

1. a. What is motivation (5 marks)
b. Explain three (3) ways by which school pupils can be motivated to learn using Bruner's model (15 marks)
c. Discuss Maslow's Hierarchy of Needs (10 marks)
Total = 30 marks
2. a. List any five (5) demerits of punishment. (5 marks)
b. State five (5) implications of Skinner's learning theory for the management of class behaviour (15 marks)
3. a. Explain the following concepts with examples;
i. Extrinsic motivation
ii. Intrinsic motivation
iii. Reinforcement
iv. Schedule of reinforcement (20 marks)
4. a. Briefly discuss three (3) cognitive dimensions of motivation theory by Weiner (15 marks)
b. Explain how any two of these cognitive dimensions affect motivation. (5 marks)
Total = 20 marks