

Why Don't Employees Come to Work Motivated

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Supervisor

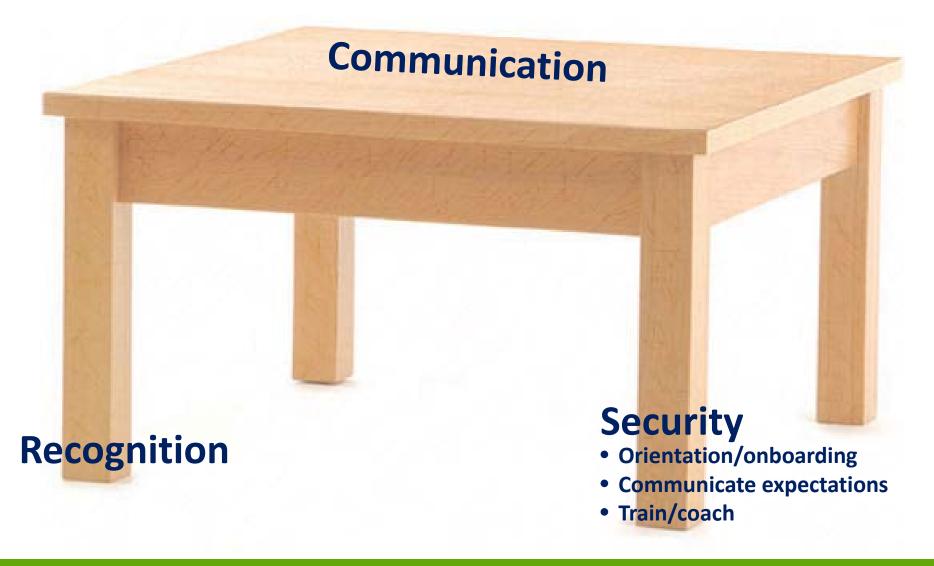
Environment-Atmosphere-Culture-Climate

Employee Choices

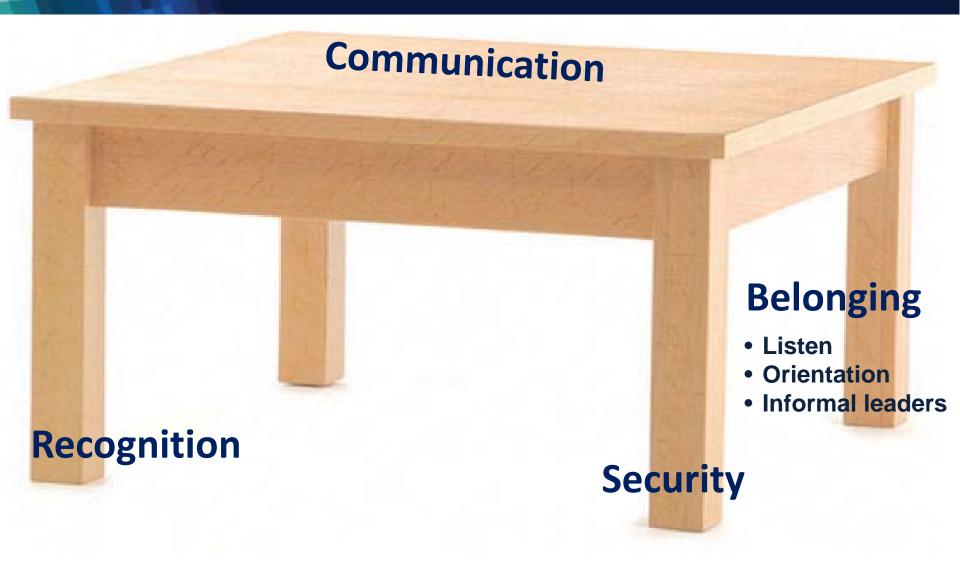




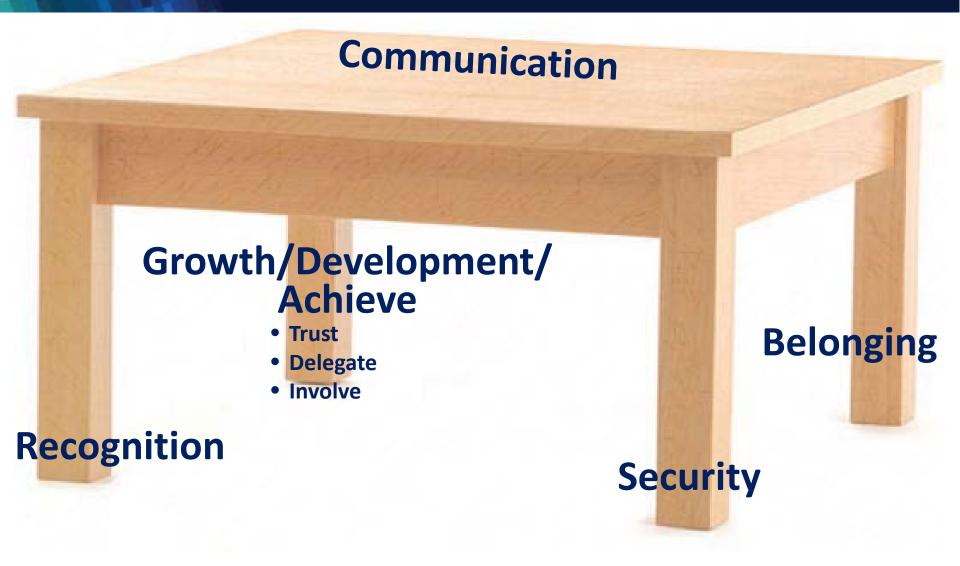




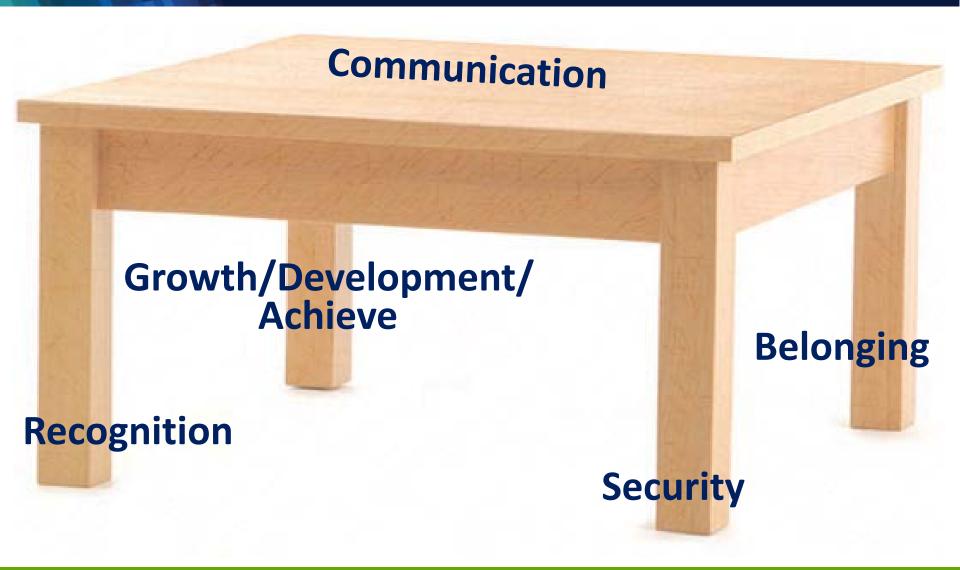














Are people motivated by \$\$\$?

- The day after a raise
- High paying jobs
- Satisfied vs. dissatisfied
- Expecting a raise
- One increase away
- Our tendency
- Pay for performance

