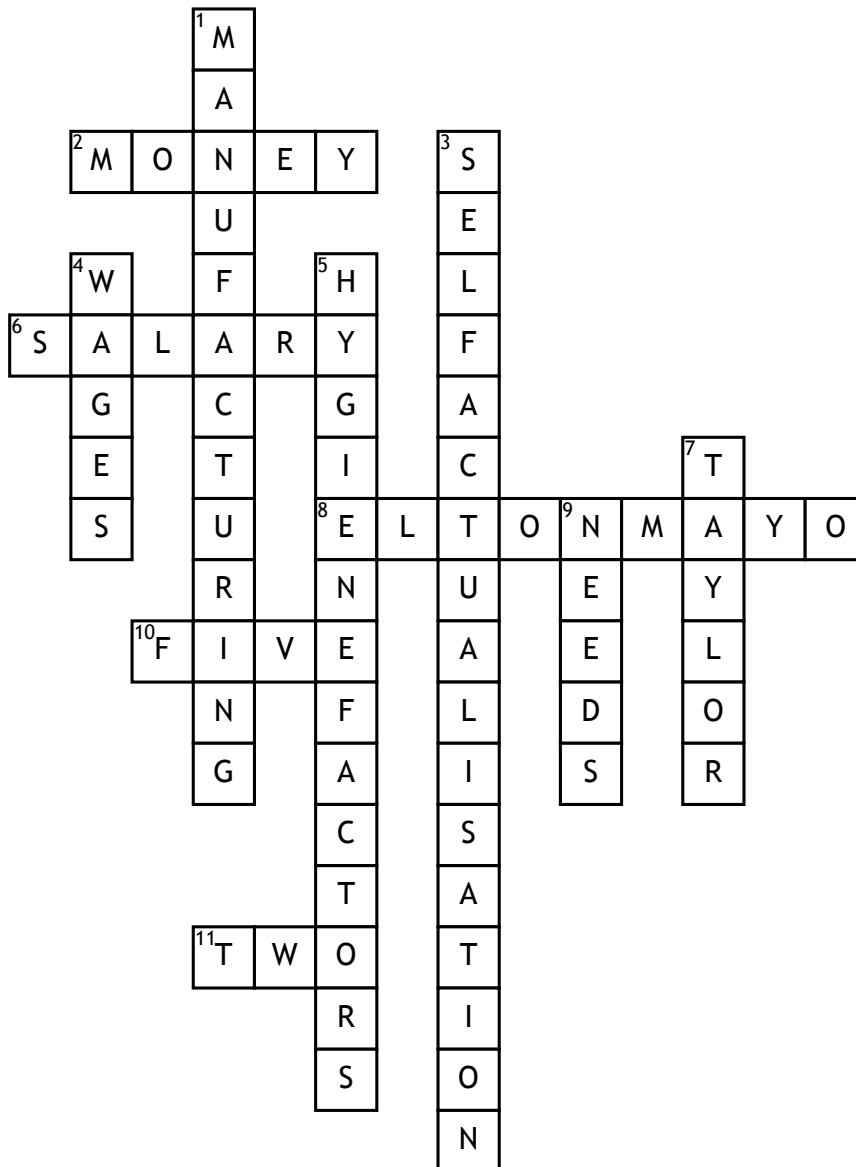


Theories of Motivation



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!