

8.9 FURTHER READING

1. L.M Prasad (2015); "*Principles and Practice of of Management*",Ninth Edition, Suttan Chand and sons, New Delhi.
2. R.N. Gupta, S(2010); *"Principles of Management"*, S Chand & Company Pvt Ltd, New Delhi.
3. Shyamal Banerjee (1981), '*Principles and Practice of Management'* , Oxford and IBH Publishing Co. Pvt. Ltd, New Delhi.

8.10 ANSWERS TO CHECK YOUR PROGRESS

Ans to Q. No.1: Motive is an internal factor that integrates a man's behaviour. Motive can be known by studying the behaviour of a person. Different motives operate at different times among different people and influence their behaviour.

Ans to Q. No.2: An unsatisfied need creates tension and the person will not be able to give attention on his duites and activities. When a person is not able to satisfy his needs then he will not be stable at his work and suffers from frustration.

Ans to Q. No.3: Three sets of human needs as states by Alderfer are:

i) Existence Need

ii) Relatedness Need

iii) Growth Need

Ans to Q. No. 4: According to Vroom's Expectancy Theory, motivation is a product of the anticipated worth to a person of an action and the perceived probability that a person's goals would be achieved.

Ans to Q. No.5: The theory states that, human behaviour is affected by three needs – Need for Power, Achievement and Affiliation.

Ans to Q. No.6: The features of goal setting theory are :

i) Willingness to work towards goal

ii) Unambiguous, measurable and clear goals