

Financial or Non-financial? (Solution)

Do you know the difference between financial and non-financial methods of motivation? Complete the table by placing each of the 12 ideas given below into the correct column.

Financial Methods of Motivation	Non-financial Methods of Motivation
Reward sales staff with commission	Buy new office furniture
Give staff private medical insurance	Give staff additional responsibility
Include staff in a profit-sharing scheme	Run a "Star of the Month" award scheme
Give staff a Christmas bonus	Organise a team-building day for staff
Increase staff salaries	Vary the tasks that staff carry out
	Praise staff for good work
	Trust staff to work from home

An interactive version of this activity is available at: https://www.businessed.co.uk/activities/sort_it/financial_or_non-financial/

Buy new office furniture

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