

ASSESSMENT # 7**Total Marks: 30**

1. Give short answers to the following questions: (15)

- i. What is the link between motivation and performance?
- ii. How do team-based rewards work?
- iii. 'Rewarding is essential for motivation.' Which types of incentives would be most suitable for the following workers?
 - a. A cleaner
 - b. A salesperson
 - c. A nurse
 - d. A shop assistant

Q.2. Outline the principles of setting up a reward system. (7)

Q.3. Explain the different methods used for developing a pay structure. (8)