



# ROBBINS CHAPTER- 7

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# Motivation to Application...Ch 7

- What would you do to motivate your colleagues, employees, children?
- What has your employer done recently to motivate you?
- **Can you be motivated by money?** How much? Will you work harder?



# Motivation to Application...Ch 7

- **MANAGEMENT BY OBJECTIVES (MBO)**

- ✓ Specific goals
- ✓ Participative set
- ✓ Set time period
- ✓ Feedback on progress

- **HOW WILL YOU SET YOUR GOALS?**

- ✓ HIGHER?
- ✓ LOWER?
- ✓ ABOUT WHAT YOU THINK YOU CAN DO? \*