As recognized, adventure as without difficulty as experience just about lesson, amusement, as competently as conformity can be gotten by just checking out a books factors affecting motivation among employees in after that it is not directly done, you could agree to even more all but this life, roughly the world.

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Changing Employee Behavior - N. Kinley - 2015-03-31
An important part of every manager's job is changing people’s behavior: to improve someone's performance, get them to better manage relationships with colleagues, or to stop them doing something. Yet, despite the fact that changing people’s behavior is such an important skill for managers, too many are unsure how to actually go about it. This book reveals the simple, but powerful techniques for changing behavior that experts from a range of disciplines have been using for years, making them available to all managers in a single and comprehensive toolkit for change that managers can use to drive and improve the performance of their staff. Based on research conducted for this book, it introduces practical techniques drawn from the fields of psychology, psychotherapy, and behavioral economics, and show how they can be applied to address some of the most common, every-day challenges that managers face.

A study of motivational theories and motivational factors for the job performance - Rudolph Marmara - 2018-09-19
Bachelor Thesis from the year 2017 in the subject Business economics - Personnel and Organisation, grade: A, . language: English, abstract: Motivation is an important research area for academics and practice area for managers. Various theories, approaches and concepts were developed to describe different forms of motivation. Today it is widely accepted that motivation is very important for managers since it is a way that leads to better work performance. This study investigates and ranks in order of importance the motivational factors that enhance motivation in the Maltese Courts of Justice (MCOJ). Moreover, it evaluates the impact of motivation on its employees’ work performance. Both qualitative and quantitative techniques were used to collect and analyse information for this research. The data was collected from a sample of 30 employees and another sample of the MCOJ Managers. The result is that MCOJ employees are motivated by different factors but the most influential are trust, recognition/praise and interpersonal relationships. The impact of motivation on job performance is presented from two different perspectives: the management and the employees. These results are compared to each other where differences in opinion are revealed. At the end of the paper, the conclusion sums up all the findings and various recommendations to be implemented by the organisation are presented. Finally, the author recommends different areas where this research study can be used so that future research may reveal a better understanding of the concept of motivation and job performance.

A study of the Various Factors Affecting Levels of Motivation Among Employees of the East African Posts and Telecommunications Corporation (Kenya Region) - T. Balasundram - 1972
A Study of the Various Factors Affecting Levels of Motivation Among Employees of the East African Posts and Telecommunications Corporation (Kenya Region) - T. Balasundram - 1972

Key Factors Influencing Employee Motivation and Productivity - Vassilis Vassiliou - 2010-08
In today’s dynamic economic environment, customer needs and demanding organizations are increasing. In order for the organizations, both of the private and public sector to confront the fast changes, they are forced to change their vision, mission, and structure. An organization is effective to the degree to which it achieves its goals and should make sure that there is a spirit of cooperation and sense of commitment and satisfaction within the sphere of its influence. In order to make employees satisfied and committed to their job in the Public Works Department (P.W.D), there is a need for strong and effective motivation at all levels of management and sections of the Department. This study focuses on the analysis and assessment of the working environment of the Limassol District Public Works Department and identifies how job motivation, one of the important activities of Human Resource Management and Organizational Behaviour, can affect organisational success, and how it is important in increasing Productivity. Additionally, the study recommends measures for increasing productivity through employee Motivation and Job Satisfaction.

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Management in the Hospitality Industry *provides the definitive guide to successfully employing people in its influence. In order to make employees satisfied and committed to their job in the Public Works Department (P.W.D.), there is a need for strong and effective motivation at all levels of management and sections of the Department. This study focuses on the analysis and assessment of the working environment of the Limassol District Public Works Department and identifies how job motivation, one of the important activities of Human Resource Management and Organizational Behaviour, can affect organisational success, and how it is important in increasing Productivity. Additionally, the study recommends measures for increasing productivity through employee Motivation and Job Satisfaction.

Work Motivation - Gary P. Latham - 2012

This book provides a unique behavioral science framework for motivating employees in organizational settings. Drawing upon his experiences as a staff psychologist and consultant, Gary Latham writes in a "mentor voice" that is highly personal and rich in examples. The book includes anecdotes about the major thought leaders in the field of motivation, together with behind-the-scenes accounts of research and the researchers. It offers a chronological review of the field, and a taxonomy for the study and practice of motivation. Controversies of theoretical and practical significance such as the importance of money, the relationship between job satisfaction and job performance, and the distinction between intrinsic and extrinsic motivation are discussed.

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Human Resources Management in the Hospitality Industry - David K. Hayes - 2009

A comprehensive guide to managing human resources in the hospitality industry. Managing human resources in the hospitality industry presents special challenges, including highly diverse employee backgrounds and roles, an ever-present focus on guest services, and organizational structures that often diverge from generic corporate models. By making such industry-specific concerns the cornerstone of its approach, "Human Resources Management in the Hospitality Industry" provides the definitive guide to successfully employing people in a hospitality environment. The book approaches hospitality human resource (HR) management as a decision-making practice that affects the performance, quality, and legal compliance of the hospitality business as a whole. Beginning with a foundation in the hospitality industry, employment law, and HR policies, the coverage includes recruitment, training, compensation, performance appraisal, environmental and safety concerns, ethics and social responsibility, and special issues. Throughout the book, "Human Resources Management in the Hospitality Industry" focuses on unique HR dilemmas faced by managers in the hospitality industry, including: understanding the needs of a broad employee group, from hourly workers with tip credit eligibility questions to high-level accountants ensuring Sarbanes-Oxley compliance. How hospitality managers who must act as one-person HR departments can make effective decisions and understand the consequences to themselves, their workers, and employers working with labor unions in the hospitality industry using the labor-related legislation that affects the industry. Managing employees in a global hospitality enterprise Practical and realistic case studies and numerous examples from various hospitality operations bring the material alive. Internet activities, learning objectives, "It's the Law" features, current events discussions, review questions, and other important features also help create a dynamic learning experience for readers.

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People Management and Performance - John Purcell - 2008-09-03

Do human resource management practices actually work? This timely and engaging volume examines the links between people management practices and organizational performance. Focusing on the implementation and impact of HR strategies, the book puts forward a model, which draws attention to: The importance of the culture and values of the organization; The links between human resources and performance; People Management and Performance takes a critical view of how and why HR practices have had a positive impact on a range of organizations and also considers the implications for theory and practice. Incorporating case studies from well-known organizations, such as Nationwide and Selfridges, this book will be of interest to graduates of HRM and business and management, as well as practitioners working in the field.

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Management for Engineers - Rajesh Kumar R - 2021-11-12

Management in all business and human organization activity is simply the act of getting people together to accomplish desired goals. Management comprises planning, organizing, staffing, leading or directing, and controlling an organization or effort for the purpose of accomplishing a goal. Principles of Management are the essential, underlying factors that form the foundations of successful management. Essentials of management make the connection between theory and concepts to actual practice by showing how managers and organizations effectively apply the basic principles of management.

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Motivation is an interesting and researched topic and so is employee motivation. It has been found by various researchers that motivated employees perform better and help achieve the organizational goal. Therefore, motivating them ultimately benefits the company. Hence, it is important for organizations to know the intrinsic and extrinsic motivational factors and their effects on their employees. Companies should also know the link between employee motivation and their locus of control.

Critical assessment of intrinsic and extrinsic employee motivational factors in the Libyan oil and gas sector  - Muhammad Saeed  - 2016-04-14

Master's Thesis from the year 2015 in the subject Business economics - Personnel and Organisation, University of Chester, course: MBA, language: English, abstract: This study was conducted to find aspects of motivation in the Libyan oil and gas sector. Mellitah was selected as the population of the study. Findings showed that a positive relation exists between extrinsic and intrinsic factors and employee motivation (with some exceptions). Also, the findings concluded that internal locus of control is also positively related to motivation of the employees. However, further research was recommended by the researcher to investigate other aspects of the concept.

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Work Motivation in Organizational Behavior  - Craig C. Pinder  - 2014-07-17

This second edition of the best-selling textbook on Work Motivation in Organizational Behavior provides an update of the critical analysis of the scientific literature on this topic, and provides a highly integrated treatment of leading theories, including their historical roots and progression over the years. A heavy emphasis is placed on the notion that behavior in the workplace is determined by a mix of factors, many of which are not treated in texts on work motivation (such as frustration and violence, power, love, and sex). Examples from current and recent media events are numerous, and intended to illustrate concepts and issues related to work motivation, emotion, attitudes, and behavior.

Knowledge Discovery and Data Design Innovation  - Hawamdeh Suliman  - 2017-10-19

To navigate the complex ecosystem of societal challenges, the International Conference on Knowledge Management Conference (ICKM 2017) focused on big data and data analytics as part of the relationship to the wider concept of knowledge management processes and practices. This book includes top papers presenting the major, and diverse, topics discussed at the conference. The papers covered various aspects of big data ranging from enhancing access to the big data to facilitating its wide applications in healthcare, social media, library and information centers, governments, and corporations.

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challenging job to motivate employees in an organisation. Therefore, different strategies and methods should be used by the organisation and human resource managers to motivate employees. There are different needs and expectations for an employee to join any organisation. Monetary and non-monetary factors are used by human resource managers to achieve different employee and organisation related objectives. The present research works investigates the impact of motivation on the performance of employees in Ramchandrapur High School.

Descriptive method and questionnaires embedded with Likert scale was used as main instruments for collecting necessary data to carry out this research work. Data is collected from the sample size of 50 where faculty members, employee assistants, office helpers, and employees in training and security personnel were included. The critical review of the literature and the quantitative analysis of the survey data pointed that both extrinsic and intrinsic motivational factors play an important role in motivating employees. The study revealed that salary is the most effective motivational factor among various extrinsic and intrinsic motivational factors like job security, advancement in career, the good relationship among co-workers, achievement sense, training and development and sense of recognition. The study further revealed that level of motivation among the employees of Ramchandrapur High School is low as compared to the expectation of employees. Although both extrinsic and intrinsic factors are responsible for motivating employees in an organisation, this study reveals that employees of Ramchandrapur High School are motivated more by extrinsic factors than by intrinsic ones. The management of the school should focus more towards satisfying the extrinsic need of employees to hold the employees for long which subsequently helps to increase the quality of the output produced by it.

The Impact of Motivation on the Performance of Employees - Mohammad Faysal Sarker - 2017-10-04 Research Paper (postgraduate) from the year 2016 in the subject Business economics - Personnel and Organisation, grade: Merit. , course: MA in Human Resource Management, language: English, abstract: For many years, motivation has been a key indicator of productive employee performance within an organisation, so it has been an area of major concern for the organisation and human resource managers. There are wide ranges of factors related to management, employees, organisation and the workplace which make it a complex and challenging job to motivate employees in an organisation. Therefore, different strategies and methods should be used by the organisation and human resource managers to motivate employees. There are different needs and expectations for an employee to join any organisation. Monetary and non-monetary factors are used by human resource managers to achieve different employee and organisation related objectives. The present research works investigates the impact of motivation on the performance of employees in Ramchandrapur High School.

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Supportive Accountability - Sylvia Melena - 2018-07-02 INSPIRE EMPLOYEES AND IMPROVE PERFORMANCE WITH SUPPORTIVE ACCOUNTABILITY LEADERSHIP: Some leaders are too harsh. Some are too lenient. Others are completely disengaged from employee performance management. Striking a delicate balance between supportive leadership and accountability is the key to ensuring employees are as effective and productive as possible.Sylvia Melena is the architect of the Supportive Accountability Leadership Model, a simple but powerful framework that helps leaders create a motivating work environment while promoting accountability and improving performance. Through a mix of stories, actionable tips, and tools, you’ll learn how to:

- Master the art of supportive leadership
- Inspire employees to advance your organization’s vision
- Monitor performance and customer service efficiency
- Lead effective performance improvement conversations
- Pinpoint critical support factors to unleash performance
- Weld the power of employee recognition
- Boost performance through progressive discipline

Document skillfully You’ll also receive...
This book is organized in 2 volumes and 6 parts. Part I is Big Data Analytics, which is about new advances of documentation.

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**Criminal Justice Organizations: Administration and Management** - Stan Stojkovic - 2014-03-28

Providing cutting-edge coverage of modern management theory, CRIMINAL JUSTICE ORGANIZATIONS: ADMINISTRATION AND MANAGEMENT, 6th Edition, emphasizes the application of management techniques appropriate to each area of the criminal justice system. Known for its thoroughness, accessibility, and practicality, the book focuses on the both the hows and whys of management techniques, equipping readers with the skills, knowledge, and solid understanding they need to effectively deal with the management challenges they will face in their own careers. Completely current and relevant, this edition includes thoroughly updated research and statistics as well as coverage of such key topics as civil liability, political power, ethics, budgeting, employee rights, and more. Chapters begin with timely vignettes that immediately draw readers into management concepts and theory, while insight from actual Criminal Justice professionals is featured throughout the text. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

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This book is organized in 2 volumes and 6 parts. Part I is Big Data Analytics, which is about new advances of analysis, statistics, coordination and data mining of big data; Part II is Information Systems Management, which is about the development of big data information system or cloud platform. Part III is Computing Methodology with Big Data, which is about the improvements of traditional computation technologies in the background of big data; Part IV is Uncertainty Decision Making, which is about the decision making methods with various uncertain information, such as fuzzy, random, rough, gray, unascertained. Part V is Intelligence Algorithm. Part VI is Data Security, which is a particularly important aspect in the modern management environment.

action in a unique book that will change how we think and transform how we live. The approach which has developed out of the work of Robert White (1959), namely, that intrinsically motivated behaviors are ones which a person engages in so that he may feel competent and self-determining in relation to his environment. The book then considers the development of intrinsic motivation, how behaviors are motivated intrinsically, how they relate to and how intrinsic motivation is extrinsically motivated behaviors, affected by extrinsic rewards and controls. It also considers how changes in intrinsic motivation relate to changes in attitudes, how people attribute motivation to each other, how the attribution process is motivated, and how the process of perceiving motivation (and other internal states) in oneself relates to perceiving them in others.

Traumashastra - Syed Sajid Husain Kazmi - 2019-05-06

Our topic here is Trauma, discussed in context of Bio-psychosocial Model. This approach gives equal importance to the biological factors along with psychological and social factors in the understanding any psychopathology. Earlier, the Biological model was prevalent but now we are fully aware of various Psychological and Social factors which play equally important role in predisposing, precipitating and perpetuating any medical as well as mental illness. In this book we have published original empirical as well as review papers which were presented by researchers from diverse academic backgrounds and specialties in the 1st International Conference on Biopsychosocial Perspectives of Trauma, 2019 organised by Indian Mental Health & Research Centre at Shia P.G. College. This book is intended for students in psychology and the more cognitively oriented branches of neuroscience, as well as for readers who are merely curious about what these fields might have to contribute to our understanding of the Trauma. However, we hope that our professional colleagues will also find much to engage with here. So we've done our best to produce a book that holds interest on all levels - for undergraduates, graduates, and researchers alike. We have tried not to presuppose any significant background in any of the sciences that we discuss and we hope that this book will serve as a useful companion for many of those pursuing the interdisciplinary study of Trauma.

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Work Motivation - Craig C. Pinder - 1984

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Drive - Daniel H. Pink - 2011-04-05

The New York Times bestseller that gives readers a paradigm-shattering new way to think about motivation from the author of When: The Scientific Secrets of Perfect Timing Most people believe that the best way to motivate is with rewards like money—the carrot-and-stick approach. That’s a mistake, says Daniel H. Pink (author of To Sell Is Human: The Surprising Truth About Motivating Others). In this provocative and persuasive new book, he asserts that the secret to high performance and satisfaction-at-work, at school, and at home—is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world. Drawing on four decades of scientific research on human motivation, Pink exposes the mismatch between what science knows and what business does—and how that affects every aspect of life. He examines the three elements of true motivation—autonomy, mastery, and purpose—and offers smart and surprising techniques for putting these into action in a unique book that will change how we think and transform how we live. The author of When: The Scientific Secrets of Perfect Timing Most people believe that the best way to motivate is with rewards like money—the carrot-and-stick approach. That's a mistake, says Daniel H. Pink (author of To Sell Is Human: The Surprising Truth About Motivating Others). In this provocative and persuasive new book, he asserts that the secret to high performance and satisfaction-at-work, at school, and at home—is the deeply human need to direct our own lives, to learn and create new things, and to do better by ourselves and our world. Drawing on four decades of scientific research on human motivation, Pink exposes the mismatch between what science knows and what business does—and how that affects every aspect of life. He examines the three elements of true motivation—autonomy, mastery, and purpose-and offers smart and surprising techniques for putting these into action in a unique book that will change how we think and transform how we live.


Improving positive and reducing negative organizational behaviors in businesses are important in terms of organizational success as this will lead to an increase in employee organizational commitment and job satisfaction. Considering that the tourism industry has such a dynamic structure, it is obvious that behavioral issues in the industry need to be scrutinized. Organizational Behavior Challenges in the Tourism Industry is a collection of innovative research that aims to explore relevant theoretical frameworks in terms of organizational behavior issues and provides the opportunity for tourism organizations to understand their employees' behavior. While highlighting topics including emotional labor, deviant behavior, and organizational cynicism, this book is ideally designed for hotel managers, tour directors, restaurateurs, travel agents, business managers, professors, researchers, academicians, and students. Organizational Behavior Challenges in the Tourism Industry is a collection of innovative research that aims to explore relevant theoretical frameworks in terms of organizational behavior issues and provides the opportunity for tourism organizations to understand their employees' behavior. While highlighting topics including emotional labor, deviant behavior, and organizational cynicism, this book is ideally designed for hotel managers, tour directors, restaurateurs, travel agents, business managers, professors, researchers, academicians, and students.

The Joy of Work? - Peter Warr - 2010-10-04

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Compensation packages for a number of different employee groups; from supply chain management to research management important to make the best of it. The Joy of Work? looks at happiness and unhappiness from a fresh perspective. It draws on up-to-date research from around the world to present the causes and consequences of low job satisfaction and gives helpful suggestions and strategies for how to get more enjoyment from work. The book includes many interesting case studies about individual work situations, and features simple self-completion questionnaires and procedures to help increase your happiness. Practical suggestions cover how to improve a job without moving out of it, advice about changing jobs, as well as how to alter typical styles of thinking which affect your attitudes. This book is unique. The subject is of major significance to virtually all adults - people in jobs and those who are hoping to get one. It is particularly distinctive in combining two areas that are usually looked at separately - self-help approaches to making yourself happy and issues within organizations that affect well-being. The Joy of Work? has been written in a relaxed and readable style by an exceptional combination of authors: a highly-acclaimed professor of psychology and a widely published business journalist. Bringing together research from business and psychology - including positive psychology - this practical book will make a big difference to your happiness at work - and therefore to your whole life.

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The Epistemology of Motivation - Egeni Chike Camilius - 2011-12-22

Epistemology of motivation harnesses the art of motivation. It analyzed and explained motivation and what motivates people. Targeting employee motivation, epistemology of motivation reviewed the motivational theories and discussed their strengths and weaknesses. The theories analyzed, include: the Maslow's needs hierarchy, Goal setting theory, theories and X, Y and Z, the Management by Objective and the newly Humanistic, Influence and Affluence factors. Various scholarly reports published within the past fifteen years were analyzed and referenced. The results show that employee motivation is key to achieve organizational goal; it reduces cost of operations and makes goals attainable.

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Global Compensation - Luis Gomez-Mejia - 2008-08-06

Compensation is a systematic approach to providing monetary value and other benefits to employees in exchange for their work and service. But pay and conditions becomes a more complicated issue for multinational companies which operate across different locations and cultures, and who employ an increasingly diverse range of personnel. This unique new text gives in-depth analysis of the key themes and emerging topics faced by global enterprises when dealing with compensation issues. The first section, ‘Foundation Concepts’, looks at the design of compensation packages for a number of different employee groups; from supply chain management to research and development, as well as ethical considerations when dealing with a global context, and the concept of compensation related pay. The second section, ‘Global Applications’, looks at current debates in the field, including the influence of national cultures on compensation schemes, discrepancies in CEO pay, and contrasts in wages between industry types. Part of Routledge’s Global HRM, this is an invaluable text for any student of HRM, Business and Management, or any practitioner working in this area.

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Academic Paper from the year 2017 in the subject Business economics - Personnel and Organisation, course: Thesis, language: English, abstract: The purpose of this study was to examine how motivation affects employee performance in public organization: a case of ministry of national development planning Hargeisa, Somaliland. This study guided by the following research questions. To determine the methods used by employers to motivate employees in the MoNDP, to know the extent that extrinsic motivation affects employees' performance in the MoNDP, To examine how intrinsic motivation affect employees' performance in the MoNDP, To identify how motivation link with employee work performance. This study adopted a descriptive research design. The population of the study was 90 employees of the MoNDP. A census sampling was done and so the 90 employees constituted the sample size. A structured questionnaire was used to collect the data. The questionnaire was to administer by the researcher. The completed questionnaires were edited for completeness. The data were analyzed using the statistical package for social sciences (SPSS) computer package. The data were interpreted using descriptive statistics through frequencies, percentages and correlation analysis. The findings were presented in the form of tables and figures. The study found out that the ministry uses many different tools to motivate its employees. These include; payments on time, employee rotation within the ministry and salary provision. However, the study also found out that NDP does not use provide fringe benefits to its employees. It was also found out that ministry doesn’t pay its workers according to the amount of work they have done also when employees meet targets ministry don’t provides bonuses the ministry does not carry out training of its employees. The study also found out that the organization does not make sure that that employee’s work is challenging or involve them in decision making as a way of motivating them. The research results indicated that there is a positive correlation between motivation and work performance. This means that changes in one variable are strongly correlated with changes in the second variable. Pearson’s r is .440*. This number is very close to one. For this reason, we can conclude that there is a strong relationship between motivation and employee performance variables.


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**Strategic HRM and Performance** - Tamer K. Darwish - 2013-05-23

The purpose of this book is to contribute to the understanding of the debate surrounding strategic human resource management (SHRM) and organisational performance. The relationship between SHRM and organisational performance has been a heavily deliberated issue over the last decade. A survey of literature on SHRM and its impacts in terms of performance reveals that empirical results on this topic are, as yet, inconclusive. Whilst some studies have found the impact to be positive, the results from several other studies cast doubts concerning the overall efficacy of (positive) HR practices on firms’ performance. This book critically discusses the theoretical and empirical aspects of the relationship between strategic HRM and organisational performance. The essence of HRM was a closer alignment of the procedures and processes concerned with work and employment relationships to overall organisational objectives. Much of the HRM literature holds that specific HR practices are likely to serve as a major source of competitive advantage. This belief has led to research into the link between HRM and performance. However, somewhat less clear is what specific HR practices are most likely to enhance performance, and, indeed, how performance may best be measured. This book, accordingly, seeks to explore which HR practices are most closely associated with better organisational performance according to subjective and objective measures. It also seeks to shed new light on the relationship between subjective and objective measures of organisational performance, and the relative reliability of the former in assessing the effectiveness of specific HR practices. The book also explores other important HR issues such as the role of the HR director, strategic HR involvement, and HR devolution. Moreover, it has been argued that it is an interrelated system of HR practices or HR complementarities that enhance performance, with one practice encountered on its own not having the same result as when encountered in combination with others. This particular issue is also discussed in depth in this book.

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**Higher Education Challenges in South-East Asia** - Kahl, Christian - 2020-10-23

Over the last decade, many local students have preferred to study overseas. This has caused governments to announce the creation of programs and developments in the higher education sector to upgrade South-East Asia to a leading education hub. Moreover, many governments declared that they would work on the insurance of learning to increase the quality of the degrees and the teaching itself. This has led many to question the results of these declarations. Higher Education Challenges in South-East Asia provides an overview of what has been happening over the last ten years in higher education in South-East Asia. It also works to solve the challenges in modern education such as the impacts of digitalization, globalization, and Generation Y and Z learning styles. Covering topics that include globalization, educational technologies, and comparative teaching, this book impacts academic institutions, policymakers, government officials, university and college administrators and leaders, academicians, researchers, and students.

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**The Enthusiastic Employee** - David Sirotta - 2005-01-01

Enthusiastic employees outproduce and outperform. They step up to do the impossible. They rally each other in tough times. Most people are enthusiastic when they’re hired: hopeful, ready to work hard, eager to contribute. What happens to dampen their enthusiasm? Management, that’s what.

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**Sport Leadership in the 21st Century** - Laura J. Burton - 2019-01-10

The Second Edition of Sport Leadership in the 21st Century provides students with the most current and comprehensive understanding of leadership in sport management. Authored and contributed by leading sport management researchers and practitioners, this text immerses students in the learning process through case studies, interviews with leaders in the sport industry, critical thinking questions, and rich content.

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Organisational Behaviour is the study of human behaviour, individual differences, and performances in organisational settings. The field of organisational behaviour involves the individual behaviour and the factors which affect such behaviour. Group behaviour and group dynamics relative to individuals within the group and the group interface with the organisation and the structure of organisation itself. Organisational behaviour prompted us to expand the management horizons and approach the subject from various angles and various viewpoints in depth and in an exhaustive manner. The book introduces the students to the concepts of organisation, organisational behaviours and how the managers fit in such organisational environment. It also describes various interdisciplinary forces that affect the complexity of human behaviour. This book has been prepared to cover extensively various facets both micro as well as macro of the field of organisational behaviour. The language of presentation is highly communicative so that it becomes interesting and comprehensive. This book describes the introductory approaches to organisational behaviour, various theories, structure and design, motivation, morale, leadership theories, interpersonal communication, personality, learning, perception, stress, power and authority, organisational change, organisational development and conflicts & negotiations. At the end of each chapter, review questions and references have been given for the students for better understanding of the subject and to facilitate quick revision for examination purposes. Sufficient number of diagrams and comparative tables and appendices have been provided throughout the book for an easy appreciation of typical business concepts. Accordingly, this book is much more comprehensive in its elaboration of introduction as well as concepts of organisational behaviour. The book has been specially designed for M.B.A. and other professional courses.