



Unit 10 — Earnings and Rewards

Reading: Earnings and Rewards

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Managers are often faced with a dilemma when it comes to keeping staff motivated. Employees often have to work more than their contract states and they are often not being paid for their overtime...

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Discussion Questions

What would you appreciate more praise from an employer or a financial incentive? Why?

Are there any disadvantages of paying commission or bonuses to employees?

Can you think of any other ways of motivating staff which are not described in the article?