**Motivation**

1. Define Motivation (2)

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1. Identify and explain why it is important for a business to motivate its employees (6)

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1. *Fill in the Blanks:* Motivation matters of the profit- focused reason that \_\_\_\_\_\_\_\_\_\_\_ costs are too expensive to waste due to low \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_(efficiency) or high labour \_\_\_\_\_\_\_\_\_\_. It also matters for the ethical reason that managers should feel a duty to promote job satisfaction among staff. (Hints: turnover, labour, productivity)
2. What does Maslow’s hierarchy of needs show?

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1. Complete Maslow’s Hierachy of Needs.
2. Who’s who?

Put these into the correct boxes below.

2 factor theory safety needs Reward becomes a right

Self-actualization Hygiene sense of belonging

|  |  |
| --- | --- |
| **Maslow** | **Herzberg** |
|  |  |
|  |  |
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**Herzberg activity:**

Motivators relate to the job itself and can be used positively to motivate employees

Hygiene factors do not lead to motivation but without them employees may become dissatisfied

|  |  |
| --- | --- |
| Motivators | Hygiene Factors |
|  |  |
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|  |  |
|  |  |

Supervision of employees Company policy and Admin

Responsibility Working Conditions

Interesting work Achievement

Recognition for achievement Personal Advancement

Relationships with fellow workers Pay