

# Unit 9 - Week 7: Motivation, persuasion, negotiation and leadership

## Course outline

How does an NPTEL online course work?

week 0

Week 1: Communication skills 1: the basics

Week-2: Communication skills 2 : presentation and interaction

Week 3: Communication skills 3 : Visual, nonverbal and aural communication

Week-4: Interpersonal communication 1: individuals, groups and cultures

Week 5: Interpersonal communication 2: emotional and social skills

Week 6: Developing key traits 1: creativity, critical thinking and problem solving

Week 7: Motivation, persuasion, negotiation and leadership

● Lecture 31: Motivating Oneself

○ Lecture 32: The art of Persuasion - I

● Lecture 33: The art of Persuasion - II

○ Lecture 34: From Persuasion to Negotiation

○ Lecture 35: Leadership and Motivating Others

○ Quiz : Assignment 7

○ Week 7 Feedback Form

○ Week 7 Lecture Material

Week 8: Essential and vocational skills: survival strategies

Text Transcripts

Books

Download Videos

Detailed Assignment Solution

## Assignment 7

The due date for submitting this assignment has passed.  
As per our records you have not submitted this assignment.

**Due on 2020-03-18, 23:59 IST.**

- 1) Choose the correct sequence for Maslow's hierarchy of needs theory. 1 point
- Physiological needs, Safety needs, Esteem needs, Belongingness and love needs, Self-actualization.
  - Physiological needs, Belongingness and love needs, Esteem needs, Safety needs, Self-actualization.
  - Physiological needs, Esteem needs, Belongingness and love needs, Safety needs, Self-actualization needs.
  - Physiological needs, Safety needs, Belongingness and love needs, Esteem needs, Self-actualization needs.
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
iv.
- 2) In Herzberg's theory, the environment- mediated extrinsic job factors are: 1 point
- Company policy and administration
  - Working conditions
  - Relationship with peers
- All A, B, & C are correct.
  - Only C is correct.
  - Only A & C are correct
  - Only A & B are correct.
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
iv.
- 3) In Vroom's theory, the probability value of expectancy can vary from: 1 point
- 1 to +1
  - 0 to 1
- i.  
 ii.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
ii.
- 4) Negotiation is an interactive communication process that takes place whenever we want something from someone else or another person wants something from us. 1 point
- True
  - False
- i.  
 ii.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
i.
- 5) In which of the following negotiating style, individuals easily give the other person concession in hope of strengthening their relationships but tend to neglect their own needs in favour of helping the other person. 1 point
- Avoider negotiating style
  - Accommodator negotiating style
  - Compromiser negotiating style
  - Problem solver negotiating style
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
ii.
- 6) Which of the following are the foundations of effective negotiations? 1 point
- Determine the basic style preferences
  - Have patience to listen
  - Make commitment to personal integrity
  - All of the above
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
iv.
- 7) Which of the following characteristics determine the leadership style of a task leader? 1 point
- Always give stress on the activity of the group
  - Always follow the agenda
  - Always make sure the group reaches a conclusion at the end of the meeting
  - All of the above
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
iv.
- 8) \_\_\_\_\_ is a communicative relationship between one person and others such that when one gives a direction and another gladly carries it out. 1 point
- Leadership
  - Friendship
  - Motivation
  - None of the above
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
i.
- 9) What are the motivational factors used by the effective leaders to increase employee motivation by motivating the team members? 1 point
- Appreciation
  - Involvement
  - Awareness of personal situations
  - All of the above
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
iv.
- 10) Persuasion can take place through language and through image. 1 point
- True
  - False
- i.  
 ii.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
i.
- 11) \_\_\_\_\_ and \_\_\_\_\_ can be modified through persuasion. 1 point
- Attitude and behavior
  - Common sense and thought process
  - Growth and resilience
  - Intelligence and memory
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
i.
- 12) Aristotle classified persuasion into three categories: (a) \_\_\_\_\_ (b) \_\_\_\_\_ (c) \_\_\_\_\_ 1 point
- Ethos, Pathos and logos
  - Visualization, thinking and reaction
  - Seeing, thinking and believing
  - Listening, understanding and believing
- Only A is correct.
  - Only B is correct.
  - Only C is correct.
  - Only C is correct.
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
i.
- 13) Attitude is a psychological construct. It is a \_\_\_\_\_ and \_\_\_\_\_ entity that inheres in, or characterizes, the person. 1 point
- Physical and spiritual
  - Mental and emotional
  - Philosophical and spiritual
  - Spiritual and biological
- Only B is correct
  - Only A is correct
  - Only C is correct
  - Only D is correct
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
i.
- 14) \_\_\_\_\_ helps one make sense of the world. 1 point
- Decision
  - Reaction
  - Knowledge
  - Assumption
- Only D is correct.
  - Only C is correct
  - All A, B, C & D are correct.
  - Only B is correct.
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
ii.
- 15) What you know and don't know is known as: 1 point
- Knowledge bias
  - Filtering bias
  - Reporting bias
  - Selection bias
- i.  
 ii.  
 iii.  
 iv.
- No, the answer is incorrect.  
Score: 0  
Accepted Answers:  
i.