

Motivation

Organizational Behaviour
S. P Jain Centre of Management, Singapore
GMBA 2008-09

Anant H. Singh

“They know enough who know how to learn”

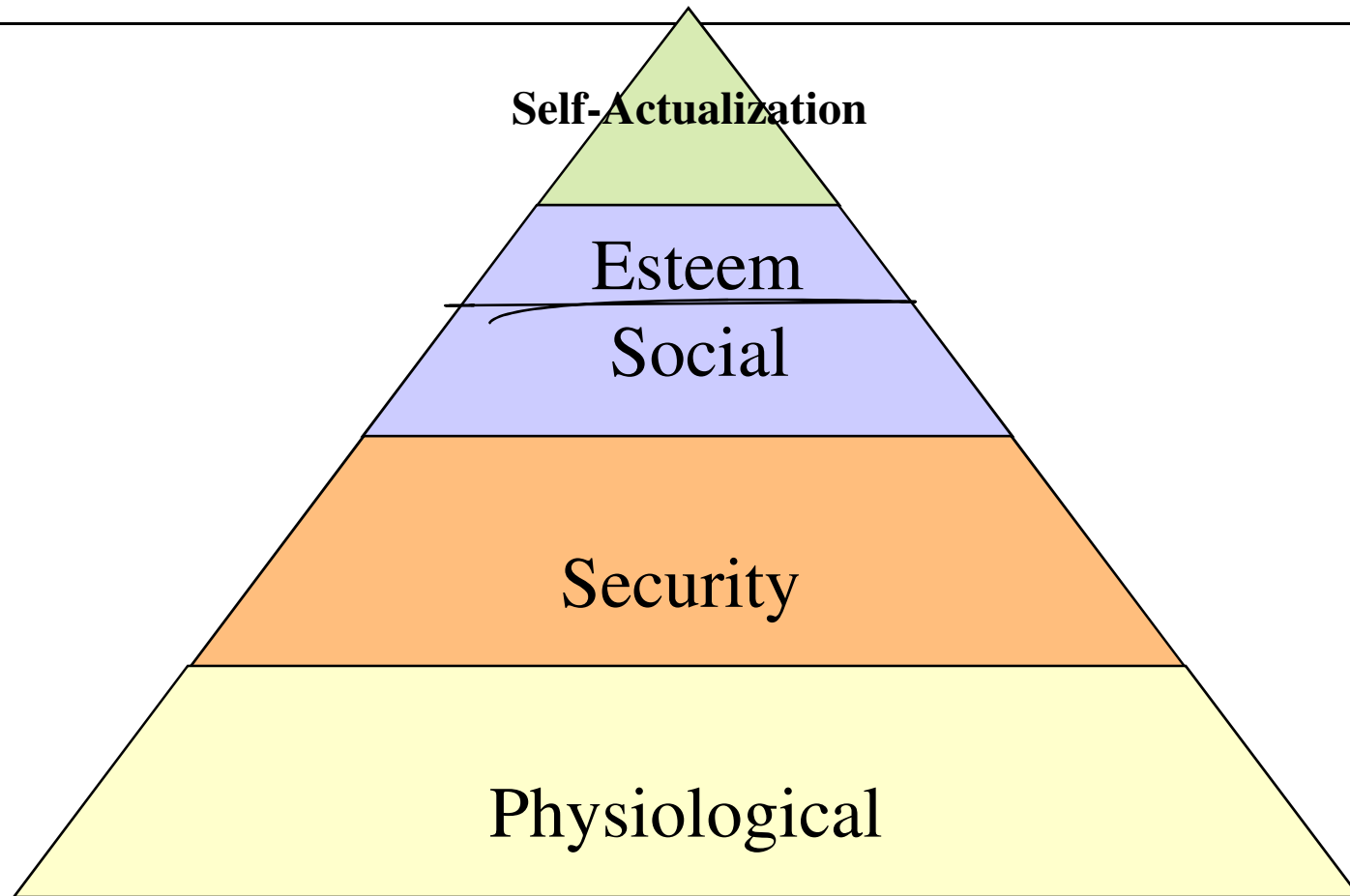
Henry Adams



Definition

The willingness to exert high levels of effort in order to achieve an objective

Why will one exert?



Maslow's needs hierarchy

Activity

□ Achievement

1 ___

10 ___

4 ___

13 ___

7 ___

□ Power

2 ___

11 ___

5 ___

14 ___

8 ___

□ Affiliation

3 ___

12 ___

6 ___

15 ___

9 ___

□ **The column with the highest score tells you your dominant need.**



What are your needs?

Success?

Happiness?

love?

Appreciation?



What is success?

- Money?
- Fame?



What's Love?

- The greatest love?
- Why?



What are your organization's goals?

- Will fulfilling organizational goals help you fulfill your personal objectives?

Are Needs / Goals problems?





Facing Problems?

What is a problem?



Possible outcomes

Problem Solved = Success = Rewards

Problem unsolved/worse = Failure = Loss



Why people fail to act?

- ❑ Procrastination
- ❑ Fear of failure
- ❑ Lack of information



Benefits of Failure?

- Experience
- Humility



Men never fail...

...they only stop trying

Thank you!

Anant H. Singh

#501, Phase 3-B-1, Mohali:- 160059

Phone: +91-172-5085641, 5085643

Cell: 0-98140-94206

Website: www.anants.org