**Unit 3: Management Challenges**

**Activity 1: What is Motivation?**

1. What is motivation?
2. Explain extrinsic and intrinsic motivation, provide 2 examples of each.
3. Explain the Maslows hierarchy of Needs, starting from the base of the pyramid
4. What is Alderfer’s ERG theory?
5. **Explain McClelland’s Acquired Needs Theory**
6. **Explain Herzberg’s Two-Factor Theory**
7. Explain Locks goal setting theory
8. Answer the multiple choice questions to check your understanding