Name: _____

Human Relations in Organizations

Chapter Eight: Motivating Performance

Define Motivation and explain its importance:

Define Content Motivational Theories:

Describe Maslow's Hierarchy of Needs:

Define Herzberg's Two-Factor Theory:

Define McClelland's Manifest Needs Theory:

Define Process Motivation Theories:

Define the Expectancy Theory:

Define the Equity Theory:

Define the Reinforcement Theory:

Explain the impact of and the steps involved in Giving Praise:

Explain the difference between Job Enrichment vs. Simplification:

Define the Self-Motivation Model:

Briefly share your thoughts on how the material outlined in this chapter can impact your life: