# Work Motivation and Productivity

**Course Code:** (099609)

**Course Title:** Work Motivation and Productivity

**Instructor:** Prof. Ariz Merez

**Course Schedule:**
- **Monday:** 12:30-14:30, Room 424
- **Sunday:** 12:00-14:00, Room 411

**Contact Information:**
- Phone: 829-4461 - 04
- Email: merez@ie.technion.ac.il
- Website: [Technion Website](http://www.technion.ac.il)

## Course Objectives

The course aims to study the mental and physical forces that drive employees to work and their productivity. It covers:

- Motivation theories
- The role of leadership and management
- The impact of organizational culture
- The importance of employee satisfaction and job satisfaction

## Course Content

The course includes:

1. **Preparation and Meetings:**
   - Weekly preparation sessions
   - Participation in group discussions and problem-solving activities

2. **Assignments:**
   - Reading assignments
   - Written reports
   - Participation in discussions
   - Preparation for the final exam

3. **Final Exam:**
   - Comprehensive exam covering all course material

## Assessment

The final grade is calculated as follows:

<table>
<thead>
<tr>
<th>Component</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class Participation</td>
<td>10%</td>
</tr>
<tr>
<td>Reading Assignments</td>
<td>50%</td>
</tr>
<tr>
<td>Final Exam</td>
<td>40%</td>
</tr>
</tbody>
</table>

**Total:** 100%

**Grading Scale:**

- 90-100: Excellent
- 80-89: Good
- 70-79: Satisfactory
- 60-69: Pass
- Below 60: Failed


Goal Orientation and Regulatory Focus: 24.3.04.


Reichers, A.E. and Schneider, B. (1990), “Climate and Culture: An Evolution of Constructs”. In: B. Schneider (Ed.) Organizational Climate and Culture.


Brown and Eisenstadt (1998), Ch. 2, pp. 25-56


