

# Men Motivated by Co-worker Salaries



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## Reading

New research shows that men are not just motivated by money, but also by how much more or less they earn than their colleagues. Traditional thinking was that men were only interested in the size of their pay packets. New findings from a study at the University of Bonn reveal that men are also concerned about how much their peers are getting. The research is published in this month's edition of the journal Science. Researchers put 38 male volunteers under the microscope. The men had to perform simple tasks so that scientists could analyse the activity in the "reward centre" in their brain. They played a game in which they received payments depending on how well they did. They were also told how much money the other men were getting. The researchers discovered a lot more brain activity with the men who knew they were beating their rivals.

You can see the whole lesson from your teacher, please ask them to send it to you before the class.

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