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Motivation is the psychological process of providing purpose and intention to behave as people behave. By using motivation theories, management can inspire customers to choose the brand and encourage the employees to take action and become self-directed. There are several theories of motivation in psychology that were studied and implemented in the management in relation to motivation. This theory states that each person has the same needs, but each individual prioritizes differently. The theory identifies three needs: fulfillment, power and affiliation. The need for fulfillment is the desire to do well in a task, the need for power is manifested through influence on other people, and the need for affiliation is the longing for significant relationships. Management needs to identify the first priority need for each person and adjust the work situation accordingly to optimize each person's performance. For example, if an employee is motivated to do well, you could inspire you by providing stretching goals. Robert Owen, a social reformer, Galois, who developed a theory based on his experience with machines during the industrial age of the same XVIII. The better one machine is cared for, maintained and cared for, the better it performs. This theory was revolutionary during his time and continued to be true. Owen's theory concerns small businesses in terms of personnel management. The theory of Maslow's hierarchy of needs is a theory of motivation. It states that there are five basic needs of a person in a progressive pyramid, ending with the less basic needs of a person. The Maslow claims that only unsatisfied needs can be used to motivate a person. For example, if a person does not need money, he no longer sees money as a motivating factor in his work. The needs that Maslow identified include physiological, safety, social, esteem and self-actualization. According to this theory, management can motivate workers by meeting their more basic human needs and building on them. For example, management should ensure that employees are allocated a good amount of time for food, social interaction and intervals. Hello. In addition, companies can use the Maslow pyramid of necessity theory to make their products better appeal to customer needs from the lowest to the highest levels. For example, customers whose physiological needs are not met are not yet ready to focus on luxury goods near the top of the pyramid. On the other hand, clients close to the top of the pyramid would be interested in hobbies and leisure-related products or services. The theory of the two factors identifies two main sources of motivation for people in the labor force. The first is hygiene factors, such as the working environment, a person's salary, work safety and management styles. The second motivator of this theory is the satisfaction, which include achievement, status, recognition, responsibility and potential growth. The more these factors are present in a worker's environment, the more an employee will be motivated. ERG theory represents needs for existence, relationship needs and growth needs. This theory is built into Maslow's hierarchy of needs with a condensed understanding of human needs and behaviors. Existence needs are desires for well-being, as to feel appreciated and valued. Relationship needs are interpersonal desires, such as having a strong social network and good relations with management. Growth needs include desire for training and personal and professional development, such as coaching and training. The theory of ethics is a theory of ethics. It states that there are three types of ethics: utilitarianism, deontology and virtue ethics. Utilitarianism is a theory of ethics that states that the right action is the one that results in the greatest good for the greatest number of people. Deontology is a theory of ethics that states that the right action is the one that is based on the principles of right and wrong. Virtue ethics is a theory of ethics that states that the right action is the one that is based on the virtues of a person. The theory of ethics is not a standard for what are the duties and obligations of a person. The philosophers who do not agree with this theory believe that all carrier duties are different, so there is no way of knowing what drives a person to make a particular decision. Utilitarianism According to utilitarianism theory, people make their actions based on how their decisions will benefit most people. You make a decision that will be better for everyone involved. There are two sides to this theory. Act utilitarianism says you will make decisions based on helping others, while the rule utilitarianism says you will act out of justice. Those who do not agree with this theory believe that no one can predict results, so we do not know what the benefits of our actions will be. Comparison of the consequences can be difficult, so some groups say that we can actually make utilitarian decisions. Rights The theory of the rights of the person. It says that people make decisions based on the rights that their society agrees to. What most people in this society believe is important will lead to decisions. For example, the rights that Americans have in our Constitution should be factors in our decision-making according to this theory. Our rights, like freedom of expression and freedom of religion, should help us decide how to behave. People who do not agree with this theory consider that society's rights are too complicated to understand. They say that it is too hard to say what most people think is important for the whole of society, so just use a confusing idea to base decisions on. Companies that laws such as our Constitution make this theory less credible, according to some philosophers. Virtue The theory of the practice of virtue states that we can judge a person to be the victim in their caratand morality. The way someone's life can explain any according to this theory. For example, a person who is cheating and cheating to get ahead in life probably makes decisions based on the advanced of their own interests according to the theory of virtue. The biggest hole in this theory is that it is not a theory of virtue. It is a theory of morality. It states that the right action is the one that is based on the principles of right and wrong. It states that the right action is the one that is based on the principles of right and wrong. 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