

Name: _____

Fundamentals of Management

Chapter Eleven: Motivating and Rewarding Employees

- 1: Define Motivation.

- 2: Explain why motivating employee performance is important.

- 3: Explain Maslow's Hierarchy of Needs Theory.

- 4: Explain McGregor's Theory X and Theory Y.

- 5: Explain Herzberg's Two-Factor Theory.

- 6: Explain McClelland's Three-Needs Theory.

- 7: Explain Goal-Setting Theory.

- 8: What is Job Design and why is it important?

9: Explain Equity Theory and its impact on Managers and Employees.

10: Explain Expectancy Theory and its impact on Managers and Employees.

11: Explain how to motivate employees in tough economic circumstances.

12: Explain how managers can deal effectively with cross-cultural differences in motivation.

13: Explain the importance of Employee Rewards Programs.

14: Define Open Book Management.

15: Define Employee Recognition.

16: Define Pay-For-Performance.

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