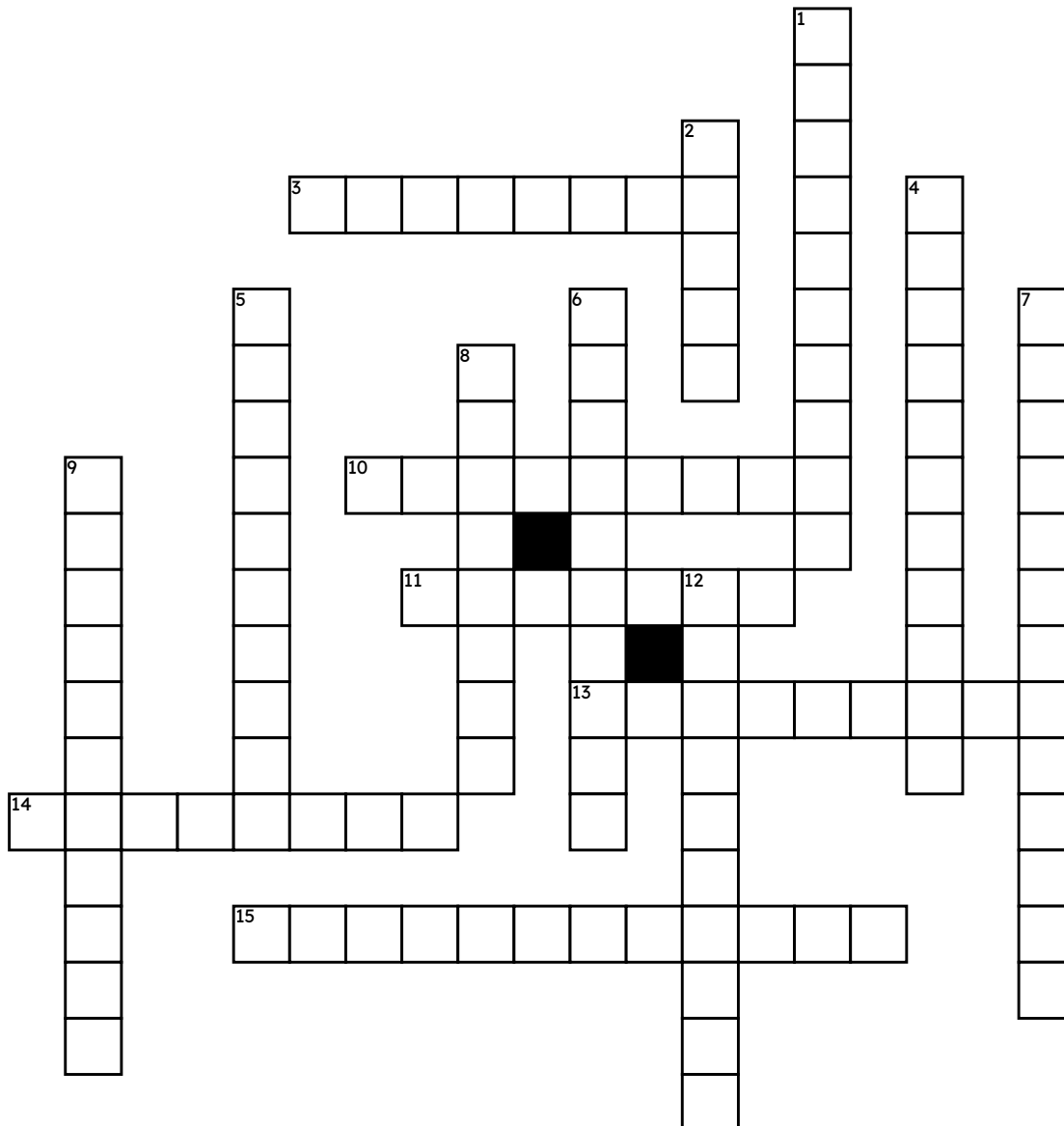


# Leadership - Motivating People



## Across

- 3.** "You get a raise and a promotion!" is an example of \_\_\_\_\_ reinforcement
- 10.** Rewards that are a payoff a person receives from others for performing a particular task
- 11.** Managers should motivate people to be \_\_\_\_\_ while at their organization
- 13.** Rewards formed in the satisfaction a person receives from performing the particular task/job itself
- 14.** "I will stop bugging you about getting that report done" is an example of \_\_\_\_\_ reinforcement

- 15.** Monetary rewards for employees are usually a part of their \_\_\_\_\_

## Down

- 1.** An innate need where people need to feel qualified, knowledgeable, and capable of completing a goal to learn different skills
- 2.** Physiological or psychological deficiencies that arouse behavior
- 4.** An innate need where you people feel a sense of belonging, of attachment to others
- 5.** "I am decreasing your pay by \$1.50 due to your work ethic" is an example of \_\_\_\_\_ reinforcement
- 6.** The reason or reasons one has for acting or behaving in a particular way
- 7.** A theory that suggests behavior with positive consequences tends to be repeated, negative consequences tends not to be repeated
- 8.** An innate need to feel people have the freedom and the discretion to determine what they want to do and how they want to do it
- 9.** Work-life benefits, expanding skills and well-being at work are all forms of \_\_\_\_\_ incentives
- 12.** "You will not be getting the promotion due to your lack of effort" is an example of \_\_\_\_\_ reinforcement