A COMPARISON OF MANAGEMENT AND FINANCIAL ADVISORS’ PERCEPTIONS OF PERFORMANCE MOTIVATORS IN THE LONG TERM INSURANCE INDUSTRY

by

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A thesis in partial fulfillment of the requirements for the degree of:

MAGISTER COMMERCII

IN

BUSINESS MANAGEMENT

IN THE

FACULTY OF MANAGEMENT SCIENCES

University of Johannesburg
I dedicate this thesis to my wife, Isabel for her loving support, motivation and understanding during the last couple of years with the completion of my MCom degree.

I would like thank Professor Chris Jooste for his guidance and patience and the Liberty Life Agency Division for allowing me to do a study on their business unit.
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