

### Content vs. Process

#### Content

Maslow, Alderfer, Herzberg and McClelland studied motivation from a "content" perspective.

Content Theories deal with "what" motivates people and it is concerned with individual needs and goals.

#### Process

Vroom, Porter & Lawler, Adams and Locke studied motivation from a "process" perspective.

Process Theories deal with the "process" of motivation and is concerned with "how" motivation occurs.

### Content: Incentive Theory

Employee will increase effort to obtain a reward

Based on principle of reinforcement

Outcome is usually money

Based on theory that man is rational, based on 'economic man'

### Content: Herzbergs Two Factor Theory

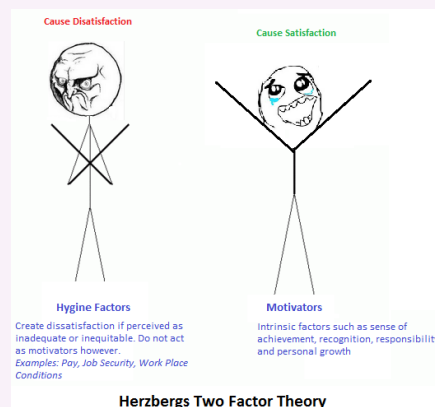
**Hygiene Factors** create dissatisfaction if individuals perceive them as inadequate or inequitable, yet individuals will not be significantly motivated if these factors are viewed as adequate or good. Salary, job security, working conditions

**Motivators:** intrinsic factors such as sense of achievement, recognition, responsibility, and personal growth.

Hygiene factors determine dissatisfaction

Motivators determine satisfaction

### Two Factor Diagram



### Content: Maslow Hierarchy of Needs

According to this theory, individual strives to seek a higher need when lower needs are fulfilled.

- |     |  |
|-----|--|
| 1st | Basic survival needs, such as air, water and food.                         |
| 2nd | personal security, health, well-being and safety                           |
| 3rd | Sense of belonging and acceptance. Relationships, families and friendship. |
| 4th | Be respected / self respect  |
| 5th | self-actualization needs   |

### Heirarchy of needs diagram



### Content: Alderfers ERG Theory

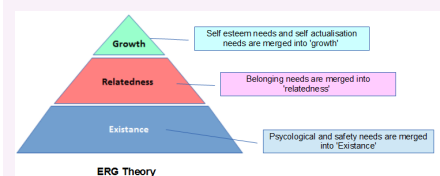
Physiological and Safety needs are merged in Existence Needs,

Belonging needs is named as Relatedness Needs,

Self-esteem and Self-actualization needs are merged in Growth Needs

Growth, Relatedness, Existence

### ERG diagram



### Content: McClellands Achievement Need Theory

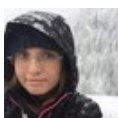
Three basic needs that people develop and acquire from their life experiences .

**Needs** Seeks achievement and tries to attain challenging goals. Strong need for feedback as to achievement and progress, and a need for a sense of accomplishment

**Needs for affiliation** High need for affiliation needs harmonious relationships

**Needs for power:** Wants to direct and command other people

Although these categories of needs are not exclusive, generally individuals develop a dominant bias or emphasis towards one of the three needs. Entrepreneurs usually have high degree of achievement needs.



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Page 1 of 2.

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### Process: Adams Equity Theory

If individual feels rewards are fair then they feel satisfied.

Adams says employees seek to maintain equity between the inputs that they bring to a job and the outcomes received.

Measure against the perceived inputs and outcomes of others.

### Process: Expectancy Theory

Expectancy: E  
-> P belief that effort (E) will result in attainment of desired performance (P) goals.

Instrumentality: P  
-> R belief of reward (R) if performance (P) expectation is met

Valence Value of the reward according to the person

Suggests human behaviour is directed by subjective probability.

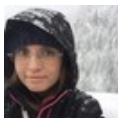
### Process: Goal Theory

Proposes motivation and performance high if goals are challenging, but accepted, and feedback is given.

Two important findings:

Setting specific goals = higher performance than general goals

The goals that are hard to achieve are linearly and positively connected to performance. The harder the goal, the more a person will work to reach it.



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