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Theories of Motivation

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| **Across****2.** What is supposed to motivate "Economic Man"?**6.** Payments received for work in 12 equal monthly parts**8.** Who identified work as a social activity?**10.** The number of stages in Maslow's Hierarchy**11.** Herzberg's theory of motivation is based on how many factors? | **Down****1.** Scientific Management was used in these types of business organisations**3.** Which need is at the top of Maslow's Hierarchy?**4.** Payments received for work based on an hourly rate**5.** What were factors of dissatisfaction called**7.** Simplify, standardise and specialise - who proposed this?**9.** McClelland identified Affiliation, Achievment and Power! |