

Motivational techniques and strategies within organization

Marius ANDRIȚA¹, Alexandra DONCEA², Alecsandra GANU³

ARTICLE INFO

ABSTRACT

Article history:

Received 18.01.2015

Reviewed 27.01.2016

Confirmed 01.02.2016

Pages/words: 4/1605

Keywords

Manager

Motivation

Performance

Reward

Objective

Everyone in everyday life, meet people or situations that motivate him in certain directions. The human being is mastered by needs, desires, however showed in different actions. If we refer to the organization level, no one undertakes an action without the motivation behind no matter it is pecuniary, psycho-social, moral or professional. Satisfying their personal interests, managers only motivate employees in order to fulfill their objectives in an efficient way through them. But when they do not take appropriate actions to increase the motivational efficiency, the achievement of the organization's goals is more cluttered.

Contents

1. What is motivation?
2. The importance of motivation
3. From motivation to performances
4. How to recognize a man that is not motivated?
5. What are the obstacles in achieving a positive motivation?
6. Where should we start?
7. Conclusions
8. Reference Text and Citations

♦♦♦♦♦

¹ Alexandru Ioan Cuza Police Academy, Romania, marius.andrita@gmail.com.

² Alexandru Ioan Cuza Police Academy, Romania,

³