

## LESSON 11: MOTIVATION



Motivation  
 Psychological needs  
 Maslow's hierarchy  
 Self-actualization  
 Deficiency  
 Growth needs  
 Intrinsic  
 Extrinsic  
 Incentive  
 Performance  
 Expectancy  
 Goal  
 Performance  
 Expectancy theory  
 Performance  
 Expectancy

### KEY MESSAGE

Leaders spend a great deal of time and effort studying the technical aspects of their jobs. However, in order to lead effectively, they must also know what makes people "tick." By studying human behavior, leaders learn why people act and react in certain ways. Plus, leaders who care about their subordinates and are attentive to their needs are more able to influence them in accomplishing work goals. This lesson identifies three basic needs and explains how they can be satisfied.

### INTRODUCTION

Studying human behavior helps leaders to acquire the knowledge they need to better understand themselves and those they lead.

It is important that leaders learn why human beings act and react in certain ways and to identify various types of behavior. They also

need to know how to influence the behavior of subordinates so that their personal goals **coincide** or align with the goals of management.

### HUMANITY'S BASIC MOTIVE FOR NEEDS

According to psychologist Abraham H. Maslow, human beings are influenced by a progression of needs. In Maslow's theory, **human needs** develop from lower to higher needs over the lifetime of a person. Maslow believed that although virtually all people reach the top level, these needs do **diminish** in all of us. So the closer to the top we reach and the more we can achieve, we more we satisfy the basic needs. The satisfaction of these basic needs motivates people to reach higher levels. It is important to remember that one person's needs are the same as those of another — they might vary in the degree of importance.



Thus, people generally behave in a way that first satisfies these needs for physical comfort and safety, then they satisfy their needs for social acceptance and **self-actualization**.

# Lesson 5 Motivation Must Learn How To Influence The

**Daniela Niemeyer**



## **Lesson 5 Motivation Must Learn How To Influence The:**

## The Enigmatic Realm of **Lesson 5 Motivation Must Learn How To Influence The**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing in short supply of extraordinary. Within the captivating pages of **Lesson 5 Motivation Must Learn How To Influence The** a literary masterpiece penned by way of a renowned author, readers embark on a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting affect the hearts and minds of people who partake in its reading experience.

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