

# **UNDERSTANDING HUMAN MOTIVATION WITH SPECIAL REFERENCE TO EMPLOYEES: THE POWER WITHIN**

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## **Abstract**

A key element of each worker performance and organizational achievement is motivation. Retention, innovation capability, hobby delight, and workplace productiveness are all impacted by the motivation. This essay investigates the want for motivation inside the place of business on the theoretical underpinnings, real-worldwide programs, and consequences of motivational strategies on organizational goals. This check emphasizes the importance of place of job motivation for sustained organizational overall performance by using the motivational theories like Maslow's Hierarchy of Needs, Herzberg's Two-Factor Theory, and Self-Determination Theory. The success of the economic agency depends on employee's motivation as it boosts output and pride. Both internal and out of doors factors might also additionally have an effect on an employee's motivation to take initiative and live aim-centered. Workplace motivation may be

affected by the factors like working style of management, reputation of organization, potential of senior staff members, futuristic goals of organization. Suppose an employee is a painter and management gives him freedom to choose canvas and design and paint it by your own choice and will. It is true that this freedom would be very helpful for him and he will bring his best out of this. He would feel engaged, efficient and committed. The

capability of motivational strategies to enhance each group and individual' overall performance is examined on this abstract. Motivation makes the place of work extra vibrant and more explorable. Motivation becomes a weapon for employee when it comes with freedom and trust. Recognition, encouragement, equitable rewards like bonuses or incentives, growth chances like promotions are all examples of motivation that will increase worker's pride and moreover strengthens the business enterprise. This summary emphasizes the great impact of motivation on employee's performance and work towards goal continuously to achieve it.

**Keywords:** career development, motivational strategies, rewards, performance, work environment.

## **Introduction**

Now a days, in this competitive world everyone is running behind success, money, power and new techniques. Everyone is under pressure to perform well and to bring good result every time in every task. In this situation it is important to be motivated and to do work with focus and with positive mindset. The most important element is 'Motivation' in this way. Motivation refers back to the inner and outdoor forces that stimulate humans to take moves that motive achieving a purpose (Robbins & Judge, 2019). Motivation plays an important role for employer and employee both it effects on productiveness and retention in an organization. Motivation is a crucial element in any organization because it immediately affects on the general performance of an employee, interaction capability, and contribution to organizational achievement. When an employee is inspired, he grows with greater focus. Motivational strategies does not only affects the performance but moreover uplift the general morale and surroundings in any business organization. When an employee feels lost, tired and frustrated than the motivation becomes power boosting capsule for any employee. Motivation of an employee could take any shape or transformation of an employee in a very positive way. Motivation can modify or decorate any employee's work performance. Motivation transforms a person physically as well as mentally. The above creation shows that how motivation plays an crucial characteristic for inexperienced and a succeeded body of employees.

## **Literature Review**

This studies is based on a quantitative, descriptive data format, secondary data information to have a look at the effect of Motivation on any worker's work and widespread performance. The statistics is sourced from many Websites, Articles, Google Scholar and publicly to be had databases. The facts were organized via thematic instructions which incorporates intrinsic and extrinsic motivation, effect of control, and art work-way of life of enterprise. A thematic assessment technique is used to interpret the findings and find out sample and tendency in the literature.

The concept of Motivation has been studied in organizational psychology. Basically , it is understood due to the fact the inner and out of doors elements that manage and control oriented behaviors. Two kinds of motivation are intrinsic motivation (doing some detail because of the fact it's far simply thrilling or fulfilling and gives sooth) and extrinsic motivation (doing some thing for any form of praise or to avoid punishment and loud behavior of Management). Several theories complex the ones versions, which includes Self Determination Theory (Deci & Ryan), Expectancy Value Theory, Goal Setting Theory, and Herzberg's Two Factor Theory.

## **Methodology**

The evaluate technique method have turn out to be used in the paper. It consists of an intensive exam of crucial theoretical frameworks and empirical studies on theories of employee motivation, which encompass Reinforcement Theory, Herzberg's Two-Factor Theory, and Maslow's Hierarchy of Needs. The evaluation examines successful motivational techniques, together with cause-setting, autonomy, rewards, and popularity, and assesses their consequences on output, system satisfaction, and organizational normal ordinary overall performance through methodically looking at those theories. The method additionally discusses current issues with inspiring a multi-generational and sundry employees, presenting managers with sensible tips. This paper provide insights that enhance group of workers engagement, retention, and prolonged-term organizational

achievement via a honest and balanced aggregate of extrinsic and intrinsic motivators, reinforced by means of manner of obvious communicate and equitable practices.

### **Research Hypotheses**

H0: There is not any large courting among financial rewards or incentives and manner pride.

H1: Monetary rewards or incentives bring a brilliant effect on worker's performance as opposed to another form of motivational rewards.

### **Theoretical Foundations of Motivation**

There are many theories that proves why motivation is critical in an agency and organization.

#### **Maslow's Hierarchy of Needs**

Maslow (1943) proposed that people are stimulated through manner of a hierarchy of dreams, beginning with physiological dreams and progressing to self-actualization. In a place of job, personnel want to have their smooth dreams (e.g., profits, way safety) met earlier than they will be able to take interest on higher-stage dreams together with esteem and self-achievement.

#### **Herzberg's Two-Factor Theory**

Herzberg (1959) exquisite amongst hygiene factors (e.g., earnings, business enterprise hints) and motivators (e.g., success, reputation). Hygiene elements prevent dissatisfaction and demotivation, motivators need to be there for satisfaction and preserve stimulated. The precept of Two-Factor shows that enhancing intrinsic motivators in any commercial company or enterprise effects in higher employee engagement.

#### **Self-Determination Theory (SDT)**

Deci and Ryan's Self-Determination Theory (1985) posits that autonomy, competence, and relatedness are key mental desires that strength motivation. A place of work that facilitates

the one's dreams fosters intrinsic motivation to make overall performance better and well-being.

## **Impact of Motivation on Workplace Outcomes**

### **Productivity and Performance**

A meta-assessment through Judge et al. (2001) positioned a robust correlation amongst system satisfaction (frequently pushed through using motivation) and enhancing work performance by motivation. Motivated employees do higher performance of their tool. A encouraged worker is more likely to set some tough desires, greater attempt, and do his extraordinary to smooth all of the barriers.

### **Employee Engagement**

Gallup (2023) stated that businesses with excessive worker engagement enjoy 21% better profitability. Motivation is engaged with emotional and willpower to do better with extra passion & efforts. These engaged employees are much more likely to be attentive, contemporary, productive and devoted to organizational desires.

### **Retention and Reduced Turnover**

An employee's retention will boom via immoderate level of motivation. According to the Work Institute (2022), lack of career development, recognition, credit score of suitable artwork are maximum of the pinnacle motives for employee turnover—which can be relate to motivation. Motivation has a extensive and massive effect at the administrative center. Motivated personnel normally have a tendency to show better enormous of productiveness and make an average performance better than before. It affects degree of average general overall performance, advanced first-rate of tough work and achievement which might be individual or organizational goal. The ratio of absenteeism reduces on the identical time as an employee's work get recognition. It saves time of an organization and decreases assets in hiring and training of recent or greater energizing employee. Moreover, motivation creates a notable art work environment which encourage group work to head beyond important obligations. It gives satisfaction and loyalty to a worker which contributes a robust organizational way of existence. Low morale, decreased regular average

performance and immoderate frame of workers turnover can also cause due to lack of motivation. Motivation shapes administrative center outcomes- it does not only improves individual behavior, moreover enables business enterprise success in a wholesome and powerful work environment.

**Factors affecting motivation:-** The personality of a person depends on his inner strength and his surroundings also. A push of motivation can bring a change in employee's personality.

**Need success concept** explains that why a immoderate achiever pick out difficult and tough responsibilities and why low achievers pick less tough assignment at which they need no longer a first rate deal time and lots much less probably to fail.

There are varieties of motivation:

1. Extrinsic Motivation

2. Intrinsic Motivation

**Extrinsic motivation** is outdoor reward along side trophies, coins, increment, bonus, perks, reward, social popularity.

**Intrinsic motivation** arises from within the man or woman. Even it can comes from doing a complicated crossword puzzle or doing any difficult mission definitely for the gratification of fixing a trouble. He/She motivates by themselves to do better and better day by day.

Campbell et al. (1970) is a foundational research group within the field of organizational conduct, in particular specializing in managerial behavior, ordinary typical performance, and effectiveness. The e-book "Managerial Behavior, Performance and Effectiveness" through John Campbell, Marvin Dunnette, Edward Lawler, and Karl Weick, explores numerous components of motivation in the administrative center, drawing on present theories and studies to offer a comprehensive statistics of what influences behavior and performance of a worker.

According to the eBook “Managerial Behavior, Performance and Effectiveness” there are various key areas, like Motivation, Performance, Managerial Behavior, Effectiveness. The eBook examines incredible motivational theories together with expectancy precept, equity idea and AMO (Ability, Motivation, and Opportunity) Theory.

**Expectancy Theory:** The concept of expectancy suggests that motivation is inspired through a person’s notion that their hard effort /attempt will cause a fulfillment usual performance (expectancy), that overall performance will lead to rewards (instrumentality), and that the rewards are valued (valence).

**Equity Theory:** This theory explains the belief and manner of lifestyles of equity in the place of business. Employees check their inputs and outputs in which input are in the form of talents & hard work and output is in any form of reward and recognition by others. In this, motivation is inspired via manner of perceived equity or inequity.

**Ability, Motivation and opportunity (AMO) Theory:** This principle posits a relationship between an worker's typical overall performance possibilities, motivation, and know-how. According to content fabric theories, the way with the aid of which these elements effect motivation is less sizable than the important desires that people try and fulfill, the sorts of rewards they look for, and the incentives that go with them. Although concept might also additionally deal with how the elements indexed have an effect on behavior (Campbell et al., 1970). The want theories of Murray (1938), Maslow (1954), Herzberg's two-aspect theory (1966), and Alderfer's ERG model (1969, 1972) are examples of content material theories of motivation.

It is apparent that the examine of organizational behavior and control has a huge impact of Campbell et al.'s concept. This concept has provided a framework for know-how the elements influencing worker’s motivation, ordinary overall performance, and effectiveness of performance for task or target.

## **Strategies to Foster Motivation**

### **Recognition and Rewards**

An employee feels important and motivated when his organization recognizes his work and gives him extensive reward. According to SHRM (2022), around sixty eight% of personnel admits that they experience more energy and motivation when they take reward in any form. Rewards can be in any form like economic, verbal praise, reward in written inside the front of different personnel or public reputation.

### **Career Development and Training**

Self-Determination Theory (Deci & Ryan, 1985) provides a framework for understanding what truly motivates people, it is beyond the simple regular rewards to focus on internal drives and basic human needs. Some education programs, mentorship, use of latest technical tools, bringing new approach and professional improvement pathways are some powerful steps to present motivation to an employee.

### **.Empowerment and Autonomy**

Giving few authorities and freedom to take a few inexpensive selection with the beneficial resource of them very own is an intrinsic motivation. Autonomy- supportive environment cause higher engagement (Gagne & Deci, 2005). Empowerment permits a person to take right and suitable choice on the concept of cutting-edge-day state of affairs. Empowerment offers them feeling of rightly invested in their challenged responsibilities.

### **Set Clear Goals and Expectations**

When an worker recognize that what is management looking/expecting for from him than he works higher with larger photo.

### **Create a Positive Work Environment**

Work Environment need to be immoderate exceptional, one have to feel free to show his emotions in the front of his management. Their must be consideration, respect and open communication. A fantastic positive work environment system encourages him to do awesome art work in the place of work even having some ups and downs in his personnel life.



### **Provide Meaningful Work**

Generally employees have to complete duties on every day basis, they do their job in a very challenging environment. Employee gets strength and motivation when they experience that their work is valued by seniors and have importance of their work.

### **Offer Fair Compensation and Benefits**

Competitive salaries and other benefits display that the business enterprise values its employees, which keeps on the motivation.

### **Encourage Work-Life Balance**

When management supports flexible schedule, remote work options, and reasonable workloads to prevent any kind of frustration and dissatisfaction it helps to keep the employee's moral high.

### **Challenges in Maintaining Motivation**

There are some conditions furthermore to maintain immoderate levels of motivation due to trade in an business enterprise, burnout, and inconsistent management. A leader need to do some thing time to time to encourage personnel especially in hybrid and far off artwork settings with one-of-a-kind mind and techniques.

**Negative Motivation:-** Behaviour that is induced by using anticipation or fear that unwanted final consequences will not happen. Fear could not be considered a good motivation technique.

The following demanding situations confront the administrative center motivation method:

- **Absence of Clear Direction or Goals:** If employees do not have clear direction or clear goals that what an enterprise expects of them, where they have to go and how they may get support than they may get disoriented and unmotivated.

- **Bad Management or Leadership:** Employee disengagement might be there when there is bad management and poor or bad leadership. A leader must be a motivated person and be able to motivate others also.
- **Limited Growth Opportunities:** If an employee finds out that he has no growth opportunity or limited opportunities in his present job than he loses motivation. When he finds that he has limited field to explore and research than he feels demotivated because of limited scope to show his talent and potential.

If human beings' efforts and tough job/work aren't diagnosed, overlooked, or unrewarded, they'll sense disappointed, demotivated, underappreciated, and lose interest in their profession.

- **Workplace Stress and Burnout:** Excessive workloads, lengthy hours, and a terrible or toxic workplace can cause loss of interest and he may get stress. This stress in his work will get poor performance and burnout. He may lose his temper and get hyper due to stress and lack of motivation.
- **Lack of Autonomy:** Employees do not enjoy regular, depended, or less powered job. They want some changes, some powers and authority at work. They need training and upgradation time to time.
- **Poor Communication:** Low employee engagement may cause any type of misunderstanding. Insufficient conversation, or a loss of transparency may create confusion and it will result poor. Due to this bad result employee will get demotivation.
- **Prejudice or discrimination:** Employee motivation and morale reduce in the place of work when there is no same treatment or favoritism. Generally in offices one employee takes favour of another instead of saying right or wrong.

- The mismatch among roles and capabilities: An employee loses his interest in job when he finds that his job is not according to his capabilities or his job profile and expectations are mismatched with his job.
- Untrustworthy Comments: An employee expects that his boss will do trust on him so he makes efforts to win the trust of his boss or employer. He does hard work with honesty and try to meet expectations of his boss. When after doing so much efforts employee finds that his boss or employer has no trust on him or has said untrustworthy words for him then he gets demotivated. It is important that an employer must give motivated feedback to the employee so that employee may do further work with more energy and enthusiasm.

**A few time from real existence that spotlight the importance of motivation within the place of job:**

### **1. Google: Encouraging Employee Innovation**

Known due to the fact the "20 percentage rule," Google, a well-known enterprise, encourages its personnel to dedicate 20 percent of their dependable time to private tasks. This tactic has produced tremendous merchandise like Google Maps and Mail. Google has set the identical old for developing a very inspiring workplace subculture.

### **2. Starbucks: Acknowledgment and Retention of Employees**

Starbucks, a famous employer, perspectives its humans as "companions" and offers them with a number of lovely blessings, which includes stock options, healthcare and clinical facilities, and assist with training and studies for all employees. Maintaining immoderate stages of motivation and loyalty is facilitated through this shape of gesture.

Because of this, Starbucks has a sincere, comitted, loyal group of staff where retention ratio is very low.

### **3. Toyota: Constant Enhancement Culture**

**Kaizen**, which translates to "non-prevent development," is a Japanese term. Toyota, a Japanese automaker, encourages all personnel, from higher management to lower management, to recommend that the employer adopt this motivational concept. Because they experience appreciation, employees actively contribute to Toyota's success on an international scale.

#### **4. The Positive Culture and Morale of Southwest Airlines**

Employees at Southwest Airlines are loose to show off their capabilities and personalities. They are known to provide greater carrier, their staff is free to have a good time with discipline at work. With better service provider, Southwest Airlines is offering more emotional involvement and client delight.

#### **5. Netflix: Freedom and Trust**

Netflix is a well-known on-line entertainment platform. Workers of this online platform are independent without micromanagement, they may suggest anything which is unique and creative. Employee's motivation boosts when they are free to tell that what he is feeling right or what could be better for the job.

These real-global examples display how motivation boosts with the aid of quite few elements, collectively with guide, autonomy, acknowledgment, and administrative center way of lifestyles. This mixture makes the team stronger, more committed, and extra effective.

Individuals, companies, and the corporation all get affected by the single effort of motivation.

What is typically absent is as follows:

#### **1. Productivity**

Unmotivated employees are more likely to complete jobs haphazardly and without any kind of feeling. Increased exertions, lacking last dates, and reduced great output are the results of lack of motivation.

## **2. Participation**

Motivated person feel involved and take pride in their work. Without discipline and work ethic, humans may also psychologically "test out," their initiative and inventiveness may decline, and teamwork may also additionally go through.

## **3. Objectives and Advice**

The "Why" detail is wherein educated people continuously recognize the value of their work. That's why an employee may no longer get motivate. The changes they notice that:

Tasks seem meaningless and function minimal impact on the commercial enterprise corporation's dreams. Employees may also do furthermore query about their function or importance of given work.

Items which is probably right now associated with motivation include:

(i). Lack of contentment at Work, Increased pressure and burnout, indifference or emotional detachment, and a decline in morale are some consequences of absence of motivation.

## **1. Retention**

People who lack motivation are more likely to transport away their occupations. When an employee does not get any kind of satisfaction in his workplace than the ratio of retention get increased.

## **2. Uniqueness**

A employee who's unmotivated and remains in his consolation location. These signs and symptoms could be diagnosed through control-stagnation in the workplace, a decrease in experimentation and chance-taking, and passive problem-solving. Every person has some unique identity and talent, the organization must recognize his uniqueness and should give task to employee according to that.

## Conclusion

Motivation is a want not a choice in present scenario of commercial workplace. Performance, pleasure, turnover, and organizational achievement are all powered through the usage of motivational technique. In the modern workplace, motivation has become an essential part of working life. It works similar as fuel for an employee or staff. It encourages better overall performance, greater project delight, and favorable outcomes. Leaders need to apprehend and follow motivational thoughts and techniques, these are good way to create an inspiring work surroundings and keep employee's morale high. Employee motivation has an immediate impact on their work output, creativity, pride, willpower, and thoroughness. Some times when people losses their inner motivation it is important to give them motivation from outside. Motivated employees gives or works with innovative thoughts, and does job with the energetic soul. Lack of motivation might also cause low morale, immoderate turnover, and reduced manufacturing. Career desires, opportunities for growth, awards, and popularity, on the facet of a healthy work environment, are essential for long-time period success. Always criticism and neglegency of good efforts should not be there , however motivated feedback by seniors or management cab be a smart flow to construct a robust, resilient organization.

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