



**JOB MOTIVATION LEVEL BASED ON MASLOW'S
HIERARCHY OF NEEDS AMONG FOREIGNERS IN
MALAYSIA**

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UNIVERSITI TEKNOLOGI MARA

KAMPUS BANDARAYA MELAKA

JUNE 2014

DECLARATION OF ORIGINAL WORK



**BACHELOR OF BUSINESS ADMINISTRATION
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“DECLARATION OF ORIGINAL WORK”

We, Muhammad Hafeez Khan Bin Yusoff Khan (I/C Number: 900212-10-5685) and Khairil Adlil Bin Kamil (I/C Number: 900511-14-5521)

Hereby, declare that:

- This work had not previously been accepted in substance for any degree, locally or overseas and is not being concurrently submitted for this degree or any other degrees.
- This project paper is the result of our independent work and investigation, except where otherwise stated.
- This project paper is the result of my independent work and investigation, except where information have been specifically acknowledged.

Signature,

.....

(Muhammad Hafeez Khan Bin Yusoff Khan)

Date: 4th July 2014

.....

(Khairil Adlil Bin Kamil)

LETTER OF TRANSMITTAL

4th July 2014

The Head of Program,
Bachelor of Business Administration
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Dear Sir/Madam,

SUBMISSION OF PROJECT PAPER

Attached is the project paper title “**JOB MOTIVATION LEVEL BASED ON MASLOW’S HIERARCHY OF NEEDS AMONG FOREIGNERS IN MALAYSIA**” to fulfil the requirement as needed by the Faculty of Business Management, Universiti Teknologi Mara, Kampus Bandaraya Melaka. Thank you.

Yours sincerely,

.....

Muhammad Hafeez Khan Bin Yusoff Khan
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ABSTRACT

Individual's behaviour is basically goal oriented and individuals' needs differ from one another. Maslow came up with this theory on hierarchy of needs in 1943 based on deficiency and growth needs. He arranged human needs in ascending order of physiological needs until the need for self-actualization. The hierarchy of needs' theory as propounded by Maslow may not be applicable as perceived by foreigners in Malaysia because many individuals seem to act on their perception of reality. There is a concern that needs and motivation will deviate from Maslow's hierarchical order. There is need to investigate these assertions to find out if the foreigners would perceive their needs as being in Maslow's. The hierarchy of needs' theory as propounded by Maslow may not be applicable as perceived by foreigners in Malaysia because many individuals seem to act on their perception of reality. There is a concern that needs and motivation will deviate from Maslow's hierarchical order. Thus, there is a need to investigate these assertions to find out if the foreigners would perceive their needs as being in Maslow's. By analyzing data gathered from 100 respondents made of foreign workers in various industries, results shows that there is no difference in perception perspective between male and female foreigners in Malaysia. Moreover, most foreigners in Malaysia have achieved until esteem level and the relationship of all the variable are mostly weak and very weak.

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