



# Motivational Theories: Applied to Real World Organizations

*Louis Bevoc*

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ATTENTION COLLEGE STUDENTS: If you need to write a paper on motivational theories in organizations, then this is the perfect reference. It's simple, easy to understand, and right to the point.

Academia has produced many motivational theories. Most are well thought, and subsequent research has supported their usefulness and validity. One concern with these theories, however, is the fact that they were mostly developed in academia using interviews, surveys, or controlled subject groups made up of students or paid participants. Often times, real world application is not part of this process.

This eBook examines the gap between academia and the real world. It describes major seven motivational theories and applies them to situations in organizations. Using the examples provided, readers gain a better understanding of how the theories work and why they are not always completely applicable.

The motivational theories discussed include:

Hierarchy of Needs

Theory X and Theory Y

Goal Setting Theory

Equity Theory

Expectancy Theory

Reinforcement Theory

Two-Factor Theory (Motivation-Hygiene Theory)

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