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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! |