Bhavika Srivastava
Btech CSBS
A042

MT 1 (BCVS)

Set - 1

Ans 1) (5) Self-Actualization Needs
Ans 2) (2) needs like food, clothing, shelter, air water
Ans 3) (5) Self-Actualization Needs
Ans 4) (3)
Ans 5) (b) Social differences
Ans 6) (a)
Ans 7) (c)
Ans 8) (c)
Ans 9) (b)
Ans 10) (c)
Ans 11) (c)
Ans 12) (d)

Set-2

Ans 1) 1) Maslow's hierarchy of needs is a motivational theory which depicts 5 distinct levels of needs hierarchy in the form of a pyramid with hierarchy rising from bottom to top.

2) Needs at the bottom should be fulfilled prior to satisfying needs at the top.

3) when needs at a level are satisfied, the person feels motivated to attain the next level.

4) 5 tiers of hierarchical pyramid are:

(i) <u>Physiological needs</u>:⇒ it includes the all the physical [and basic] requirements like food, shelter, clothing etc.

⊙ ⇒ given maximum important as without a healthy body and fundamental needs, no one can perform to this optimum level.

(ii) <u>Safety needs</u>: ⇒ it includes financial, emotional security <u>needs</u> and legal safety needs in order to ensure a safe, secure and sound environment to live in peacefully.

(iii) <u>Love and belongingness</u>: ⇒ it includes the emotional aspect which involves need for interpersonal relationships. Here, a person wishes to have sentimental bonds with others including friends, family, having trust, affection and love.

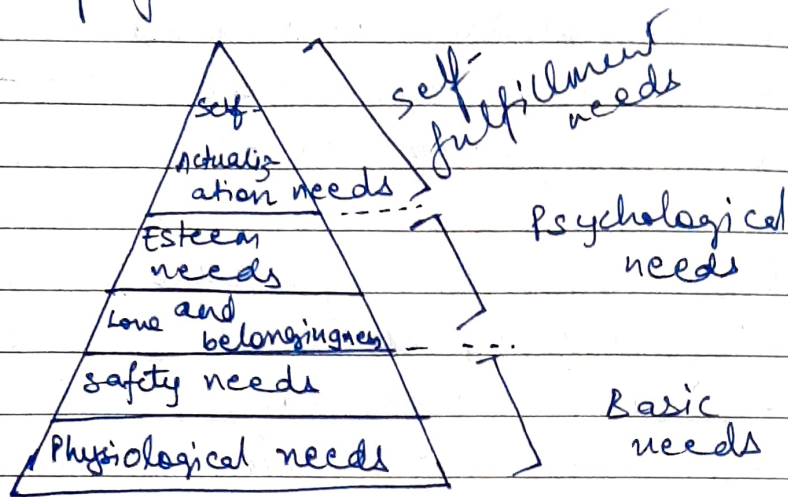(iv) <u>Esteem needs</u>: ⇒ it includes need for <u>self-esteem</u> as well as need for respect from others, ie, reputation in society.
⇒ here a person wishes to be independent and have a prestigious position in society.

(iv) **Self-Actualization** needs! → it includes the need of a person to fulfill everything he wishes to, and realize his potential to the optimum level.

→ it is the highest level of need.

→ Here, he seeks personal growth and self fulfillment.

(5)

Ans 3) 1) SWOT analysis is a strategic and planning ~~planning~~ framework used by teams ~~organizations~~ ~~the to~~ assess the current scenario of market and their organization and ~~and there by~~ for ~~by~~ identifying strengths, weaknesses, opportunities and threats associated with ~~those~~ with project planning or market competition.

2) SWOT stands for Strengths, Weaknesses, opportunities and Threats.

3) It is used to analyse both internal (S,W) and external (O,T) factors.

4) i) Strengths: → it includes those internal features of the organization which are beneficial for its growth.

(ii) Weaknesses: → includes those internal features of the organization which might hinder the growth and success of firm.

(iii) Opportunities: → They are external factors which can help in promoting the success of firm.
→ they are in the market
→ they give an edge to the project.

(iv) Threats: → They are external factors present in the market which might hinder the growth and success of market.

5) En: for a college (just to be general).

Strength	Weaknesses
→ committed faculty	→ weak transfer process
⇒ strong leaders	⇒ old infrastructure
⇒ student advising initiatives	

opportunities	Threats
→ efficient online programs	⇒ marketing by profit-driven organization
⇒ credit for prior learning	⇒ reduced funding from government