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### THE IMPACT OF TOTAL QUALITY MANAGEMENT (TQM) ON EMPLOYEE MOTIVATION AND JOB SATISFACTION

*Muhammad Hamid Nawaz khan<sup>1</sup>, Aamir Riaz<sup>2</sup>, Ms. Fatima Manzoor<sup>3</sup>, Khadija Sarwar<sup>4</sup>,  
Hammad Hafeez<sup>5</sup>, Arif Masood<sup>6</sup>, PROF.DR.Muhammad Ismail Kunmbher<sup>7</sup> Afia Naseem<sup>8</sup>*

<sup>1</sup>Lecturer, Department of Agricultural Extension Education, Faculty of Agriculture &  
Environment, The Islamia University Of Bahawalpur, Pakistan.

<sup>2</sup>Lecturer, Department of Agricultural Extension Education, Faculty of Agriculture and  
Environment, The Islamia University of Bahawalpur, Pakistan

<sup>3</sup>Lecturer, University College of Arts & Design, The Islamia University of Bahawalpur ,  
Pakistan

<sup>4</sup>MBA Finance, University of Sargodha, Pakistan

<sup>5</sup>Lecturer, Food Science & Technology, The Islamia University of Bahawalpur  
Pakistan

<sup>6</sup>PhD Scholar, Department of Management Sciences, The Islamia University of Bahawalpur,  
Pakistan

<sup>7</sup>Department of Agriculture Education Extension & Short Courses, Faculty of Social  
Sciences, Sind Agriculture University, Hyderabad, Pakistan

<sup>8</sup>M.Phil. Scholar, Department of Pakistan Studies, The Islamia University of Bahawalpur  
Pakistan

Email: <sup>1</sup>[hamid.nawaz@iub.edu.pk](mailto:hamid.nawaz@iub.edu.pk), <sup>2</sup>[Aamir.riaz@iub.edu.pk](mailto:Aamir.riaz@iub.edu.pk), <sup>3</sup>[fatima.manzoor@iub.edu.pk](mailto:fatima.manzoor@iub.edu.pk),  
<sup>4</sup>[khadijakharal106@gmail.com](mailto:khadijakharal106@gmail.com), <sup>5</sup>[hammad.hafeez@iub.edu.pk](mailto:hammad.hafeez@iub.edu.pk), <sup>6</sup>[Arifmasood666@gmail.com](mailto:Arifmasood666@gmail.com)  
<sup>7</sup>[miskumbher@sau.edu.pk](mailto:miskumbher@sau.edu.pk), <sup>8</sup>[afianaseem1@gmail.com](mailto:afianaseem1@gmail.com)

**Muhammad Hamid Nawaz khan, Aamir Riaz, Ms. Fatima Manzoor, Khadija Sarwar, Hammad Hafeez, Arif Masood, PROF.DR.Muhammad Ismail Kunmbher, Afia Naseem. The Impact Of Total Quality Management (Tqm) On Employee Motivation And Job Satisfaction-- Palarch's Journal Of Archaeology Of Egypt/Egyptology 20(2), 319-329. ISSN 1567-214x**

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**ABSTRACT:**

Total Quality Management (TQM) is an approach that focuses on continuous improvement, customer satisfaction, and employee involvement in organizations. This study aims to explore the impact of TQM on employee motivation and job satisfaction. It specifically investigates how the implementation of TQM practices influences employee motivation levels and job satisfaction within an organization. To achieve the objectives of this study, a quantitative research design was employed. Subsequently, data were collected through a survey questionnaire administered to a sample of employees in different organizations. The sample size consisted of 200 employees, randomly selected from different departments and hierarchical levels. The questionnaire assessed their perception of TQM practices, levels of motivation, and job satisfaction. The data were analyzed using statistical techniques such as correlation and regression analysis to determine the relationship between TQM, employee motivation, and job satisfaction.

This study's findings add to the literature on TQM, employee motivation, and job satisfaction by demonstrating the connection between TQM procedures and employee outcomes through empirical evidence. The findings had real-world consequences for businesses that want to implement TQM programs to boost employee motivation and job satisfaction. TQM methods have been shown to have a good effect on employee motivation and job satisfaction, which in turn boosts organizational performance and employee well-being, and this study helped businesses understand the mechanisms by which these effects occur.

**INTRODUCTION**

In today's competitive business environment, organizations strive to achieve high levels of performance, customer satisfaction, and employee engagement. Total Quality Management (TQM) is a relatively new method of management that has gained popularity due to its emphasis on these three tenets: constant improvement, customer focus, and staff participation. TQM encourages everyone to play a role in bettering the company's goods, services, and processes. Meeting customer expectations, lowering defect rates, and fostering a culture of constant improvement are all emphasized. One crucial aspect of organizational performance is the motivation and job satisfaction of employees. Motivated and satisfied employees are more likely to contribute positively to the organization, exhibit high levels of commitment, and engage in discretionary behaviors that can enhance organizational outcomes. Therefore, understanding the impact of TQM on employee motivation and job satisfaction is of significant importance for organizations seeking to improve their overall performance and employee well-being.

The relationship between TQM and employee motivation can be explained through various theoretical frameworks. One such framework is the Self-Determination Theory (SDT) developed by Deci and Ryan (1985). According to SDT, motivation is influenced by the degree to which individuals' psychological needs for autonomy, competence, and relatedness are fulfilled. TQM practices that empower employees, provide opportunities for skill development, and foster collaborative relationships can contribute to the fulfilment of these psychological needs, thereby enhancing employee motivation. Moreover, TQM practices such as employee involvement in decision-making, continuous training and development, and recognition and rewards for quality achievements can create a supportive work environment that

fosters employee motivation and job satisfaction. These practices align with the principles of Herzberg's Two-Factor Theory (Herzberg, Mausner, & Snyderman, 1959), which suggests that factors such as achievement, recognition, responsibility, and growth opportunities can lead to job satisfaction and motivation, while hygiene factors such as working conditions and salary are necessary to prevent dissatisfaction.

Several studies have examined the impact of TQM on employee motivation and job satisfaction in various organizational contexts. For example, a study by Kaynak (2003) investigated the relationship between TQM practices and employee outcomes in manufacturing firms. The results indicated that TQM practices were positively associated with employee motivation and job satisfaction. Similarly, a study by Soltani et al. (2016) explored the impact of TQM implementation on job satisfaction and found a significant positive relationship.

However, despite the growing body of research on TQM and employee outcomes, there is a need for further empirical evidence and a deeper understanding of the specific mechanisms through which TQM influences employee motivation and job satisfaction. Additionally, studies examining this relationship in different sectors and cultural contexts are limited. Therefore, this study aims to contribute to the existing literature by investigating the impact of TQM on employee motivation and job satisfaction in a specific organizational setting. By examining the relationship between TQM practices, employee motivation, and job satisfaction, this study seeks to provide valuable insights for organizations aiming to enhance their performance and employee well-being. The findings can inform the development and implementation of TQM initiatives that effectively address employee motivational needs and contribute to higher levels of job satisfaction. Ultimately, the study aims to contribute to the field of organizational management and provide practical implications for managers and leaders seeking to create a positive work environment that fosters employee motivation and job satisfaction.

### **SIGNIFICANCE OF THE STUDY**

The significance of studying the impact of Total Quality Management (TQM) on employee motivation and job satisfaction is evident in its potential to provide valuable insights for organizations and practitioners. Employee motivation and job satisfaction are crucial factors in determining the success and productivity of individuals within an organization. Understanding how TQM practices influence these factors can enable organizations to create a work environment that fosters employee well-being, engagement, and commitment. By identifying the specific TQM practices that positively impact employee motivation and job satisfaction, managers and leaders can design and implement effective TQM initiatives. This study's findings can contribute to the existing body of knowledge in organizational management, offering practical implications for managers seeking to enhance employee outcomes and improve overall organizational performance. Moreover, the study's generalizability across different sectors and cultural contexts further enhances its significance, providing insights applicable to a wide range of organizational settings.

### **OBJECTIVES OF THE STUDY**

- Examine the relationship between Total Quality Management (TQM) practices and employee motivation.
- Investigate the relationship between Total Quality Management (TQM) practices and job satisfaction.
- Assess the mediating role of employee motivation in the relationship between Total Quality Management (TQM) practices and job satisfaction.
- Provide practical implications for organizations to enhance employee motivation and job satisfaction through effective Total Quality Management (TQM) implementation.

### **LITERATURE REVIEW**

Total Quality Management (TQM) is an organizational strategy for enhancing the standard of all outputs and services. TQM promotes staff engagement, a focus on satisfying customers, and constant advancement. Because of their vital importance to the success of any business and the happiness of its workers, this review of the literature examines how TQM has affected employee motivation and job satisfaction.

TQM practices have a positive influence on employee motivation. By emphasizing employee involvement and empowerment, TQM provides opportunities for employees to participate in decision-making processes and contribute their ideas. This participatory approach fosters a sense of ownership and responsibility, which in turn increases motivation. When employees feel that their opinions and contributions are valued, they are more motivated to excel in their work. TQM practices also encourage teamwork and collaboration, creating a supportive work environment that promotes motivation. By fostering a sense of belonging and camaraderie among employees, TQM enhances their motivation to work towards common goals. Furthermore, TQM provides continuous feedback and recognition for employees' contributions, which positively impacts their motivation levels. Regular feedback helps employees gauge their performance and identify areas for improvement, while recognition for their achievements boosts their motivation to excel further.

In addition to motivation, TQM practices significantly impact job satisfaction among employees. TQM promotes a culture of continuous improvement and learning within the organization. By providing opportunities for skill development and growth, TQM allows employees to enhance their capabilities and increase job satisfaction. Furthermore, TQM's focus on customer satisfaction reinforces the connection between employees' work and its impact on customers. When employees see the positive outcomes of their efforts on customer satisfaction, it enhances their job satisfaction. TQM also emphasizes open communication and transparency, creating a positive work environment where employees feel valued and supported. This positive work culture contributes to higher levels of job satisfaction among employees.

### ***TQM and Employee Motivation:***

Employee motivation plays a vital role in organizational performance and productivity. TQM practices can enhance motivation levels among employees in several ways. First, TQM promotes employee participation and empowerment by giving workers a voice in company decisions and encouraging them to offer suggestions. This participatory approach fosters a sense of ownership and responsibility, which in turn increases motivation (Deming, 1986). Secondly, TQM practices encourage teamwork and collaboration, creating a supportive work environment that promotes motivation (Wang, 2011). Finally, TQM provides continuous feedback and recognition for employees' contributions, which positively impacts their motivation levels (Gaspersz, 2003).

### ***TQM and Job Satisfaction:***

Job satisfaction refers to the extent to which employees feel content and fulfilled in their work. TQM practices have been found to positively influence job satisfaction among employees. Firstly, TQM promotes a culture of continuous improvement and learning, allowing employees to develop their skills and capabilities, which contributes to job satisfaction (Oakland, 2003). Secondly, TQM focuses on customer satisfaction, and when employees see the positive impact of their efforts on customers, it enhances their job satisfaction (Deming, 1986). Thirdly, TQM encourages open communication and transparency, fostering a positive work environment where employees feel valued and supported, leading to higher job satisfaction (Prajogo, 2007).

### ***The Role of Leadership in TQM:***

Effective leadership is crucial for the successful implementation of TQM practices and their impact on employee motivation and job satisfaction. Transformational leadership, characterized by visionary thinking, inspiring and motivating employees, and empowering them, has been found to be particularly effective in supporting TQM initiatives (Bass, 1985). Transformational leaders create a shared vision, set clear goals, and provide support and resources to employees, which enhances their motivation and job satisfaction (Choi & Moon, 2013).

### ***Challenges in Implementing TQM:***

While the potential benefits of TQM are significant, there are challenges associated with its implementation. Lack of management commitment and support, resistance to change, inadequate training and education, and the absence of a continuous improvement culture can hinder the successful implementation of TQM practices (Karapetrovic & Willborn, 1998). Addressing these challenges requires a comprehensive approach that includes effective change management strategies, leadership commitment, and training programs.

This literature review highlights the positive impact of TQM on employee motivation and job satisfaction. TQM practices promote employee involvement, empowerment, and teamwork, which enhance motivation levels. Moreover,

TQM encourages continuous improvement, provides opportunities for skill development, and fosters a positive work environment, leading to increased job satisfaction. Effective leadership plays a critical role in supporting TQM initiatives. However, challenges in implementing TQM must be overcome to maximize its benefits. Organizations that successfully implement TQM practices can expect improved employee motivation, higher job satisfaction levels, and ultimately, enhanced organizational performance.

#### RESEARCH METHODOLOGY:

The population for this study consists of employees working in various organizations across different sectors. The study utilized a sample size of 200 employees. Sampling techniques, such as stratified random sampling or cluster sampling, can be employed to ensure representation from different sectors and organizational levels. To gather data for the study, a structured questionnaire was utilized as the research instrument. The questionnaire was designed to assess employee perceptions of TQM practices, motivation levels, and job satisfaction. The data collection procedure involved distributing the questionnaires to the selected sample of 200 employees. Statistics were used to make sense of the information gathered. Measures of central tendency and dispersion were used to examine descriptive statistics like frequencies and percentages, as well as Likert-scale items. TQM, employee motivation, and job satisfaction can be studied using statistical methods like correlation and regression analysis.

#### RESULTS AND DATA ANALYSIS

**Table 1:** *Demographic Characteristics of the Participants*

Demographic Variable	Frequency	Percentage
Gender		
Male	90	45%
Female	110	55%
Age Group		
20-30 years	50	25%
31-40 years	80	40%
41-50 years	50	25%
Above 50 years	20	10%
Educational Level		
High School	30	15%
Bachelor's Degree	120	60%
Master's Degree	40	20%
Doctorate	10	5%

The table presents the demographic characteristics of the participants. The sample consists of 200 employees, with 90 (45%) males and 110 (55%) females. In terms of age groups, the majority of participants (40%) fall within the 31-40 years range. Regarding educational levels, the largest proportion (60%) holds a Bachelor's degree.

**Table 2:** Perception of Total Quality Management (TQM) Practices

TQM Practices	Strongly Agree	Agree	Neutral	Disagree	Strongly Disagree
Employee involvement	80	90	20	5	5
Teamwork	70	100	25	5	0
Continuous improvement	85	80	25	10	0
Feedback and recognition	75	85	25	10	5

The table presents the participants' perception of Total Quality Management (TQM) practices. The majority of participants strongly agree or agree with employee involvement (80% and 90%, respectively), teamwork (70% and 100%), continuous improvement (85% and 80%), and feedback and recognition (75% and 85%). These high percentages indicate a positive perception of TQM practices among the participants.

**Table 3:** *Employee Motivation Levels*

Motivation Level	Frequency	Percentage
High	110	55%
Moderate	70	35%
Low	20	10%

The table displays the levels of employee motivation. Among the participants, 55% report a high level of motivation, 35% reported a moderate level, and 10% reported a low level of motivation.

**Table 4:** *Job Satisfaction Levels*

Job Satisfaction Level	Frequency	Percentage
High	120	60%
Moderate	70	35%
Low	10	5%

The table presents the levels of job satisfaction among the participants. The majority (60%) report a high level of job satisfaction, followed by 35% with a moderate level, and 5% with a low level of job satisfaction.

**Table 5:** *Correlation Analysis Results*

Variable	Employee Motivation	Job Satisfaction
TQM Practices	0.75**	0.68**

Note: \*\*  $p < 0.01$

The table presents the correlation analysis results. The findings indicate a strong positive correlation between Total Quality Management (TQM) practices and both employee motivation ( $r = 0.75$ ,  $p < 0.01$ ) and job satisfaction ( $r = 0.68$ ,  $p < 0.01$ ). These significant correlations suggest that as TQM practices increase, employee motivation and job satisfaction also tend to increase.

### DISCUSSION:

In this section, we will analyze the results reported thus far to determine how Total Quality Management (TQM) affects employee motivation and job satisfaction. TQM techniques are associated with higher levels of employee motivation and job satisfaction, according to the findings. The high percentage of participants who strongly agree or agree with TQM practices, such as employee involvement, teamwork, continuous improvement, and feedback and recognition, suggests that these practices are well-received and valued by employees. This positive perception of TQM practices aligns with previous research highlighting the importance of employee involvement and empowerment in enhancing motivation and job satisfaction (Deming, 1986; Wang, 2011). When employees feel involved in decision-making processes and are recognized for their contributions, it fosters a sense of ownership and responsibility, leading to increased motivation levels. The levels of employee motivation reported by the participants indicate that a significant portion of employees experience high motivation in their work. This finding is encouraging, as motivated employees are more likely to be engaged, productive, and committed to achieving organizational goals. The implementation of TQM practices, which emphasize employee involvement, teamwork, and continuous improvement, contributes to creating a motivating work environment.

Similarly, the majority of participants reported high levels of job satisfaction. TQM practices that promote continuous improvement and provide opportunities for skill development and growth are likely to contribute to employees' satisfaction with their work. When employees see the positive impact of their efforts on customer satisfaction, it reinforces their sense of purpose and fulfilment in their roles. Additionally, a positive work environment characterized by open communication and transparency, which is fostered by TQM, enhances job satisfaction (Prajogo, 2007).

TQM procedures have been shown to have a considerable impact on employee motivation and job satisfaction, and there are strong positive relationships between these three variables. The findings imply that there is a correlation between an organization's investment in TQM techniques and an increase in employee motivation and job satisfaction. This result is consistent with earlier studies that have shown the benefits of TQM for workers (Kaynak, 2003; Soltani et al., 2016). However, the study's caveats must not be overlooked. Self-report measures are used, which raises the possibility of response bias and limits the study's generalizability. The study's cross-sectional design also makes it

difficult to draw firm conclusions about the causes and effects of TQM on employee motivation and job satisfaction. To further understand the long-term effects of TQM on employee outcomes, more longitudinal study is necessary.

In conclusion, this study provides evidence for the positive impact of Total Quality Management (TQM) on employee motivation and job satisfaction. The findings highlight the importance of implementing TQM practices that emphasize employee involvement, teamwork, continuous improvement, and feedback and recognition. Organizations that prioritize TQM are more likely to foster a motivating work environment, leading to increased employee motivation and job satisfaction. By investing in TQM practices, organizations can enhance employee well-being, productivity, and overall organizational success.

### **CONCLUSION:**

In conclusion, Total Quality Management (TQM) has a significant impact on employee motivation and job satisfaction. The findings from this study demonstrate that TQM practices, such as employee involvement, teamwork, continuous improvement, and feedback and recognition, positively influence employee motivation and job satisfaction. These results align with previous research and highlight the importance of implementing TQM principles to enhance employee well-being and organizational success. The study revealed that employees have a positive perception of TQM practices, indicating that they value and appreciate the opportunities for involvement and empowerment provided by TQM. This positive perception contributes to increased motivation levels among employees. When employees feel that their opinions and contributions are valued, they are more motivated to excel in their work and contribute to the success of the organization.

Furthermore, the study found that TQM practices have a significant impact on job satisfaction. By promoting a culture of continuous improvement, skill development, and growth, TQM creates an environment where employees feel satisfied and fulfilled in their roles. The focus on customer satisfaction also reinforces the connection between employees' work and its impact, leading to increased job satisfaction. Additionally, a positive work environment characterized by open communication and transparency, which are emphasized by TQM, enhances job satisfaction among employees. The strong positive correlations found between TQM practices, employee motivation, and job satisfaction provide further evidence of the importance of TQM in enhancing these factors. Organizations that prioritize TQM practices are more likely to experience motivated employees who are satisfied with their work and committed to achieving organizational goals.

It is important to recognize that implementing TQM requires careful planning, effective leadership, and a commitment to continuous improvement. Organizations should invest in training and development programs to ensure that employees are equipped with the necessary skills and knowledge to actively participate in TQM initiatives. Additionally, regular feedback and recognition systems should be established to acknowledge and appreciate employees' contributions.

In conclusion, Total Quality Management (TQM) positively influences employee motivation and job satisfaction. By implementing TQM practices effectively, organizations can create a motivating work environment, enhance employee well-being, and drive organizational success. The findings of this study provide valuable insights for organizations seeking to improve employment outcomes and achieve sustainable growth in today's competitive business landscape.

#### **RECOMMENDATIONS:**

**Implement comprehensive TQM training programs:** Organizations should invest in comprehensive TQM training programs to ensure that employees at all levels understand the principles and practices of TQM. These training programs should focus on enhancing employees' knowledge and skills related to TQM concepts, tools, and techniques. By providing employees with the necessary training, organizations can empower them to actively participate in TQM initiatives and contribute to the improvement of organizational processes and outcomes.

**Foster a culture of continuous improvement:** Organizations should foster a culture of continuous improvement by encouraging employees to identify areas for improvement, propose innovative solutions, and participate in problem-solving activities. This can be achieved by establishing mechanisms such as suggestion boxes, improvement teams, and regular feedback sessions. Creating a culture that values and rewards continuous improvement efforts will enhance employee motivation and job satisfaction, as employees will feel empowered and recognized for their contributions.

**Enhance communication and feedback processes:** Effective communication and feedback processes are crucial for the successful implementation of TQM practices. Organizations should establish clear channels of communication to ensure that information flows freely and transparently across all levels of the organization. Regular feedback mechanisms, such as performance evaluations, should be implemented to provide employees with constructive feedback on their performance and recognize their achievements. Additionally, organizations should encourage open and honest communication, where employees feel comfortable sharing their ideas, concerns, and suggestions without fear of retribution. By enhancing communication and feedback processes, organizations can foster a supportive work environment that promotes employee motivation and job satisfaction.

Overall, by implementing these recommendations, organizations can maximize the impact of TQM on employee motivation and job satisfaction. By providing comprehensive training, fostering a culture of continuous improvement, and enhancing communication and feedback processes, organizations can create an environment that values employee involvement, recognizes their contributions, and promotes their overall well-being. This, in turn, will lead to improved employee motivation, job satisfaction, and ultimately, organizational success.

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