Unit 05: Motivational Theory

Content Area: **Business**
Course(s): **Generic Course**
Time Period: **Semester 1 & 2**
Length: **3 weeks**
Status: **Published**

Standards

LA.RH.9-10.6	Compare the point of view of two or more authors in regards to how they treat the same or similar topics, including which details they include and emphasize in their respective accounts.
PFL.9.1.12.A.1	Differentiate among the types of taxes and employee benefits.
PFL.9.1.12.C.5	Analyze the information contained in a credit report and explain the importance of disputing inaccurate entries.
PFL.9.1.12.C.9	Evaluate the implications of personal and corporate bankruptcy for self and others.
PFL.9.1.12.D.4	Assess factors that influence financial planning.
PFL.9.1.12.D.11	Assess the role of revenue-generating assets as mechanisms for accruing and managing wealth.
PFL.9.1.12.E.1	Evaluate the appropriateness of different types of monetary transactions (e.g., electronic transfer, check, certified check, money order, gift card, barter) for various situations.
PFL.9.1.12.E.2	Analyze and apply multiple sources of financial information when prioritizing financial decisions.
PFL.9.1.12.E.5	Evaluate business practices and their impact on individuals, families, and societies.

Enduring Understanding

Motivating individuals toward a common business goal is an extremely challenging task. Dialogue of intrinsic versus extrinsic motivation theories are often the central focus of workplace productivity and benchmark analysis.

Essential Questions

What motivates you? Do people respond to internal or external rewards? How do previous motivational theorists compare to modern theory?

Knowledge and Skills

Students will be able to distinguish the concept of leadership from the concept of management.

Students will be able to evaluate the major theories of leadership.

Students will be able to self identify with a leadership style and defend its merrit

Students will be able to analyze the decision-making process and change management.

Students will be able to assess the skills necessary to exert power and influence in a non-authoritative leadership role.

Students will be able to evaluate the qualities necessary to effectively manage or lead in a team/group environment.

Transfer Goals

Students will be able to apply motivational theory strategies to motivate others

Resources

Kahoot!
EdPuzzle
YouTube