

### 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:

Taylor theory

Daniel Pink theory

7. Hierarchy of human needs:

Herzberg

Maslow

8. Hierarchy of human needs:

Herzberg

Maslow

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

Commission

Piece rate

10. Giving employees more challenging and interest task:

Job enrichment

Empowerment