# EFFECT OF MOTIVATION ON EMPLOYEE JOB PERFORMANCE IN SELECTED

**DEPOSIT MONEY BANKS IN MINNA, NIGER STATE**

# 1Ochepa Abdulhafeez Abubakar, 2Ruth Fatima Kolo, 3Ochidi Zekeri3 and 4Akubo, Daniel

1&2Department of Entrepreneurship and Business Studies, School of Entrepreneurship and

Management Technology, Federal University of Technology, Minna, Niger State, Nigeria. 3Zach Multi Integrated Ventures, Anyigba, Kogi State, Nigeria. 4Faculty of Management Sciences, Kogi State University, Anyigba, Kogi State, Nigeria.

[1a.ochepa@futminna.edu.ng](mailto:1a.ochepa@futminna.edu.ng),             [2ruth.kolo@futminna.edu.ng](mailto:2ruth.kolo@futminna.edu.ng),                      3zochidi2@gmail.com, 4daniel.ak2001@yahoo.com

**Abstract**

*Motivation remains one major way of influencing employees to give their best performance in an organisation. This study examines the effect of motivation on employee job performance in selected deposit money banks in Minna, Niger State. The employers’ failure to identify and provide adequate compensation for hard work and even the casualisation of the staff is very demoralizing to working class and consequently reduced job performance. The focus of this study is to determine how intrinsic and extrinsic rewards techniques affect job performance in deposit money Banks in Minna. The population of the study consists of four deposit money banks in Minna, Niger State with the total number of one hundred and seventy-four (174) respondents while Taro Yamane technique was used to determine the sample size of one hundred and twenty-one (121) respondents. Questionnaire was used to generate the data and the hypotheses were tested using Kolmogorov Smirnov (K-S.) Z test. The result shows that both intrinsic and extrinsic rewards techniques have significant effects on job performance in deposit money banks in Minna.The study also revealed that extrinsic rewards technique motivates employees better than intrinsic rewards technique in deposit money banks in Minna. The study, therefore, recommends that managers have to encourage employees and try to enhance motivational techniques such as promotion and other fringe benefits on a regular basis to motivate them towards tasks. Management should also give equal treatment to all staff efforts in the organization and hard work should be rewarded accordingly.*

**Key Words:** Effect; Motivation; Employee Job Performance; Deposit Money Banks

# Introduction

Motivation in a general term implies the entire class of drives, desires, needs, wishes and similar forces. Employee motivation can, therefore, be simply explained as the process in which organisation inspire their employees with the instruments of salaries, allowances, promotions, bonus among others, so as to achieve the organizational set goals (Chaudhary & Sharma, 2012). Management involves the creation and maintenance of an environment for the performance of individuals working together in groups towards the accomplishment of a common objective. It is obvious that a manager cannot do his job without knowing or finding out about what motivates his employees.

In a related development, to say that managers motivate their subordinates implies those things which they hope could satisfy their drives and desires, including that of the subordinates to act in a desired manner that would contribute as effectively and efficiently as possible. The job of managers is not to attempt to manipulate people but rather to recognize the motivating factors in designing an environment for performance. In the view of Onuoha (2008), it is argued that in addition to

paying adequate and commensurate wages and salaries to workers, organizations are known to provide fringe benefits (in various forms) to workers.

According to Adams (1999), motivation can be either extrinsic or intrinsic. Extrinsic motivations are those rewards that are external to the task of the job. While intrinsic motivation, on the other hand, is those rewards that are internal to the task of the job and can be termed psychological motivations. Motivation is described as an inner force that drives an individual to act towards something. Flippo (2001) added that employee performance in an organisation results in a more motivated workforce that has the drive for higher productivity, quality, quantity, commitment and drive.

According to Nwachukwu (1998), incentives are additional entitlements to employees in the organization on a long-term basis. Employees are the human capital to the organizations and performance of them within an organization may lead to organizational success or failure. Therefore, management of organisations needs to harness their resources appropriately to ensure success. Shulze and Steyn (2003) postulated that motivation represents the complex forces and needs which provide the energy for an individual to perform a particular task. Someone who is motivated is always conscious of the goal to be achieved and directs his or her efforts at attaining that goal.

Today, organizations can easily change their material needs, goods and services to other organization, or to other countries. But the only one resource which is not easily exchangeable is a human resource. So we can say that human resource is a very important or most competitive asset of any organization that is not easily exchangeable. Human resource or human asset means the workers or the employees of any organization. So motivation is one of the main factors that affect the human resource of the organization. The organization should motivate their employees for the best performance or for achieving the organizational goals. In fact, motivation is unarguably the best tool for best performance.

However, because of the increasing hardship and low standard of living as a result of economic downturn, more and more employees are showing greater interests in various forms of benefits. Workers complain of more labour; less remuneration and the likes. It has almost become a tradition to think of motivation at the workplace as a process which the employer alone controls and which the workers play no role in determining the kind of motivational techniques that should be adopted. But, Chintalloo and Mahadeo (2013) opined that the manager’s choice of motivational activities should be those that are perceived by the affected workers as being able to give them satisfaction in their jobs. It is assumed in this study that the effectiveness and success of any managerial motivational technique, either intrinsic or extrinsic, depends on how an individual worker perceives it.

Herzberg (1987) cited in Chaudhary and Sharma (2012) opined that knowing peoples’ need can help us understand how to motivate today's knowledge workers, deposit money banks employees in particular. Given the fact that these workers command high-paying jobs, we can infer that money alone does not provide enough of an incentive as a motivator for performance. Managers need to provide challenging jobs in order to better motivate today's knowledge workers. Because the physical or material and social needs that come with the jobs are already fulfilled, these workers tend to move on to higher-level of needs such as ego (esteem) and self-actualization.

Onuoha (2008) observed that poor remuneration is related to profits made by the organization. The wage differential between high and low-income earners was related to the low morale, lack of commitment and low productivity. Similarly, Ali,Abrar and Haider (2012) blamed the productivity of Nigerian workers on several factors, among them is employer’s failure to identify and provide adequate compensation for hard work and even the casualization of the staff, contract staffing, unrealistic targets set for staff members among others, which are common practices in deposit money banks, are very demoralising to workers and consequently reduced their productivity. Based on the foregoing, the study is set to specifically examine how intrinsic and extrinsic reward techniques affect employee job performance and to determine which of the techniques better increase employee’s job performance in selected deposit money banks in Minna, Niger State. The following null hypotheses have been formulated in line with the specific objectives:

Ho1: Extrinsic reward techniques have no significant effect on employees’ job performance in selected deposit money Banks in Minna.

Ho2: Intrinsic reward techniques have no significant effect on employees’ job performance in selected deposit money Banks in Minna.

Ho3: Intrinsic reward technique motivates employees better than extrinsic reward technique in selected deposit money Banks in Minna.

# 2.1 Review of Related Literature

Motivation is an inner drive or an external inducement to behave in some particular way, typically a way that will lead to rewards. Dessler (2003) observed that over-achieving, talented employees are the driving force of all organizations, so it is essential that organizations strive to motivate and hold on to the best employees. The quality of human resource management is a critical influence on the performance of the organisation. Concern for strategic integration, commitment, flexibility and quality, has called for attention to employees motivation and retention. Financial motivation has become the most concern in today’s organisation and tying to Maslow's basic needs, a non-financial aspect only comes in when financial motivation has failed.

Employees need to work in an environment that allows them to carry out the task, Landy and Conte (2010) emphasize the importance of motivation. If motivation is equal to zero, even the most talented employee will not deliver. Similarly, an energised and highly motivated employee can reach good performance despite having some knowledge gaps. In the group of motivated employees, there are fewer work accidents, fewer rates of ethical problems, less employees' turnover and lower levels of absenteeism (Jurkiewicz, Massey & Brown, 2005). Burney (1991) asserted that the level of performance of employees relies not only on their actual skills but also on the level of motivation each person exhibits.

Robison (2010) observed that motivated employees feel less stress, enjoy their work, and as a result have better physical and mental health. Furthermore, motivated employees are more committed to their organisations and show less insubordination and grievance. In short, motivated employees are the greatest asset of any organisation. Mulwa (2003) study shows that motivation is a key to the productivity, profitability and sustainability of every organisation - as the employees are its movers and its lifeblood. That motivation is not a one-off undertaking rather it's a continuous undertaking by management as long as the organization does exist. That it is the responsibility of the management to continually work on employees’ motivation for sustainability of the organisation.

## 2.1.1 Extrinsic and Intrinsic Rewards on Employees’ Job Performance

Onuoha (2008) revealed that several studies have found that there are positive relationships between intrinsic motivation and job performance as well as intrinsic motivation and job satisfaction. This is significant to organisations in today's highly competitive business environment in that intrinsically motivated employees will perform better and, therefore, be more productive, and also because satisfied employees will remain loyal to their organisations and feel no pressure or need to move to a different organisation.

Iqbal, Yusaf, Munawar and Naheed (2012) suggested that people are motivated to seek social equity in the rewards they receive for high performance. According to him the outcome from job includes; pay, recognition, promotion, social relationship and intrinsic reward. To get these rewards various inputs need to be employed by the employees to the job like time, experience, efforts, education and loyalty. He suggests that people tend to view their outcomes and inputs as a ratio and then compare these ratios with others and turn to become motivated if this ratio is high. The need for recognition itself, therefore, becomes a drive. Individuals tend to pursue goals that will be recognised and valued by those whose opinions and judgments are important to them: family, friends, peers and social groups, as well as work organisations. Dissatisfaction occurs when this recognition is not forthcoming (Pettinger, 2002).

Extrinsic motivation is related to “tangible” rewards such as salary and fringe benefits, security, promotion, contract of service, the work environment and conditions of work. Such tangible rewards are often determined at the organisational level and may be largely outside the control of individual managers (Mullins, 2005). Intrinsic motivation is related to **“**psychological**”** rewards such as the opportunity to use one's ability, a sense of challenge and achievement, receiving appreciation, positive recognition, and being treated in a caring and considerate manner. The psychological rewards are those that can usually be determined by the actions and behaviour of individual managers (Mullins, 2005).

Robert and Hunt (1991) asserted that intrinsic rewards involve such outcomes as feelings of accomplishment, feelings of achievement, and feelings of using and developing one's skills and abilities. Certain tasks are more likely to arouse motives like achievement and self-actualization, and to generate, among individuals who have these motives aroused, the belief that successful performance will result in outcomes that involve feelings of achievement and growth. It is precisely because changes in job content can affect the relationship between performance and the reception of intrinsically rewarding outcomes that it can have a strong influence on motivation and performance (Edwin, 1993).Muogbo (2013) opined that extrinsic motivation given to workers in an organization has a significant influence on the workers' performance. Akanbi (2014) argued that there existed a relationship between extrinsic motivation and the performance of employees, while no relationship existed between intrinsic motivation and employees’ performance.

## 2.1.2 Theoretical Framework

This study is anchored on Maslow’s Hierarchy of Needs Theory; this is because the theory assumed that some needs take priority over other which has practical implications for this study. For managers in deposit money banks in Minna to enhance employees’ motivation to work or increase performance; it has to identify the level of needs that are currently important to the employees, in order to enhance their performance.

# 3.1 Methodology

The study is concerned with descriptive research using a survey design. The population is made up of First Bank Ltd, UBA Plc, Eco Bank Plc and GTBank Plc in Minna, Niger State. The study element comprises of fifty four (54) staff members from two branches of First Bank Ltd, fourty seven (47) staff members from two branches of UBA Plc, fourty two (42) staff members from two branches of Eco Bank Plc and thirty one (31) staff members of GTBank Plc in Minna, Niger State, as obtained from the banks staff attendance registers. The total staff strength of the four deposit money banks under study is one hundred and seventy four (174). The sample size of one hundred and twenty one (121) was determined using Taro Yamane (1973) sampling technique. The questionnaire instrument was used to elicit the data from the respondents. While a six-point Likert scale of strongly disagree, fairly disagree, disagree, agree, fairly agree and strongly agree was used. Fifteen (15) items questionnaire was structured to address the study. The reliability of the instrument was established using Cronbach’s alpha reliability test with the reliability coefficient of 0.871. The results were presented using tables while mean score of rating was used to interpret the respondents’ responses. The mean scores were related with the average mean of 3.5 for decision making i.e. any mean score equals to 3.5 and above indicate agreement with the question and any mean score below 3.5 indicate disagreement with the question. The average mean score was computed as follows: 1 + 2 + 3 + 4 + 5 + 6 = 21/6 = 3.5. Statistical Package for Social Sciences (SPSS) version 20.0 software was used to analyse the data while KolmogorovSmirnov (K-S.) Z test was used to test all the null hypotheses.

# 4.1 Presentation and Discussion of Results

The sample size of one hundred and twenty one (121) staff members of First Bank Ltd, UBA Plc, Eco Bank Plc and GTBank Plc in Minna, Niger State for the period of 2016 fiscal year was used. Out of the one hundred and twenty one (121) copies of questionnaire instrument distributed to the respondents, one hundred and fifteen (115) copies were returned indicating a response rate of 95%. The data analysis was based on the questionnaire administered to the respondents to analyse the research objectives and to test the null hypotheses of the study.

Tables below showed data analysis results using statistical methods of interest, such as Descriptive Statistics and Cronbach’s Alpha test. Cronbach’s Alpha test of 87.1% shows a good result. The Cronbach’s Alpha test result using SPSS version 20.0 is presented thus:

|  |  |
| --- | --- |
| **Reliability Statistics** | |
| Cronbach's Alpha | N of Items |
| .871 | 15 |

**Source:** Researcher’s computation using SPSS version 20.0

**Table 1:** Responses on how intrinsic rewards technique affects employees’ job performance in selected deposit money banks in Minna.

**Descriptive Statistics**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Item | N | Min. | Max. | Mean | Std. Deviation | Skewness | | Kurtosis | |
| 1. Opportunity to use ability. | 115 | 1.00 | 6.00 | 5.1826 | 1.20367 | -1.926 | .226 | 3.538 | .447 |
| 2. A sense of challenge and achievement. | 115 | 1.00 | 6.00 | 5.0087 | 1.36044 | -1.782 | .226 | 2.621 | .447 |
| 3. Receiving appreciation from management. | 115 | 1.00 | 6.00 | 4.8783 | 1.17837 | -1.528 | .226 | 2.374 | .447 |
| 4. Positive recognition from management. | 115 | 1.00 | 6.00 | 5.2870 | 1.28258 | -2.307 | .226 | 4.865 | .447 |
| 5. Being Treated in a caring and considerate manner by management.  Valid N (listwise) | 115 | 1.00 | 6.00 | 5.1391 | 1.17643 | -1.657 | .226 | 2.470 | .447 |
| 115 |

**Source:** Researchers’ computation using SPSS version 20.0 software

The item 1 mean score of 5.1826 in table 1 indicates that giving employees opportunities to use one’s ability increases job performance in an organization. The coefficient of skewness of -1.926 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of 3.538 also implies that the data did not follow the normal distribution assumption. The item 2 mean score of 5.0087 in the table equally shows that a sense of challenge and achievement increases employees’ job performance in an organisation. The coefficient of skewness of -1.782 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of 2.621 also implies that the data did not follow the normal distribution assumption.

The item 3 mean score of 4.8783 in the table further shows that receiving appreciation from management increases employees’ job performance in an organization. The coefficient of skewness of -1.528 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of 2.374 also implies that the data did not follow the normal distribution assumption. Furthermore, the item 4 mean score of 5.2870 in the table shows that positive recognition from management increases employees’ job performance in an organization. The coefficient of skewness of -2.307 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of 4.865 also implies that the data did not follow the normal distribution assumption.

Finally, the item 5 mean score of 5.1391 in the table shows that being treated in a caring and considerate manner by management increases employees’ job performance in an organisation. The coefficient of skewness of -1.657 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of 2.470 also implies that the data did not follow the normal distribution assumption.

**Table 2:** Responses on how extrinsic rewards technique affects employees’ job performance in deposit money banks in Minna

**Descriptive Statistics**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Item | N | Min. | Max. | Mean | Std. Deviation | Skewness | | Kurtosis | |
| 6. Increase in employees pay. | 115 | 1.00 | 6.00 | 4.5478 | 1.57415 | -.989 | .226 | -.152 | .447 |
| 7. Good working condition. | 115 | 1.00 | 6.00 | 4.6348 | 1.37860 | -1.135 | .226 | .642 | .447 |
| 8. Payment of fringe benefits. | 115 | 1.00 | 6.00 | 4.6870 | 1.55239 | -1.094 | .226 | .367 | .447 |
| 9. Job security. | 115 | 1.00 | 6.00 | 4.7391 | 1.34482 | -1.250 | .226 | .927 | .447 |
| 10. Regular employees’ promotion. Valid N (listwise) | 115 | 1.00 | 6.00 | 4.7304 | 1.54648 | -1.246 | .226 | .354 | .447 |
| 115 |

**Source:** Researchers’ computation using SPSS version 20.0 software

The item 6 mean score of 4.5478 in table 2 indicates that increase in employees pay increases job performance in an organisation. The coefficient of skewness of -.989 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of -.152 also implies that the data did not follow the normal distribution assumption. The item 7 mean score of 4.6348 in the table equally shows that a good working condition increases employees’ job performance in an organisation. The coefficient of skewness of -1.135 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of .642 also implies that the data did not follow the normal distribution assumption.

The item 8 mean score of 4.6870 in the table further shows that payment of fringe benefits increases employees’ job performance in an organization. The coefficient of skewness of -1.094 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of .367 also implies that the data did not follow the normal distribution assumption. Furthermore, the item 9 mean score of 4.7391 in the table shows that job security increases employees’ job performance in an organization. The coefficient of skewness of -1.250 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of .927 also implies that the data did not follow the normal distribution assumption.

Finally, the item 10 mean score of 4.7304 in the table shows that regular employees’ promotion increases employees’ job performance in an organisation. The coefficient of skewness of -1.246 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of .354 also implies that the data did not follow the normal distribution assumption.

**Table 3:** Responses on which one of the rewards techniques better increase job performance in deposit money banks in Minna

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Item | N | Min. | Max. | Mean | Std. Deviation | Skewness | | Kurtosis | |
| 1. Employees’ pay against opportunities to use one’s ability. 2. Good working condition against a sense of challenge and achievement. | 115 | 1.00 | 6.00 | 4.4435 | 1.74311 | -.900 | .226 | -.482 | .447 |
|  |  |  |  |  |  |  |  |  |
| 115 | 1.00 | 6.00 | 4.6609 | 1.55534 | -1.153 | .226 | .392 | .447 |
| 1. Payment of fringe benefits against receiving appreciation from management. 2. Job security against positive recognition | 115 | 1.00 | 6.00 | 4.8609 | 1.48612 | -1.226 | .226 | .373 | .447 |
| from management.    15. Regular employees promotion against treated in a caring and considerate manner by | 115 | 1.00 | 6.00 | 4.8783 | 1.28519 | -1.737 | .226 | 2.925 | .447 |
| management    Valid N (listwise) | 115 | 1.00 | 6.00 | 5.0435 | 1.34680 | -1.440 | .226 | 1.262 | .447 |
| 115 |  |  |  |  |  |  |  |

**Descriptive Statistics**

**Source:** Researchers’ computation using SPSS version 20.0 software

The item 11 mean score of 4.4435 in table 3 indicates that increase in employees pay motivates more than giving employee’s opportunities to use one’s ability in the organisation. The coefficient of skewness of -.900 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of -.482 also implies that the data did not follow the normal distribution assumption. The item 12 mean score of 4.6609 in the table equally shows that a good working condition motivates employees more than a sense of challenge and achievement in an organisation. The coefficient of skewness of 1.153 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of .392 also implies that the data did not follow the normal distribution assumption.

The item 13 mean score of 4.8609 in the table further shows that payment of fringe benefits to employees’ motivates more than receiving appreciation from management. The coefficient of skewness of -1.226 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of .373 also implies that the data did not follow the normal distribution assumption. Furthermore, the item 14 mean score of 4.8783 in the table shows that job security motivates employees’ more than positive recognition from management. The coefficient of skewness of -1.737 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of 2.925 also implies that the data did not follow the normal distribution assumption.

Finally, the item 15 mean score of 4.7304 in the table shows that regular employees’ promotion motivates more than being treated in a caring and considerate manner by management. The coefficient of skewness of -1.440 suggests that the data is negatively skewed and did not comply with the symmetrical distribution assumption. Similarly, the coefficient of kurtosis of 1.262 also implies that the data did not follow the normal distribution assumption.

## 4.1.1 Test of Hypotheses

This study has three hypotheses which were tested using Kolmogorov Smirnov (K-S.) Z test.

# Test of Hypothesis One

Ho1: Intrinsic rewards technique has no significant effect on employees’ job performance in deposit money banks in Minna

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | Item\_1 | Item\_2 | Item\_3 | Item\_4 | Item\_5 |
| N | Mean  Std. Deviation  Absolute  Positive | 115  5.1826  1.20367 | 115  5.0087  1.36044 | 115  4.8783  1.17837 | 115  5.2870  1.28258  .337  .289 | 115  5.1391  1.17643  .272  .232 |
| Normal Parametersa,b  Most Extreme Differences |
| .282  .249 | .306  .233 | .306  .171 |
|  | Negative | -.282 | -.306 | -.306 | -.337 | -.272 |
| Kolmogorov-Smirnov Z |  | 3.023 | 3.283 | 3.285 | 3.614 | 2.919 |
| Asymp. Sig. (2-tailed) |  | .000 | .000 | .000 | .000 | .000 |

**Table 4 :** One-Sample Kolmogorov-Smirnov Test for Hypothesis one

**Source:** Researchers’ computation using SPSS version 20.0 software

The result from table 4 above showed that intrinsic rewards technique has a significant effect on employees' job performance in deposit money banks in Minna, considering all the items significance levels at 1% level of significance (as indicated by all the items sig. levels of 0.000).

Based on this, the null hypothesis one is rejected.

# Test of Hypothesis Two:

# 

Ho2: Extrinsic rewards technique has no significant effect on employees’ job performance in deposit money banks in Minna.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | Item\_6 | Item\_7 | Item\_8 | Item\_9 | Item\_10 |
| N | Mean  Std. Deviation | 115  4.5478 | 115  4.6348 | 115  4.6870 | 115  4.7391  1.34482 | 115  4.7304  1.54648 |
| Normal Parametersa,b |
| 1.57415 | 1.37860 | 1.55239 |
| Most Extreme Differences | Absolute Positive | .248 | .248 | .262 | .273  .174 | .308  .206 |
| .178 | .161 | .199 |
|  | Negative | -.248 | -.248 | -.262 | -.273 | -.308 |
| Kolmogorov-Smirnov Z |  | 2.658 | 2.659 | 2.810 | 2.923 | 3.306 |
| Asymp. Sig. (2-tailed) |  | .000 | .000 | .000 | .000 | .000 |

**Table 5:** One-Sample Kolmogorov-Smirnov Test for Hypothesis Two

**Source:** Researchers’ computation using SPSS version 20.0 software

The result from table 5 above showed that extrinsic rewards technique has a significant effect on employees' job performance in deposit money banks in Minna, considering all the items significance levels at 1% level of significance (as indicated by all the items sig. levels of 0.000). Based on this, the null hypothesis two is rejected.

# Test of Hypothesis Three

Ho3: Intrinsic rewards technique motivates employees better than extrinsic rewards technique in deposit money banks in Minna

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | Item\_11 | Item\_12 | Item\_13 | Item\_14 | Item\_15 |
| N | Mean  Std. Deviation | 115  4.4435  1.74311 | 115  4.6609  1.55534 | 115  4.8609  1.48612 | 115  4.8783  1.28519 | 115  5.0435  1.34680 |
| Normal Parametersa,b |
| Most Extreme Differences | Absolute Positive | .217  .186 | .221  .195 | .268  .222 | .312  .191 | .309  .239 |
|  | Negative | -.217 | -.221 | -.268 | -.312 | -.309 |
| Kolmogorov-Smirnov Z |  | 2.322 | 2.371 | 2.871 | 3.342 | 3.314 |
| Asymp. Sig. (2-tailed) |  | .000 | .000 | .000 | .000 | .000 |

**Table 6:** One-Sample Kolmogorov-Smirnov Test for Hypothesis Three

**Source:** Researchers’ computation using SPSS version 20.0 software

The result from table 6 above showed that extrinsic rewards technique motivates employees better than intrinsic rewards technique in deposit money banks in Minna, considering all the items

significance levels at 1% level of significance (as indicated by all the items sig. levels of 0.000). Based on this, the null hypothesis three is rejected.

## 4.1.2 Discussion of Findings

The study revealed that intrinsic rewards technique has a significant effect on employees' job performance in deposit money banks in Minna. These ranging from giving employees opportunities to use one’s ability, a sense of challenge and achievement and receiving appreciation from management, all increase employees’ job performance in an organization. Also positive recognition from management and being treated in a caring and considerate manner by management increases employees' job performance in an organization. This is in line with Linz (1990) who revealed that there are positive relationships between intrinsic motivation and job performance as well as intrinsic motivation and job satisfaction. Pettinger (2002) study also opined that dissatisfaction occurs when recognition is not forthcoming, which further lend credence to this finding.

The study equally revealed that extrinsic rewards technique has a significant effect on employees' job performance in deposit money banks in Nigeria. These factors such as an increase in employees pay, good working condition and payment of fringe benefits increase employees' job performance in an organization. Job security and regular employees' promotion also increase employees' job performance in an organization. This is in agreement with some authorities like Vroom (1964) who proposed that people are motivated by how much they want something and how likely they think they are to get it. He suggested that motivation leads to efforts and the efforts combined with employees ability together with environmental factors which interplay's resulting in performance.

Adams (1999) on his part suggested that people are motivated to seek social equity in the rewards they receive for high performance. According to him the outcome of the job includes recognition, promotion and social relationship. Muogbo (2013) study reveals that extrinsic motivation given to workers in an organization has a significant influence on the workers' performance.

Finally, the study revealed that extrinsic rewards technique motivates employees better than intrinsic rewards technique in deposit money banks in Minna. Increase in employees pay motivates more than giving employees’ opportunities to use one’s ability in the organization. A good working condition motivates employees more than a sense of challenge and achievement in an organization. Payment of fringe benefits to employees’ motivates more than receiving appreciation from management. Job security motivates employees’ more than positive recognition from management. Regular employees’ promotion motivates more than being treated in a caring and considerate manner by management. These are in agreement with Akanbi (2014) who opined that there existed a relationship between extrinsic motivation and the performance of employees, while little or no relationship existed between intrinsic motivation and employees' performance.

# 5.1 Conclusion

The managers of deposit money banks must practice motivational techniques of giving employees opportunities to use their ability, give them a sense of challenge and achievement, appreciate, recognise, and treat them in a caring and considerate manner in order to increase employees’ job performance in their organisations. They must equally, apply the motivational techniques of increasing employees pay, providing good working conditions, payment of fringe benefits, ensure job security and give regular employees' promotion, which has been established as the most motivating factors in deposit money banks in Minna, Niger State. The Managers must from time to time evaluate the needs of their employees’ in order to know the type of motivational technique to apply at every point in time for an increase organisational productivity. When applying motivational techniques to motivate employees in organisations, managers must put into cognizance an appropriate technique(s).

## 

## 5.1.2 Recommendations

Based on the findings of this study, the following recommendations were made:

1. Motivation is one of the basic factors in employee working process. So a manager has to encourage employees and try to enhance motivational techniques such as promotion and other fringe benefits on a regular basis to motivate them towards tasks.

1. Human resources managers should come up with an effective performance measurement system that rewards hard workers and penalize ineffective workers. This will assist management to retain experienced staff and elevate those that are frustrated as a result of lack of motivation.

1. Management should give equal and fair treatments to all staff efforts in the organisation and hard work should be rewarded accordingly. Working habits made a great impact on employee working process. So employees should be allowed to select the way to work. They should not be forced by anybody; otherwise, there is a chance that it affects their working process.

# REFERENCES

Adams, J. S. (1999). *Inequity in Social Exchange Advances in Experimental Social Psychology*. New York: Academics Press.

Akanbi, P. A. (2014). Influence of Extrinsic and Intrinsic Motivation on Employees’

Performance. A Paper Presented to the Dept. of Business Administration) Ajayi Crowther University, Oyo, Oyo State.

Ali, A. Abrar, M. &Haider, J. (2012). Impact of Motivation on the Working Performance of Employees - A Case Study of Pakistan. *Global Advanced Research Journal of Management and Business Studies,* 1(4), 126-133.

Barney, J. (1991). Firm Resources and Sustained Competitive Advantage. *Journal of Management*, 17(1), 99-120.

Chaudhary, N. & Sharma, B. (2012). Impact of Employee Motivation on Performance (Productivity) In Private Organization. *International Journal of Business Trends and Technology*, 2(4), 29-35.

Chintalloo, S. &Mahadeo, J. (2013). Effect of Motivation on Employees’ Work Performance at Ireland

Blyth Limited, Proceedings of 8th Annual London Business Research Conference Imperial College, London, UK.

Dessler, G. (2003). *Human Resource Management*; 9th ed., New Delhi: Pearson Education (Singapore) Private Limited.

Edwin, A. (1993). Comparism and Motivation: Maximising Employee Performance with Behaviour-based Incentive Plans. *Perspective Psychology*, 46, 407-411.

Flippo, E. (2001). *Personnel Management*. New York: McGraw Hill.

Iqbal, J., Yusaf, A., Munawar, R. &Naheed, S. (2012). Employee Motivation in Modern Organization. *Interdisciplinary Journal of Contemporary Research in Business*, 4(3), 159-166.

Jurkiewicz, M., Carole, L.,Tom, K. Jr. & Brown, R.G. (2005). Motivation in Public and Private Organizations: A Comparative Study. Public Productivity & Management Review, 21(3), 230-250.

Landy, F.J. & Conte, J.M. (2010). *Work in the 21st Century: An Introduction to Industrial and Organizational Psychology*. 3rd ed., New York: McGraw- Hill.

Linz, S.J. (1990). Motivation and Reward: A Case Study of Russian Workers Problems of Reforms, Brussels, Nato.

Mullins, L.J. (2005). *Management and OrganisationalBehaviour*. UK: 7th Ed., Prentice Hall.

Mulwa, F.W. (2003). The Efficacy of Participatory Strategic Planning Approaches to Organizational Building, University of South Africa, SA

Muogbo U.S. (2013). The Impact of Employee Motivation on Organisational Performance (A Study of Some Selected Firms in Anambra State Nigeria. *The International Journal of Engineering and Science (IJES)*, 2(7), 70-80.

Nwachukwu, C.C. (1998). Effective Leadership and Productivity. Evidence from a National Survey of Industrial Organization.*African Journal for the Study of Social Issues,* 1, 38-46.

Onuoha, B.C. (2008).*A Hand Book for Successful Management of Organisations*. Port Harcourt: Ben Rose Publications.

Pettinger, R. (2002). *Introduction to Management*. New York: 3rd Ed., Palgrave Publishers Ltd.

Robert, K.H. & Hunt, D.M. (1991). *OrganisationalBehaviour*. Bosto USA: PWS- Kent Publishing Company.

Robison, J. (2010). Disengagement can be Really Depressing, Gallup Management

Journal. [Online], Available: [http://gmj.gallup.com/content/127100/disengagement-really depressing.aspx,](http://gmj.gallup.com/content/127100/disengagement-really%20depressing.aspx) 05/12/2016.

Schulze, S. &Steyn, T. (2003). Educator’s Motivation: Differences Related to Gender, Age and Experience. *Acta Academia,* 35(3), 138-160.