PSO1	PSO2	PSO3	PSO4	PSO5	PSO6	PSO7	PSO8	
CO1	2	2	2	1	2	3	1	2	3	2	2	3	3	3	2	
CO2	2	2	1	2	2	2	2	3	3	2	3	2	2	2	1	
CO3	2	2	1	3	3	2	2	2	1	3	2	1	1	2	1	
CO4	2	2	2	2	2	2	3	3	3	2	2	2	3	1	2	
CO5	1	1	2	2	1		1	2	2	2	2	2	3	1	3	

1- Low Correlation; 2- Moderate Correlation; 3- Substantial Correlation

Name & Sign of Program Coordinator	Sign & Seal of HoD
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