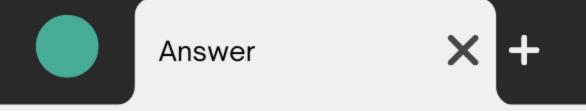




DEFINE MOTIVATION





This is the reason of why people work hard and effectively for the business.



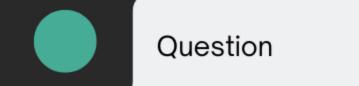


DEFINE SELF-ACTUALISATION





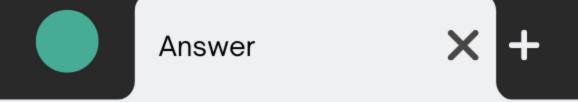
The feeling of having done good not by financial or personal rewards usually from promotion and given more responsibilities.







DEFINE ESTEEM NEEDS





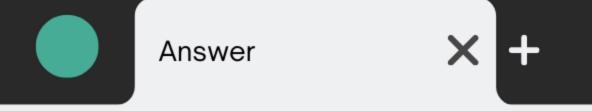
To have a *status, recognition, respect* and feeling of *importance*.







DEFINE SOCIAL NEEDS





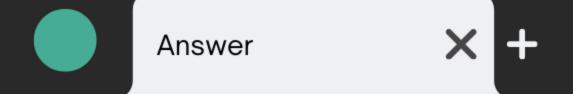
To have colleagues who support you, a feeling of belonging to a group.



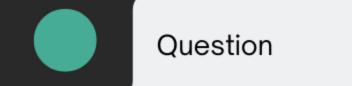




DEFINE JOB SECURITY



Safe oneself from poverty.







BEFINE PHYSIOLOGICAL





The most *basic human needs* to be *satisfied*: water, food, shelter, and clothing.





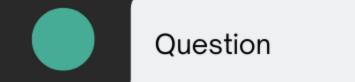


DEFINE WAGES





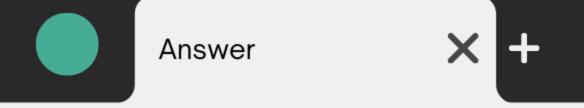
Payment paid weekly for the work usually given to manual workers either in cash or directly into their bank account.

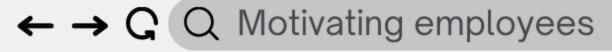






DEFINE SALANES





Payment paid monthly for the work given directly into the bank account usually to office staff.

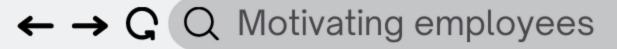




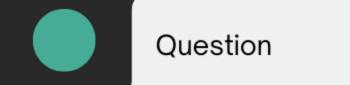


DEFINE BONUSES

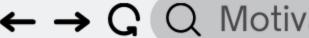




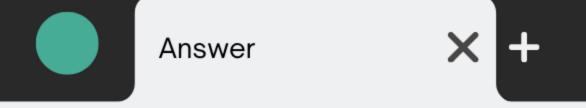
This is the *additional payment* paid upon the workers salary/wage as a *reward* or *good work*.







DEFINE COMMISION



Payment relating to the *number of sales* made.



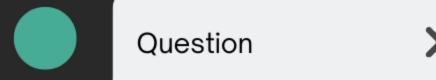


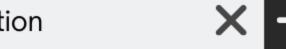
DEFINE PROFIT SHARING





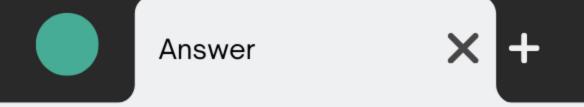
When a part of the profit made by the company is shared with the workers.







DEFINE TIME RATE





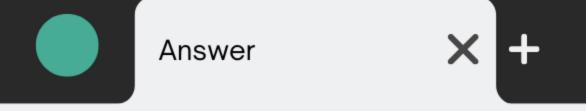
Payment given upon the time worked.

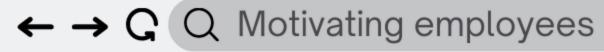






DEFINE PIECE RATE



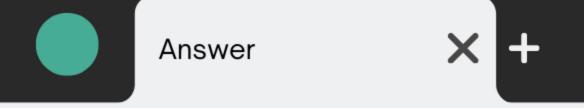


Payment given based on the *number of output produced*.



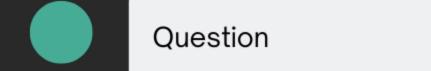


DEFINE FRINGE BENEFITS





These are the *benefits* a company provides to their *workers* only to *keep them motivated*.





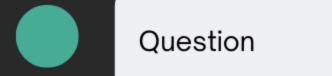


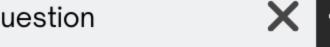
SATISFACTION





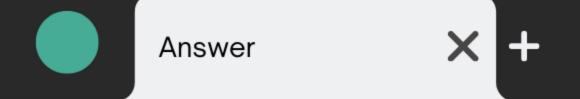
The enjoyment derived from a job well done.





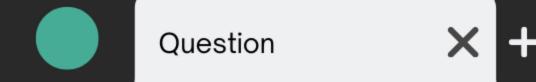


DEFINE JOB ROTATION



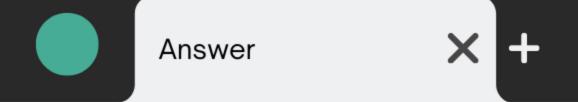


Swapping around and doing a specific job for a limited time and then swapping again.





DEFINE JOB ENRICHMENT





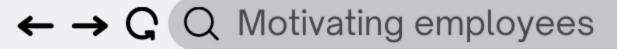
Involves delegating a task or responsibility that requires more skill.



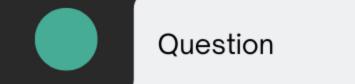


DEFINE JOB ENLARGEMENT





Increasing the *number of tasks* of a workers consisting a *same level of skill*.





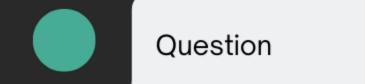


DEFINE TEAM-WORKING





A group of workers are assigned the same task to work towards.







DEFINE TRAINING





Involves the process of *improving a workers skills.*