Factors Affecting Motivation among Employees in Consultancy Companies

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ABSTRACT: Motivation is one of the most critical elements in the area of Human Resources Management. Enterprises design motivation systems not only to encourage employees to perform their best in the most efficient way, but also to attract future candidates to apply for specific posts. To be able to create an efficient motivation system, the key is to answer the question: What really motivates employees in an organization? This is an in-depth study of a Construction Consulting Company in Vietnam and the purpose of our research is to find the main factors affecting motivation amongst the employees of the company. A questionnaire survey was undertaken among 135 employees of the company to analyze their perceptions regarding motivation in workplace and also investigating the opinions of the coordinators of each department and also with the General Manager about this same issue. At the end of the study, we make some recommendations for the company to counter this issue. This study would be a prelude and of great help to managers and Human Resources professionals to raise the productivity of the company by increasing the motivation of their employees.

KEYWORDS: Motivation, Promotion, Salary, Workload.

I. INTRODUCTION:

There are lot of factors augmenting to the pressure on today's organizations such as globalization, frequent organizational changes and diversity. To overcome these challenges there arises a greater significance and responsibility for the Human Resource function in every organization. Human Resources Management plays a critical role in making organizations more efficient and also strategically facilitates the improvement of talent acquisition, training & development, remuneration, performance management and most important of all, motivation. A special emphasis is given to motivation since it is extremely necessary to procure quality work and better output from employees. This paper undertakes an in-depth study on the factors that affect motivation in an organization that provides consultancy services, and explores how can the organization convert those challenges into opportunities for growth.

II. LITERATURE REVIEW:

This section gives an overview of the literature on the basics of Human Resources Management as well as an excerpt on Motivation, along with the various theories on motivation.

Human Resource Management

Human Resource Management is defined as a system of activities and strategies that are focused on managing the success of employees at all levels of the organization and also help them to achieve the organizational goals (Byars & Rue, 2006). Human Resources plays a crucial role in the process of increasing companies' effectiveness. Motivation is one of the most important functions of Human Resources Management.

Metivation

Motivation is the process of inspiring people to achieve their goals (Chaudhary & Sharma, 2012). Work motivation is a set of energetic forces that originate both within as beyond an individual's being, to initiate work-related behavior and to determine its form, direction, intensity, and duration (Kirstein, 2010). Getting people to do their best at work is one of hardest challenges of managers. The importance of employees' satisfaction and motivation is being more and more important everyday in the enterprises. Nohria, Groysberg, and Lee explain that the four drivers that underline motivation are: acquire, bond, comprehend and defend. They also point out that the organizational levels of motivation are: the reward system, the culture, the job design and performance-management, and resource-allocation processes (Nohria, 2008). Motivated people make decisions to dedicate considerable effort to obtain something that they value. Researches show that indeed there is a relation between motivation and performance (Deci & Gagne, 2005).

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Human Resources Management in the Hospitality Industry David K. Hayes, Jack D. Ninemeier, 2009 This book approaches hospitality human resource HR management as a decision making practice that affects the performance quality and legal compliance of the hospitality business as a whole Beginning with a foundation in the hospitality industry employment law and HR policies the coverage includes recruitment training compensation performance appraisal environmental and safety concerns ethics and social responsibility and special issues Throughout the book Human Resources Management in the Hospitality Industry focuses on the unique HR dilemmas you face in the hospitality industry **Management for Engineers 2nd edtion** Rajesh Kuma r R,2022-10-01 Management in all business and human organization activity is simply the act of getting people together to accomplish desired goals Management comprises planning organizing staffing leading or directing and controlling an organization or effort for the purpose of accomplishing a goal Principles of Management are the essential underlying factors that form the foundations of successful management Essentials of management make the connection between theory and concepts to actual practice by showing how managers and organizations effectively apply the basic principles of management Critical assessment of intrinsic and extrinsic employee motivational factors in the Libyan oil and gas sector Muhammad Saeed, 2016-04-14 Master's Thesis from the year 2015 in the subject Leadership and Human Resources Miscellaneous University of Chester course MBA language English abstract This study was conducted to find aspects of motivation in the Libyan oil and gas sector Mellitah was selected as the population of the study Findings showed that a positive relation exists between extrinsic and intrinsic factors and employee motivation with some exceptions Also the findings concluded that internal locus of control is also positively related to motivation of the employees However further research was recommended by the researcher to investigate other aspects of the concept Motivation is an interesting and researched topic and so is employee motivation It has been found by various researchers that motivated employee perform better and help achieving the organisational goal Therefore motivating them ultimately benefits the company Hence it is important for organisations to know the intrinsic and extrinsic motivational factors and their effects on their employees Companies should also know the link between employee motivation and their locus of control **Umiker's Management** Skills for the New Health Care Supervisor Charles McConnell, 2010-10-25 Todays healthcare supervisors are continuously faced with smaller budgets fewer workers greater responsibilities and time pressure The all new Fifth Edition of Umikers Management Skills for the New Health Care Supervisor continues to provide valuable information for future health care managers and supervisors who must address these challenges daily Written primarily for those who have little to no management training Umikers offers practical suggestions for improving effectiveness both as a supervisor and as an organization Ideal for students in junior undergraduate community and career college programs author Charles McConnell maintains Bill Umikers clear jargon free writing style **Organizational Behavior Challenges in the Tourism Industry**

Aydın, Şule, Dedeoglu, Bekir Bora, Çoban, Ömer, 2019-12-27 Improving positive and reducing negative organizational behaviors in businesses are important in terms of organizational success as this will lead to an increase in employee organizational commitment and job satisfaction Considering that the tourism industry has such a dynamic structure it is obvious that behavioral issues in the industry need to be scrutinized Organizational Behavior Challenges in the Tourism Industry is a collection of innovative research that aims to explore relevant theoretical frameworks in terms of organizational behavior issues and provides the opportunity for tourism organizations to understand their employees behavior While highlighting topics including emotional labor deviant behavior and organizational cynicism this book is ideally designed for hotel managers tour directors restaurateurs travel agents business managers professionals researchers academicians and Performance Management im Hochschulbereich Alexander Dilger, Harald Dyckhoff, Günter Fandel, 2013-09-30 Dieses Special Issue zeigt unterschiedliche Ansatzpunkte und Herangehensweisen betriebswirtschaftlicher Forschungen im Bereich des Performance Managements im Hochschulbereich Die konzeptionell bzw empirisch hergeleiteten Ergebnisse und Erkenntnisse geben wertvolle Denkanst e und Hinweise zur praktischen Gestaltung von Anreizsvstemen in Hochschulen zur Auswahl und Verwendung von Leistungsindikatoren sowie zur Gestaltung von Pr fungen in der akademischen Lehre Cambridge IGCSE(TM) and O Level Business Studies Workbook Veenu Jain, Alex Smith, 2019-03-14 This revised set of resources for Cambridge IGCSE IGCSE 9 1 and O Level Business Studies syllabuses 0450 0986 7115 is thoroughly updated for first examinations from 2020 This series helps students to develop the analytical and evaluative skills they need for success in business studies With plenty of opportunities to practise students will quickly gain confidence in structuring arguments and writing clear coherent and creative responses This workbook matches the Cambridge IGCSE and O Level Business Studies syllabuses and contains a series of scaffolded exercises that enable progression through topics and skills The answers to the workbook questions are available on the Cambridge University Armstrong's Handbook of Human Resource Management Practice Michael Armstrong, 2012-05-03 Press website Armstrong s Handbook of Human Resource Management is the classic text for all students and practitioners of HRM Providing a complete resource for understanding and implementing HR in relation to the needs of the business as a whole it includes in depth coverage of all the key areas essential to the HR function The 12th edition has been radically updated to create a cutting edge textbook which encourages and facilitates effective learning Comprehensive online support material is provided for the instructor student and now also the practitioner providing a complete resource for teaching and self learning The text has been updated to include all the latest developments in HRM and now includes two new sections covering HR skills and toolkits Managing Staff for Improved Performance David Middlewood, Ian Abbott, 2017-01-12 Managing Staff for Improved Performance provides a comprehensive guide to people management in schools giving school leaders and managers clear insights into how to develop employee performance and ensure high quality service in education

Middlewood and Abbott explore human resource management HRM theory and practice drawing on examples from a wide range of school contexts across many different countries They examine what is meant by all levels of performance from excellent to poor and offer strategies for evaluating the performance of all staff starting with the school leader The authors also explore a range of issues including recruitment performance related pay working with unions and other professional organisations engaging stakeholders and the thorny issues around dismissal procedures Throughout this comprehensive guide for aspiring and practising school leaders the emphasis is on taking a proactive and positive approach with a view to developing a culture within the organisation which only accepts very effective performance and supports the style and approach of the school leader Optimal Transport Statistics for Economics and Related Topics Nguyen Ngoc Thach, Vladik Kreinovich, Doan Thanh Ha, Nguyen Duc Trung, 2023-10-31 This volume emphasizes techniques of optimal transport statistics but it also describes and uses other econometric techniques ranging from more traditional statistical techniques to more innovative ones such as quantiles in particular multidimensional quantiles maximum entropy approach and machine learning Applications range from general analysis of GDP growth stock market and consumer prices to analysis of specific sectors of economics construction credit and banking energy health labor textile tourism international trade to specific issues affecting economy such as bankruptcy effect of Covid 19 pandemic effect of pollution effect of gender cryptocurrencies and the existence of shadow economy Papers presented in this volume also cover data processing techniques with economic and financial application being the unifying theme This volume shows what has been achieved but even more important are remaining open problems We hope that this volume will inspire practitioners to learn how to apply state of the art techniques especially techniques of optimal transport statistics to economic and financial problems and inspire researchers to further improve the existing techniques and to come up with new techniques for studying economic and financial phenomena Short Guide to People Management Antonios Panagiotakopoulos, 2016-05-05 There is a plethora of information available for busy HR practitioners but what they really need is a clear concise and comprehensive analysis of the theory and practice of people management within contemporary organizations Indeed much has been written about Human Resource Management and Organizational Behavior which rigorously explores each scientific field yet there is a lack of an integrated examination of both fields The author begins by describing the new world of business and management which is characterized by continuous change and precarious employment He examines the individual at work group behavior people resourcing performance and development and the employment relationship and he concludes with a look at organizational change i e the nature of the sorts of changes that take place in companies of all sizes and how the process of organizational development can be managed effectively through people management This guide provides a thorough examination of the key areas of organizational psychology and people management and offers an easy to digest theory on each topic coupled with the latest empirical evidence All the core theories of HRM and OB are presented in a methodical and critical manner appealing to time starved

professionals who wish to acquire a detailed overview of people management rapidly Throughout the book several suggestions will be made to managers for ways of applying various HR theories to the workplace The reader will uncover how to manage people but won t be offered prescriptions because the best way of managing people depends on the context

A Textbook of Organisational Behaviour with Text and Cases Gupta C.B., Part I Individual Behaviour Fundamentals Of Human Behaviour Personality Perception Learning Behaviour Modification Attitudes And Values Motivation Part Ii Groupbehaviour Interpersonal Behaviour And Transactional Analysis Group Dynamics Power Politics And Status Leadership And Influence Control Morale And Job Satisfaction Part Iii Overall Behaviour Nature And Types Of Organisations Organisation And Environment Nature And Scope Of Organisational Behaviour Organisational Goals Organisational Change Organisation Development Organisational Climate And Culture Organisational Conflict Organisational Effectiveness **Organisations- und Personalpsychologie für Bachelor** Simone Kauffeld,2018-07-19 Dieses Lehrbuch enth lt alle pr fungsrelevanten Themen des psychologischen Anwendungsfachs Arbeits Organisations und Personalpsychologie Doch es bietet noch viel mehr Die begleitende Website enth lt kostenlose Lerntools f r Studierende zahlreiche Zusatztexte mit Vertiefungen und Praxisanleitungen Videos Foliens tze fr Dozenten sowie mp3 Hrbeitr ge zum Download Das A und O und P der Wirtschaftspsychologie hier kompakt verst ndlich und praxisnah in einem Band Future Workscapes Joanna Paliszkiewicz, Demet Varoğlu, Olena Kulykovets, 2025-02-17 Both Part A and B of Future Workscapes offers an in depth exploration of the evolving work environment and human resource strategies addressing the urgent need for organizations to adapt to rapid changes fostering environments that are not only technologically advanced but also human centric sustainable and inclusive **Proceedings of the Conference on SDGs Transformation Through the Creative Economy:** Encouraging Innovation and Sustainability (TCEEIS 2023) Imam Abrori, Indrian Supheni, Muhammad Mudhofar, Wahyuning Murniati, Nico Irawan, Arfan Ikhsan Lubis, Wei Qiang, Moh. Hudi Setyobakti, Muh. Barid Nizarudin Wajdi, Tarjo, Edy Sujana, 2024-01-11 This is an open access book Welcome to the 7th Indonesian Conference focused on the theme of SDGs Transformation through the Creative Economy Encouraging Innovation and Sustainability This edition aims to explore the intersection between the Sustainable Development Goals SDGs and the creative economy emphasizing the importance of fostering innovation and sustainability The conference provides a platform for academics researchers policymakers industry professionals and stakeholders to gather and exchange knowledge ideas and experiences regarding the transformative power of the creative economy in achieving the SDGs By examining the dynamic relationship between creativity innovation and sustainable development this edition aims to generate valuable insights and practical solutions to address the pressing global challenges we face today Throughout this conference participants will have the opportunity to delve into various topics related to the creative economy and its potential to contribute to the SDGs We will explore how creative industries can drive economic growth promote social inclusivity preserve cultural heritage and protect the

environment Moreover we will investigate innovative approaches best practices and emerging trends that can enhance the creative economy s impact on sustainable development By gathering experts and practitioners from diverse fields we aim to foster interdisciplinary dialogue and collaboration ultimately inspiring new ideas strategies and policies that can foster a more sustainable and inclusive future Together we can harness the power of the creative economy to propel transformative change aligning our efforts with the global agenda of achieving the SDGs We extend our heartfelt appreciation to all participants sponsors and organizers for their commitment to advancing the discourse on the creative economy and sustainable development Let us embark on this journey of exploration innovation and collaboration as we work towards a better and more sustainable future for all MIC 2021 Fibry Jati Nugroho, Eko Eddya Supriyanto, Meida Rachmawati, Herie Saksono, Kustiyono Kustiyono, Robbi Rahim, 2022-01-08 This book contains the proceedings of the 1st Multidiscipline International Conference MIC 2021 will be an annual event hosted by Nusantara Training and Research NTR This year 2021 this event was held in collaboration with Nusantara Training and Research NTR with Universitas Borobudur Jakarta will be held on virtual conference in 30 October 2021 at Salatiga Indonesia We carry the theme Improving People's Quality in Pandemic Era trying to continue to synchronize with all aspects in the pandemic era and prepare to face the new normal as well as future outlook of the field of Call for papers fields to be included in MIC The scope of this event is multidisciplinary Starting from social science economics education law engineering religion and other sciences This conference was attended by participants and delegates from various universities from Indonesia Malaysia the Philippines Australia and Japan More than 100 participants from academics practitioners and bureaucrats took part in this event to exchange knowledge according to their research results and competencies Effective Training P. Nick Blanchard, James W. Thacker, Dana M. Cosby, 2023-10-04 Formerly published by Chicago Business Press now published by Sage Effective Training Systems Strategies and Practices is unique in its integration of theory with effective and practical training applications Authors P Nick Blanchard James W Thacker and Dana Cosby examine the relationship between change management and training introduce the ADDIE model as an overarching framework for the training process and consider perspectives relevant to small businesses Additionally this text provides a step by step process for developing learning objectives and highlights the importance of integrating both learning and design theories in creating successful training programs The Seventh Edition adds new material while enhancing the ease of reading and understanding The end of each relevant chapter needs analysis design development and implementation and evaluation features an example of the process of developing an actual training program Fabrics Inc At the end of each chapter are discussion questions cases and exercises to enhance understanding

Motivation in Public Management James L. Perry, Annie Hondeghem, 2008-05-15 Are public servants self interested or motivated by a sense of duty and commitment far above what we would expect given their often modest compensation and frequent public criticism This book looks at research on this and related questions in assessing the current state of our

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