



Managing Incentives (Ch 6 Organizational Behavior Real Research for Real Managers 3rd Ed.)

Jone L. Pearce

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Explains why incentives in organizations can be so challenging and provides practical suggestions for designing effective organizational incentive systems. Chapter 6 from the popular 3rd edition of Organizational Behavior Real Research for Real Managers draws on organizational behavior research to address practical problems all managers face in gaining mastery of organizations. The book clearly and accurately conveys what the field of organizational behavior can say to experienced managers, providing applications and advice based on systematic research.

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