

EFFECT OF MONETARY INCENTIVES ON WORKERS PERFORMANCE IN CARGO SERVICE SECTOR: A STUDY OF HIMACHAL PRADESH

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ABSTRACT

The study looks at the impact of monetary compensation on employee performance and the cargo service sector. The distribution of monetary benefits among workers in the H.P. cargo service sector was examined in order to determine the degree to which salaries and wages influence cargo service sector performance and the impact of employee benefit schemes on cargo service sector performance. Salary and wages have an effect on the profitability of the H.P. cargo service market, according to the report. Gati KWE Ltd., Safe express, and Transzen Express Cargo Private Limited are the top three cargo services companies according to the data collected. A merit approach, which seeks to consider and reward individual efforts, is opposed to the conventional bureaucratic approach, which pays a premium to each employee depending on the job held. To study employee results, a work advice centrality measure and a value index were developed and used. The findings indicate that individual behaviors have changed, which is consistent with the theoretical foundations and predictions made. The paper proposes some monetary compensation effects that could help workers increase their results.

KEYWORDS: *Monetary Incentives, Workers Performance, Cargo Service Sector*