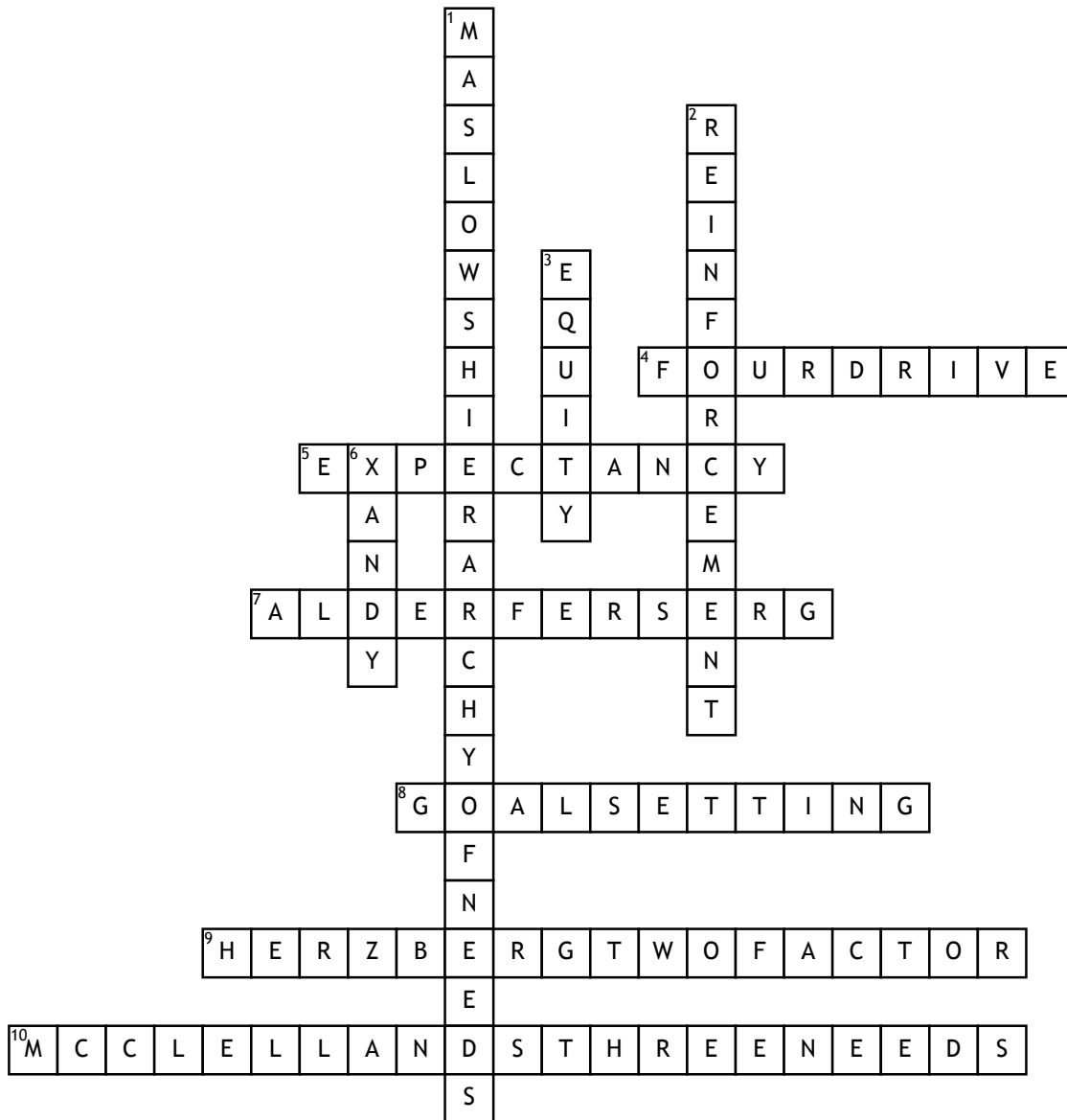


Name: \_\_\_\_\_

Date: \_\_\_\_\_

# Motivation Theories



## Across

4. Drive to Acquire & Achieve, to Bond & Belong, to be Challenged & Comprehend and to Define & Defend

5. Individual will behave or act in a certain way because they are motivated to select a specific behavior over other behaviours due to what they expect the result of that selected behaviour will be

7. Three needs similar to Maslow's theory

8. This theory states that goal setting is essentially linked to task performance

9. Factors for satisfaction (motivators/satisfiers) and factors for dissatisfaction (hygiene factors/ dissatisfiers)

10. Three main driving motivators: The needs for achievement, affiliation, or power.

## Down

1. Needs lower down in the hierarchy must be satisfied before individuals can attend to needs higher up

2. Process of shaping behaviour by controlling the consequences of the behaviour.

3. An individual's motivation level is correlated to the perception of equity, fairness and justice practiced by the management

6. Describes two contrasting sets of assumptions that managers make about their people