

## COURSE OUTLINE

<b>Department &amp; Faculty: Dept. of Foundation of Education.</b> <b>Faculty of Education</b>		<b>Page 1 of 5</b>	
<b>Subject &amp; Code: Theories of Motivation (MPF 1103)</b> <b>Total Lecture Hours: 3 hours per week</b>		<b>Semester: II</b> <b>Academic Session : 2008/2009</b>	
<b>Lecturer</b> : Associate Professor Dr Othman bin Md.Johan <b>Room No.</b> : C 14-341 <b>Tel. No.</b> : 07-5534451 /019-7353600 <b>Email</b> : p-othman@utm.my <b>Synopsis</b> : This course discusses the major theories of motivation as determinants of behavior. The discussion will be based on the biological, learning, cognitive and social approaches. Emphasis will also be on the application of these theories in motivating students and staff in an organization.			
<b>Learning Outcomes :</b>  By the end of the course, students should be:			
	<b>Course Learning Outcome</b>	<b>Programme Learning Outcome(s) Addressed</b>	<b>Assessment Methods</b>
1.	able to understand the concept of motivation and be aware of the motivational needs in changing human behaviour	PO1, PO3, LO1, LO5	ASNMT T, F
2.	knowledgeable in the various motivational constructs in motivating students and staff of an organization	PO1, PO2, LO3, LO5	HW, ASNMT, PR Pr, T, F
3.	aware of the strength and weaknesses of the various motivational theories in modifying human behavior from different background	PO1, LO1, LO2, LO4	ASNMT, T, F, Prob. Solving ex.
4.	able to apply the relevant theories of motivation in an actual situation	PO2, PO4, PO5, PO6, LO2, LO3	HW, ASNMT, Pr T, F (T – Test ; PR – Project ; HW – Homework ; Pr – Presentation, F – Final Exam; ASNT- Assignment)
<b>Prepared by:</b> <b>Name: Assoc. Prof. Dr Othman bin Md.Johan</b> <b>Signature:</b> <b>Date: 1.1.2009</b>		<b>Certified by: TD(A)</b> <b>Name:</b> <b>Signature:</b> <b>Date:</b>	

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<b>Weekly Schedule: First Half (29.12.08 – 21.1.09)</b>		
<b>Week 1</b>	<b>:</b>	<b>1.0</b> Introduction to the course 1.1 Concept and roles of motivation 1.2 The roles of instinct in theories of motivation
<b>Week 2</b>	<b>:</b>	<b>2.0</b> Psychoanalytic theory of motivation 2.1 Factors influencing the theory 2.2 Six Psychoanalytic hypotheses 2.3 Psychoanalytic motivational constructs
<b>Week 3</b>	<b>:</b>	<b>3.0</b> Application of Psychoanalytic theory in motivating students and staff
<b>Week 4</b>	<b>:</b>	<b>4.0</b> Motivation towards self-actualization 4.1 Motivation and needs 4.2 Actualization theory of Carl Rogers 4.3 Critique on Carl Rogers actualization theory
<b>Week 5</b>		<b>Semester Break</b> 26.1.09 – 1.2.09 Second Half (2.2.09 – 12. 04.09) 10 weeks
<b>Week 6</b>	<b>:</b>	<b>6.0</b> The Need-hierarchy theory of Abraham Maslow 6.1 Motivational constructs of The Need-hierarchy theory 6.2 Critique on the need-hierarchy theory
<b>Week 7</b>	<b>:</b>	<b>7.0</b> Application of Carl Rogers and Abraham Maslow's theory in motivating students and staff
<b>Week 8</b>	<b>:</b>	<b>8.0</b> Stimulus-response theories of motivation 8.1 Influence of Hull and Spence 8.2 Extension of SR theory 8.3 Critique on the SR theory
<b>Week 9</b>		<b>9.0</b> Application of SR theory in motivating students and staff 9.1 Mid-term test
<b>Week 10</b>		<b>10.0</b> Social Learning Theories of motivation 10.1 Rotter – Expectancy value theory 10.2 Bandura – Modelling theory and self-regulation 10.3 Critique on Rotter and Bandura's theory

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Weekly Schedule:		
<b>Week 11</b>	11.0	The theory of achievement motivation
	11.1	Motivational constructs in achievement motivation theory
	11.2	Critique and reformulations of the theory
<b>Week 12</b>	: 12.0	Application of achievement motivation theory in motivating students and staff
<b>Week 13</b>	: 13.0	Cognitive-consistency theory
	13.1	Motivational constructs of balance theory by Heider and criticism
<b>Week 14</b>	14.0	Osgood and Tannenbaum congruity theory
	14.1	Equity theory by Adam
	14.2	Motivational constructs of 'cognitive-dissonance' theory
	14.3	Self-perception theory – an alternative to dissonance theory
<b>Week 15</b>	<b>15.0</b>	Theories of causal attribution
	15.1	Heider, Jones & Davis, and Kelly theories of CA
	15.2	Critique on theories of causal attribution
	15.3	Application of causal attribution theory in motivating students and staff

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Weekly Schedule:		
Course Notes	:	Othman Md.Johan, Notes on theories of motivation. Universiti Teknologi Malaysia, 2008.
Main Text:	1.	Arkes, H. A. (1982). Psychological theories of motivation. Belmont, California: Wadworth.
Other References	1.	Atkinson, J. W., & Raynor, J. O. (Eds.) (1974). <i>Motivation and achievement</i> . Washington DC: Winston.
	2.	Dweck, C. S. (1986). Motivational processes affecting learning. <i>American Psychologist</i> , 41(10), 1040-1048.
	3.	Ford, M. E. (1992). <i>Motivating humans</i> . London; Sage Publication.
	4.	Petri, H. L. (1986). <i>Motivation: Theory and research</i> . Belmont, California: Wadworth.

#### **ASSESSMENT:**

No		Number	% each	% total	Dates
1	Assignment	1	15%	15	Week 2
2	Group Presentation	1	5%	05	According to topic
3	Project	1	20%	20	Week 2
4	Test 1	1	20%	20	Week 9
5	Final Exam	1	40%	40	
	<b>Overall Total</b>			<b>100</b>	