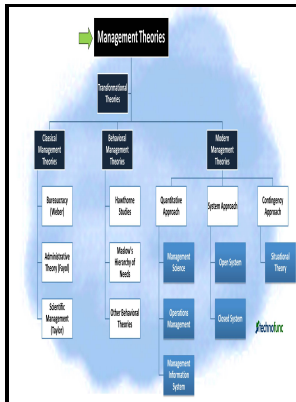


# Influence and motivation - a managerial perspective

Wesley, Cabot & Keith, Pub. - The Importance of Power & Influence



Description: -

- Behavior modification.

Performance -- Psychological aspects.

Motivation (Psychology)

Employee motivation. Influence and motivation - a managerial perspective

- Influence and motivation - a managerial perspective

Notes: Includes bibliographies.

This edition was published in 1987



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Tags: #Theories #of #Motivation #in #Management

## How Management Styles Affect Employee Motivation & Productivity

Job enrichment is one effective strategy; this frequently entails training and rotating employees through different jobs, or adding new challenges.

### Motivation Theories: Behavior

Theory Y of McGregor also emphasises the integration of individual and organisational objectives.

### Organizational Behavior and Theories of Motivation

Thus, efforts are having direct relation with reward.

### How individual needs influence motivation effects: a neuroscientific study on McClelland's need theory

Without this active intervention by management, people would be passive-even resistant — to organizational needs. These needs are interdependent and overlapping.

### 5 Psychological Theories of Motivation to Increase Productivity

For example, when an employee is satisfied they will give themselves credit for that satisfaction. How to Use The Model There is a two-step process to use the Two Factor Theory model to increase the motivation of your team. Neuroimaging findings, for instance, have revealed that watching pleasant pictures and words leads to greater activation in the middle occipital gyrus than watching neutral ones Mourão-Miranda et al.

### The Importance of Power & Influence

People that are able to fulfill this need feel that they are useful and have some positive influence on their surrounding environment.

**Management models and theories associated with motivation, leadership and change management, and their application to practical situations and problems**

The aspect of motivation at the workplace is directly related to performance of the company, thus regular programs are deployed to motivate the employees. The desire, under this theory, is to develop a work force, which has more of a loyalty towards staying with the company for an entire career and be more permanent than in other types of settings. Motivators satisfy the strongest need of the individual.

## Related Books

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