

"Performance evaluation systems and its impact on employee motivation at SNL Financial, Pakistan."



By:

***Fizzah Iftikhar* 01-221131-007**

Supervisor:

Nasir Mahmood

**A research project submitted in partial
fulfillment of the requirement for the degree of
MBA**

Department of Management Sciences (GS)

**Bahria Institute of Management and Computer
Sciences**

Bahria University Islamabad

2014

ABSTRACT

The main idea of this research is to observe and examine the in/effectiveness of the current evaluation system and to study the relationship between performance evaluation system and employee motivation. Study also determines the impact of various factors of evaluation system on the motivation level of employees.

Performance evaluation system is a systematic method looking into the following steps; set up performance standards, communicating these expectations to employees, measuring actual performance, comparing actual performance of an employee with the set benchmarks and timely and accurate feedback on the performance and results.

The aim of the research is to highlight the impact that evaluation systems have on employee motivation, for this purpose research will utilize tools like data collection, analysis and interpretation to come up with a better understanding of this phenomenon. Performance evaluation system is studied through three dimensions; goals setting, evaluation method used and performance feedback. While employee motivation is studied by applying Herzberg's two-factor theory.

For this purpose SNL Financials was chosen. It is a quantitative research conducted with the help of a closed-ended structured questionnaire, to gather information from a sample of 50 employees. Correlation and regression analysis was carried out with the help of SPSS 21 showing a positive relation between the two variables. The analysis revealed that the evaluation system followed by SNL is ineffective, leading to a decrease in the motivation level of employees. Consequently research examined which aspects of the evaluation system have significantly influenced employee motivation. As a result of which recommendations were put forward to overcome the flaws in the current forced distribution system by the introduction of an absolute measuring method. Implications and future research directions serves as a spring board for the researchers for further and detailed research covering more variables and constructs of performance evaluation systems and its various outcomes.

TABLE OF CONTENTS

CHAPTER 1	1
INTRODUCTION	1
1.1 Background	1
1.2 Problem Area	2
1.3 Problem Statement	3
1.4 Research Statement	4
1.5 Aim of research	4
1.6 Research Objectives	4
1.7 Research Questions	5
1.8 Rationale	5
1.9 Scope	6
1.10 Significance	7
CHAPTER 2	8
LITERATURE REVIEW	8
2.1 What is a performance evaluation process?	8
2.2 Purpose and benefits of performance evaluations	9
2.3 Characteristics of effective evaluation systems	10
2.3.1 Goal Setting	10
2.3.2 Evaluation approaches and sources.	13
2.3.4 Evaluation methods	14
2.3.5 Evaluation accuracy, biasness and errors	18
2.3.6 Employee Involvement	21
2.3.7 Performance feedback.....	22
2.3.8 Pay-for-Performance System	24
2.4 Motivation.....	25
2.4.1 Frederick Herzberg Two-factor Theory.....	27
2.4.2 Is Pay an Effective Motivator?	29

2.4.3 Implications of the theory.....	30
CHAPTER 3	33
METHODOLOGY	33
3.1 Theoretical Framework.....	33
3.2 Hypothesis.....	36
3.3 Quantitative Research	36
3.4 Deductive Approach.....	37
3.5 Data collection	38
3.5.1 Primary research.....	38
3.5.2 Secondary research.....	38
3.6 Sampling.....	39
3.7 Questionnaires.....	39
3.8 Ethical Implications	40
CHAPTER 4	41
ANALYSIS.....	41
4.1 Correlation	42
4.2 Regression.....	42
4.3 Findings	43
4.4 Discussion.....	45
CHAPTER 5	49
RECOMMENDATIONS AND CONCLUSION.....	49
5.1 Recommendations	49
5.2 Conclusion.....	53
5.3 Limitations and areas of future research.....	54
REFERENCES.....	56
APPENDIX.....	63