



Business Studies

Summary sheet 2

Grade 8

Motivating employees

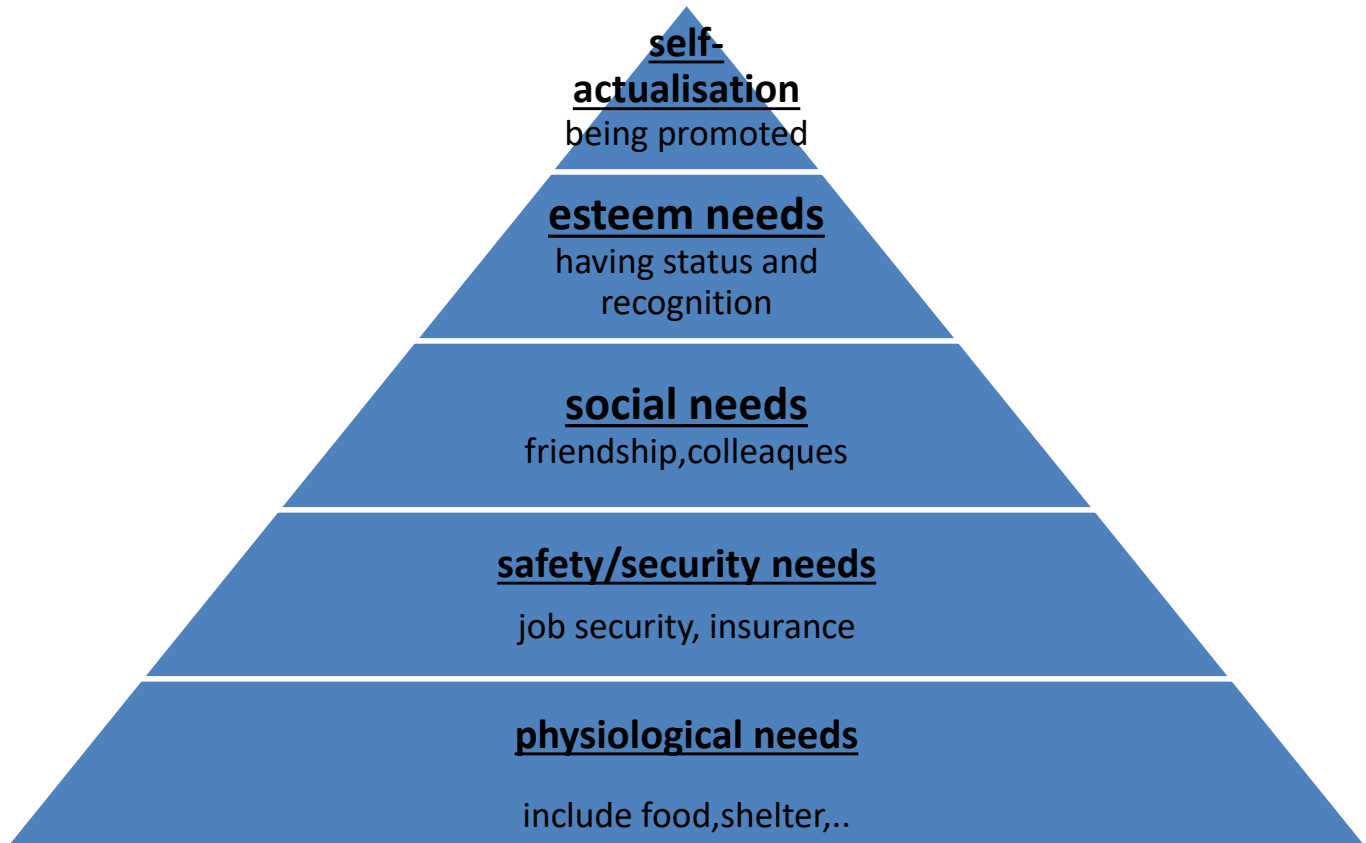
Motivation: is the reason why employees want to work hard and effectively for the business.

Benefits of well-motivated workforce:

- 1- High output per worker
- 2- Willingness to accept change
- 3- Two-way communication with management
- 4- Low labor turnover: reducing the number of employees who quit
- 5- Low rate of absenteeism

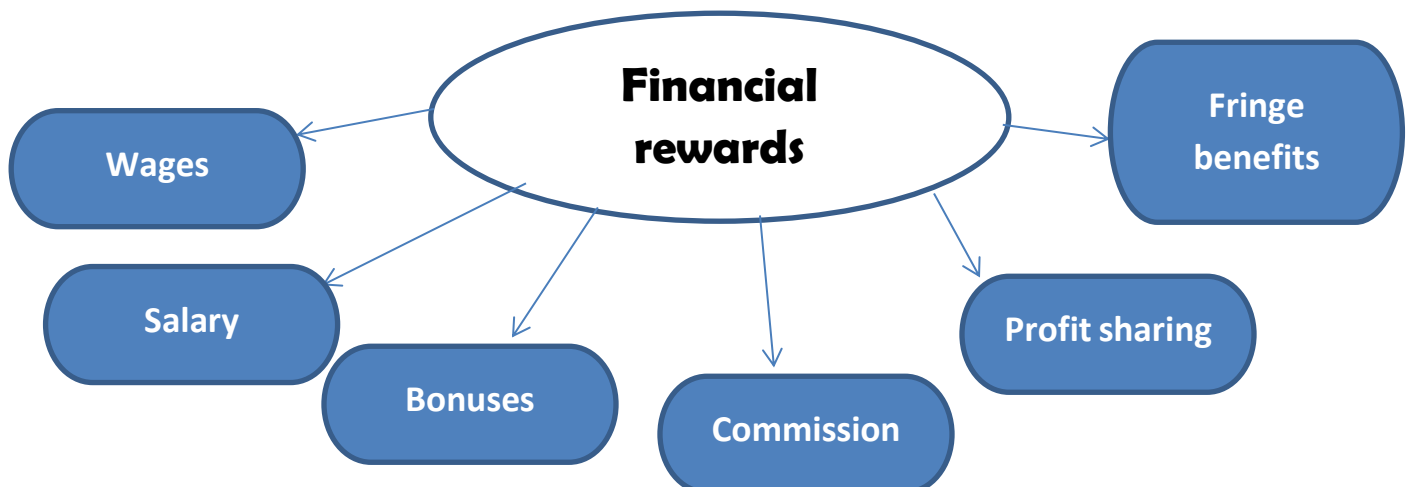
Motivation theory:

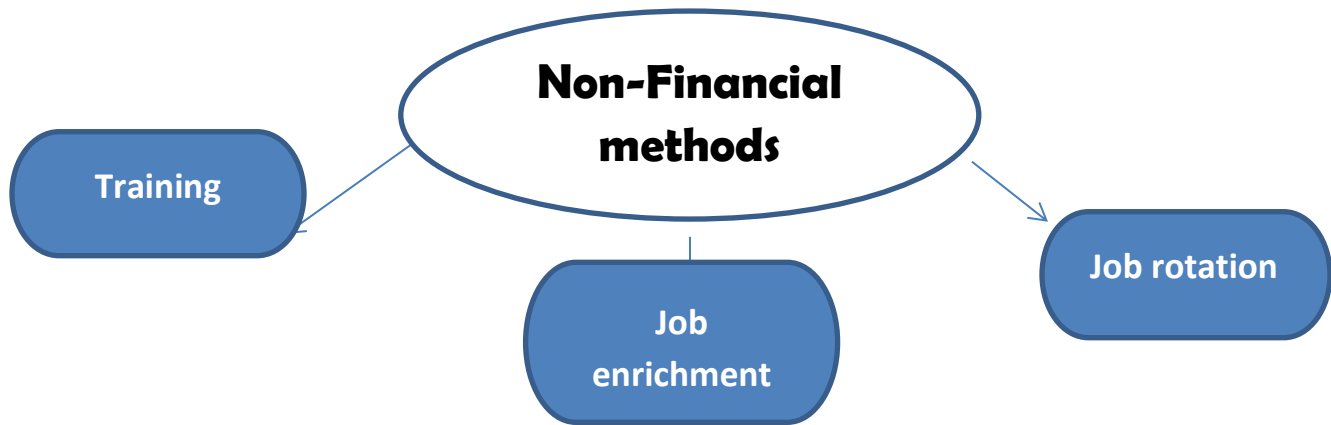
Maslow's hierarchy:



Methods of motivation:

- 1- Financial rewards
- 2- Non-financial methods





Remember:

- ❖ **Salary:** payment for work, paid monthly
- ❖ **Wage :** payment for work, paid weekly
- ❖ **Commission :** payment relating to the sales
- ❖ **Fringe benefits:** includes: discounts on the business products, health care paid, having a company car.
- ❖ **Job rotation:** workers changing around
- ❖ **Job enrichment:** adding tasks to a job that require more skills
- ❖ **Training:** is improving a worker's level of skills.