

## WILLIAM FOOTE WHYTE

WHYTE, WILLIAM FOOTE, educator; b. Springfield, Mass., June 27, 1914; s. John and Isabel (VanSickle) W.; A.B., Swarthmore Coll., 1936; mem. Soc. of Fellows, Harvard, 1936-40; Ph.D., U. Chgo., 1943; m. Kathleen King, May 28, 1938; children - Joyce, Martin, Lucy. John. Asst. prof. sociology, acting chmn. dept. anthropology U. Okla., 1942-43; asst., then asso. prof. sociology U. Chgo., 1944-48; exec. sec. Com. Human Relations in Industry, U. Chgo., 1946-48; prof. indsl. relations N.Y. State Sch. Indsl. and Labor Relations, Cornell U., 1948; dir. Social Sci. Research Center, 1956-61. Trustee Found. Research Human Behavior, 1960-67. Fulbright fellow, Peru, 1961-62; career research award Nat. Inst. Mental Health. Fellow Am. Anthropol. Assn., Am. Sociol. Assn; mem. Am. Acad. Arts and Scis., Soc. Applied Anthropology (pres. 1964), Indsl. Relations Research Assn. (pres. 1963). Author: Street Corner Society, 1943; Human Relations in the Restaurant Industry, 1948; Pattern for Industrial Peace, 1951; Money and Motivation, 1955; Man and Organization, 1959; Men at Work, 1961; Action Research for Management, 1965; Organizational Behavior, 1969; Organizing for Agricultural Development, 1975. Editor: Industry and Society, 1946; Human Organization, 1956-61, 62-63. Home: 1 Sundown Rd Ithaca NY 14850

Money and Motivation. Harper Bros., 1955.

This work represents an analysis of incentives in industry. Incentives are dependent upon the interpersonal relations among workers. Piece rate systems are outmoded because they assume individuals work in isolation which in fact is rarely true. Money is not the only motivator, and, consequently, motivation depends on other important factors.

Whyte appears to be arguing for:

- 1.) group incentives as monetary motivators
- 2.) increased development of non-monetary incentives

Source: Mee, John F. Twentieth Century Management Thought.