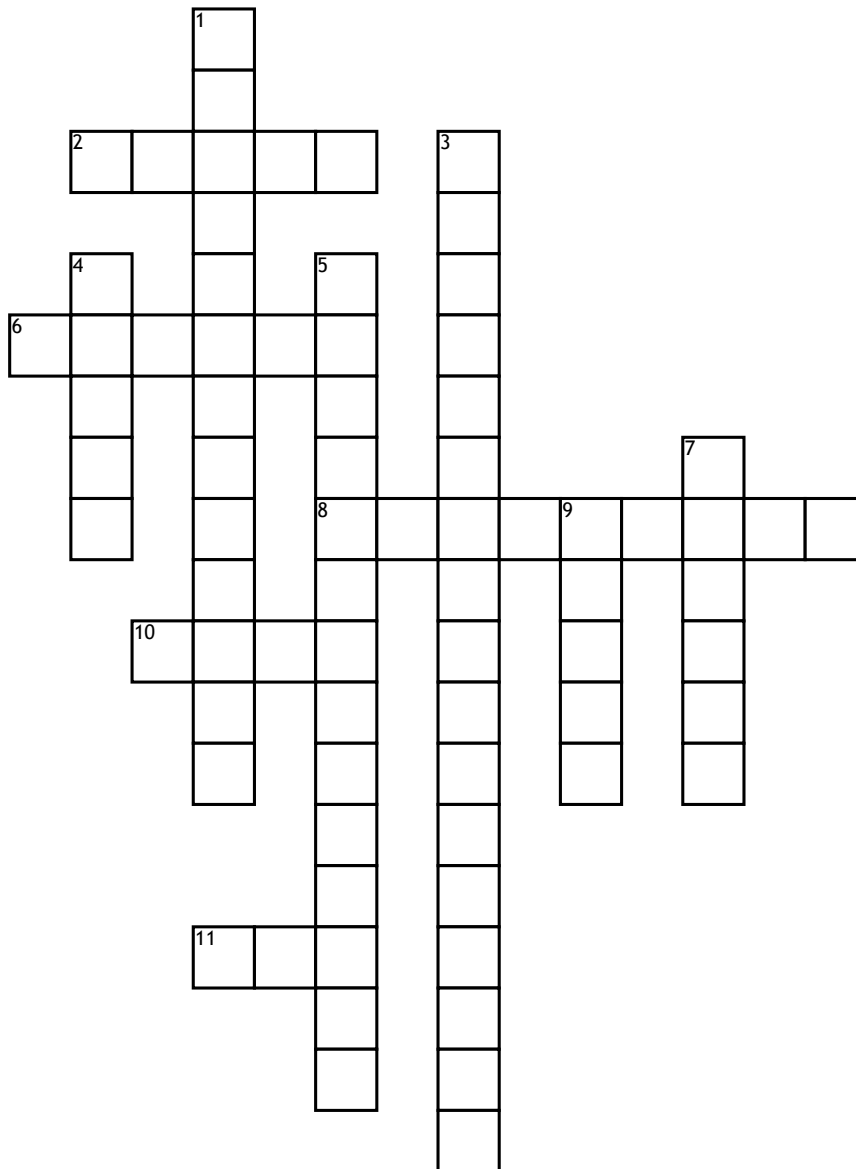


Name: _____

Date: _____

Theories of Motivation



Across

- 2. What is supposed to motivate "Economic Man"?
- 6. Payments received for work in 12 equal monthly parts
- 8. Who identified work as a social activity?
- 10. The number of stages in Maslow's Hierarchy
- 11. Herzberg's theory of motivation is based on how many factors?

Down

- 1. Scientific Management was used in these types of business organisations
- 3. Which need is at the top of Maslow's Hierarchy?
- 4. Payments received for work based on an hourly rate
- 5. What were factors of dissatisfaction called
- 7. Simplify, standardise and specialise - who proposed this?
- 9. McClelland identified Affiliation, Achievement and Power!