

THEORIES ABOUT MOTIVATION	EXPLANATION	MOTIVATIONAL THEORIES IN THE GROUP
Need theories	Unsatisfied internal needs motivate behaviour.	Maslow's hierarchy of needs Alderfer's ERG theory
Incentive theories	External incentives motivate behaviour.	Herzberg Hackman & Oldham
Expectancy theories	The expectation of a dividend motivates behaviour.	McGregor Vroom Porter & Lawler

FIGURE 4.27  
Overview of motivational theories.