

Task: Answer all questions below in your own words. **Do not copy from the PowerPoint.**

1. Define the term motivation
2. Explain the difference between intrinsic and extrinsic rewards.
3. Define the term “need”.
4. Describe work practices that satisfy higher-order and lower-order needs in Maslow’s hierarchy.
5. What is the difference between Maslow’s hierarchy with ERG theory?
6. Describe work practices that influence hygiene factors and satisfier factors in Herzberg’s two-factor theory.
7. Define needs for achievement, affiliation, and power in McClelland’s theory
8. Describe work practices that satisfy a person with a high need for achievement.