

2.4.1 MOTIVATION UNIT

1. The intrinsic and extrinsic factors that stimulate people to take actions that lead to achieve a goal.

Motivation Training

2. Comes from external rewards associated with working in a task, for example pay and other benefits.

Intrinsic motivation Extrinsic Motivation

3. Comes from the satisfaction derived from working on and completing a task.

Intrinsic motivation Extrinsic Motivation

- #### 4. An example of Intrinsic motivation is:

Growth Pay raises

5. An example of extrinsic motivation is:

Self-expression Bonuses

- 6. Paying workers an amount for each unit produced:**

- ## 7. Hierarchy of human needs:

Herzberg vs. Maslow

- ## 8. Hierarchy of human needs:

Herzberg vs. Maslow

- 9. A payment to a sales person for each sale made:**

- #### **10. Giving employees more challenging and interest task:**

Job enrichment Empowerment