

## PERSONNEL MOTIVATION IN REMUNERATION BY BONUS SYSTEM IN INDUSTRIAL ENTERPRISES

## Assoc. Prof. Dr. Jordanka Angelova<sup>1</sup> Assoc. Prof. Dr. Svetlana Borisova<sup>2</sup>

**Abstract:** In the report, the authors examine staff motivation through bonusbased supplementary remuneration. Some of the more basic models for bonus systems and how they would affect the reduction of staff turnover, increase of labor productivity, etc., have been researched and presented.

The authors analyzed and determined that when the staff motivation system is precisely developed and implemented, it can be an effective tool for increasing the end results and revenues of each industrial enterprise. In this regard, conclusions have been drawn that, in order for a bonus system to be effective, the incentive and needs ratio should be monitored and changed periodically.

*Keywords:* Motivation; Personnel; Remuneration; Bonus system; Industrial Enterprises.

<sup>&</sup>lt;sup>1</sup> Technical university - Sofia, Bulgaria, e-mail: <u>isa@tu-sofia.bg</u>

<sup>&</sup>lt;sup>2</sup> Technical university - Sofia, Bulgaria, e-mail: <u>sborisova@tu-sofia.bg</u>