

**UNIVERSITY OF FORT HARE**  
**MOTIVATION AND SELF CONCEPT**  
**EDU 221 E**  
**BACHELOR OF EDUCATION**  
**NOVEMBER EXAMS: 2019**

**TIME:** 3hrs  
**Course code:** EDU 221E  
**MARKS:** 100

This paper consists of four (4) pages including the cover page.

**1<sup>st</sup> Internal Examiner**  
**Ms P. Maxakato**

**2<sup>nd</sup> Internal Examiner:**  
**Prof. N. Duku**

**INSTRUCTIONS:**

**GENERAL:**

- ALL sections & questions are compulsory.
- Number all answers the same as the questions.
- Write neatly and legibly as no attempt will be made to decipher illegible handwriting.
- Answer QUESTION 1 (1 -15) on the multiple choice UFH ANSWER SHEET.
- Answer QUESTION 2 – QUESTION 4 in the exam answer booklet.

ANSWER QUESTION 1. (1 -15) on the multiple choice UFH ANSWER SHEET.

QUESTION 1

[30]

Read the following concepts and match them to the statements below:

- A. self-image
  - B. Self-concept
  - C. Self-perception
  - D. Self-actualisation
  - E. Impression management
1. It is how you see yourself or your opinion of whom and what you are.
  2. It is how we think about or evaluate ourselves: physically; morally; personally; our family; social situation.
  3. A person's view of him or herself and of any mental or physical attribute that makes up the person's self.
  4. This term is influenced by our sense of identity. There are two things that have powerful effects on this concept, which are opinions and judgments other people make of us and social comparisons
  5. This is a term coined by psychologist Abraham Maslow to describe the ongoing process of fully developing your personal potential
  6. This concept assumes that internal states are inferences resulting from observation of one's behavior. Understanding how people get to know themselves is important because self-knowledge is considered a basis which people use in the process of forming values, preferences and attitudes.
  7. It is a goal-directed conscious or unconscious process in which people attempt to influence the perceptions of other people about a person, object or event; they do so by regulating and controlling information in social interaction.

[2x7 =14]

Match the following theory/ theorist to the relevant statements below.

- A. Maslow's Hierarchy of needs theory
- B. Alderfer's ERG theory
- C. Herzberg theory -Two Factor theory (Herzberg)
- D. Vroom's Expectancy theory
- E. Reinforcement – Skinner

- 8. This theory does have some form of hierarchy according to concreteness, but it also allows the order of the needs to differ for different people (e.g., it accounts for the "starving artist" who may place growth needs above existence ones).
- 9. This theory works on perceptions, and assumes that behaviour is the result of conscious choices among alternatives aimed at maximizing pleasuring and avoiding pain.
- 10. This theory introduces concepts, which indicate that increased effort, leads to increased results when you perform well and that brings valued outcomes, which make you place value on the expected outcome.
- 11. Mr Fuller was staying in a one bedroom flat and was driving a Porsche and all his life he would go to a tavern, which was in the squatter camp. Which theory believes this is not a good way for developmental growth?
- 12. If the deficiency needs are not satisfied, the person will feel the deficit and this will stifle his or her development.
- 13. This theory condenses all Maslow's five human needs into three categories.
- 14. A lower level need does not necessarily have to be gratified for a higher level to become relevant (i.e., a person may satisfy a need at hand, whether or not a previous need has been satisfied);
- 15. The administration of positive consequences is done to increase the likelihood of repeating the desired behavior in similar settings. Rewards are not necessarily positive reinforcers. A reward is a positive reinforcer only if the behavior improves.

[2x15 =30]

USE THE ANSWER BOOKLET

QUESTION 2.

[24]

- 2.1. Discuss the six (6) external factors related to the development of the self – concept. (3x6=18)
- 2.2. Discuss in detail ONE difference between self-concept and self-esteem. (2x2 =4)

QUESTION 3

[30]

- 3.1. You have been give the name of the theorist provide the name of the theory associated with it. (6 x 2= 12)
- 3.2. Provide an overview of each of the theories/concepts. (6 x 3= 18)

Present the information in the form of a table.

NB: YOU HAVE TO DRAW THE SAME TABLE IN YOUR ANSWER BOOK.

| Theorist            | Theory/Concept 3.1 | Overview of theory/concept 3.2 |
|---------------------|--------------------|--------------------------------|
| Skinner             |                    |                                |
| Charles Cooley      |                    |                                |
| Vroom's             |                    |                                |
| Alderfer            |                    |                                |
| George Herbert Mead |                    |                                |
| Albert Bandura      |                    |                                |
|                     |                    |                                |

QUESTION 4.

[18]

- 4.1. Discuss briefly the causal factors of learning difficulties in school children. (9 x2 =18)

TOTAL

[100]