

**THE MOTIVATION OF MANAGERS IN PUBLIC SECTOR UNDERTAKINGS (PSU): A  
STUDY ON HINDUSTAN PETROLEUM CORPORATION LIMITED (HPCL),  
VISAKHAPATNAM**

*Sanapala V L N Uday Kumar & Bonu Manjula*

*Research Scholar, Department of Political Science and Public Administration, Andhra University, Visakhapatnam,  
Andhra Pradesh, India*

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**ABSTRACT**

*The present research deals with the study of motivation factors of Managers in Public Sector Undertakings (PSU) and this study is conducted on the Managers of HPCL, Visakhapatnam in August, 2018. This study tries to find out the Motivation level of the respondents and figures it out into three different categories of Low, Average and High. Further, it tries to establish the relationship if any that exists between Motivation factors as a dependent variable and Age, Experience and Education Qualifications of the Managers as independent variables. The Data is collected from both primary and secondary data. The secondary data has been collected through HPCL, Refinery's Records, Texts, Manuals, and websites. Then the Primary data is collected from 81 Managers belongs to different educational qualifications, Job designations, and different age groups through a questionnaire. This instrument employs 12 questions on a 5 - point Likert based scale. The responses from the respondents (Managers) subjected to statistical tests. The results show that Motivation level of respondents (managers) is associated with independent variables.*

**KEYWORDS:** *Age Groups, Educational Qualification, Job Designation, Motivation*