

**TO IDENTIFY THE EFFECTS OF
INTERNAL & EXTERNAL
MOTIVATORS ON MANAGERS**



SUBMITTED BY

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DEDICATION

I dedicate this project to my beloved family for keeping my spirits high and for their love, support and guidance throughout my life.

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ABSTRACT

The study was designed to see the difference in motivation orientation among Managers. This consists of two motivators i.e. External and Internal motivators. I administered on a sample of 50 employees (all men) of a semi-government organization and the results indicate that Managers are more motivated through the internal motivators compared to external motivators. Managers seem to be motivated by recognition and judge their success as compared with other people. They demonstrate a preference for working conditions and income level however they are more deeply motivated from within (Internal Motivators) which in our case were recognition and higher responsibility.

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