THE MOTIVATION POCKETBOOK

By Max A. Eggert BA, BSc, MA, FIPD, Dip Clin Hyp.

Drawings by Phil Hallstone

*One of the best I have seen on the complex subject of motivation. Max has managed to integrate and synthesise a plethora of data into a compact, concise and very readable form. Good reading."

Tony Grant-Salmon, Managing Director, Knowles Europe.

To the late great Hugh S. Knowles who not only knew all this stuff but was humble enough to put it into practice.

Special thanks to Califyr Barnier who created the WP version from both poor spelling and handwriting.



INTRODUCTION

Definition, how to use this book, so many theories, seed analogy, assumptions.



NEED THEORIES

Basic model, Pyramid Man, Three Level Man, Rat Man, motivation rules 1, 2 and 3, Pleasure Man, Token Man, Soccer Man, Social Man, Growth Man, summary of tips



PROCESS THEORY Expectant Man



DISPOSITIONAL THEORIES: TYPES, DISPOSITION &

PERSONALITY

Achievement Man, Self-Limiting Man, Fair Man, Gambling Man, Good Man/Bad Man, motivators for people types (security & comfort, affiliation & friendship, organisation & structure, status & authority. individuality & autonomy), disposition & motivation thelpful, directive. consolidative, adaptive)

传统



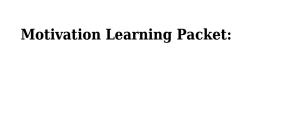
MOTIVATING INDIVIDUALS AT WORK

nine rules of motivation.

Motivating words, what employees want, the sports coach approach, keeping yourself motivated, confidence activity, 100 ways of saying well done,

Motivation Learning Packet

Arturo Cuomo



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