

ASSESSMENT # 6

Total Marks: 30

1. Give short answers to the following questions: (24)
 - i. What is the link between motivation and performance?
 - ii. Outline the principles of setting up reward system.
 - iii. How do team based rewards work?
 - iv. Explain the different methods used for developing a pay structure.

2. 'Rewarding is essential for motivation.' Which types of incentives would be most suitable for the following workers? (6)
 - a. A cleaner
 - b. A sales person
 - c. A nurse
 - d. A shop assistant