

CHAPTER OVERVIEW

23: Module 10- Motivating Employees

- 23.1: Why It Matters- Motivating Employees
- 23.2: Introduction to the Hawthorne Effect
- 23.3: The Hawthorne Studies
- 23.4: Introduction to Need-Based Theories
- 23.5: Maslow's Hierarchy of Needs
- 23.6: Alderfer's ERG Theory
- 23.7: Intrinsic and Extrinsic Motivators
- 23.8: McClelland's Acquired Needs Theory
- 23.9: Introduction to Process-Based Theories
- 23.10: Equity Theory
- 23.11: Expectancy Theory
- 23.12: Reinforcement Theory
- 23.13: Introduction to Theory X, Theory Y, and Theory Z
- 23.14: McGregor's Theory X and Theory Y
- 23.15: Ouchi's Theory Z
- 23.16: Introduction to Strategies for Motivating Employees
- 23.17: Job Design and Job Characteristics Theory
- 23.18: Goal-Setting Theory
- 23.19: Motivation in Today's Workplace
- 23.20: Putting It Together- Motivating Employees
- 23.21: Discussion- Why Isn't Jamie More Motivated?
- 23.22: Discussion- Motivate Me!
- 23.23: Assignment- Motivating with Dog Treats?
- 23.24: Assignment- What's Empowerment Got to Do with It?

23: Module 10- Motivating Employees is shared under a [not declared](#) license and was authored, remixed, and/or curated by LibreTexts.