Why Motivating People Doesnt Work And What Does The New Science Of Leading Energizing And Engaging

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Why Motivating People Doesn't Work . . . and What DoesThe New Science of Leading, Energizing, and EngagingBerrett-Koehler Publishers

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If you still use the usual carrot-and-stick methods for motivating people, don't bother. They simply don't work. In this engaging video workshop, Susan Fowler--consultant, coach, and top leadership researcher--introduces a tested model and course of action to help leaders guide people toward the kind of motivation that genuinely increases and sustains productivity and engagement. Based on her popular book of the same name, and modeled on the live workshop experience Fowler brings to organizations such as Microsoft, CVS, NASA, and H&R Block, this video includes real-life examples and poignant stories to demonstrate the effectiveness of the Optimal Motivation process. You'll get actionable advice on how to move people away from dependence on external rewards, and help them discover how their jobs can meet the deeper psychological needs for autonomy, relatedness, and competence. This video workshop covers: A leader's role in motivation, from both a leadership and self-leadership perspective The Spectrum of Motivation model and the six Motivational Outlooks Psychological Needs--the heart of the new science of motivation Self-Regulation and the role it plays in shifting a Motivational Outlook Why motivation is a skill that can be taught, learned, nurtured, and sustained Making shift happen through Motivational Outlook Conversations Rethinking five beliefs that erode workplace motivation About the presenter: Susan Fowler has over 30 years' experience as a researcher, consultant, and coach in more than 30 countries around the globe in the field of leadership. She's the lead developer of The Ken Blanchard Company's Optimal Motivation program, which has been implemented worldwide. Susan is the bestselling author of Situational Self Leadership and the One Minute Manager with Ken Blanchard and Laurence Hawkins, Achieve Leadership Genius with Drea Zigarmi and Dick Lyles, Leading at a Higher Level with Ken Blanchard, The Team Leader's Idea-a-Day Guide with Drea Zigarmi, Empowerment with Ken Blanchard, and Good Leaders, Good Shepherds with Dick Lyles.

Continuous improvements in businesses practices have created enhanced opportunities for growth and development. This not only leads to higher success in day-to-day profitability, but it increases the overall probability of success for organizations. The Handbook of Research on Tacit Knowledge Management for Organizational Success is a pivotal reference source for the latest advancements and methodologies on knowledge administration in the business field.

Featuring extensive coverage on relevant areas such as informal learning, quality management, and knowledge acquisition, this publication is an ideal resource for practitioners, marketers, human resource managers, professors, researchers, and students seeking academic material on knowledge management techniques.

Traditional Chinese edition of To Sell is Human: The Surprising Truth about Moving Others by Daniel Pink, a bestselling book for its evidence based explanations of why we are all in sales now - whether professionally or personally. Pink is the author of the long running New York Times bestsellers "Drive" and "A Whole New Mind. In Traditional Chinese. Annotation copyright Tsai Fong Books, Inc. Distributed by Tsai Fong Books, Inc.

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Traditional Chinese edition of Leaders Eat Last: Why Some Teams Pull Together and Others Don't by Simon Sinek. Sinek is the author of "Start with Why: How Great Leaders Inspire Everyone to Take Action," and a popular TED talk speaker. In Traditional Chinese. Annotation copyright Tsai Fong Books, Inc. Distributed by Tsai Fong Books, Inc.

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Traditional Chinese edition of The Upside of Irrationality: The Unexpected Benefits of Defying Logic at Work and at Home by Behavioral Economist Dan Ariely. In Chinese. Distributed by Tsai Fong Books, Inc.

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A guide to help you obtain less of what don't want, and more of what you do, and "cut through the clutter, achieve better results in less time, build momentum toward your goal, dial down the stress, overcome that overwhelmed feeling, stay on track, [and] master what matters to you.

???????? Ikal is a student at the poorest village school, which is under constant threat of closure. Ikal and his friends—a group nicknamed the Rainbow Troops—face threats from every angle: skeptical government officials, greedy corporations hardly distinguishable from the colonialism they've replaced, deepening poverty and crumbling infrastructure, and their own low self-confidence.But the students also have hope. ????????????????????????????????????
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Traditional Chinese edition of Drive: The Surprising Truth About What Motivates Us by Daniel Pink. Challenges the fact that humans are motivated by hope of gain and loss of fear, citing examples that intrinsic motivation comes from the opportunity to grow, to have some autonomy over the work that we do, and to take part in something bigger than oneself.

Top leadership researcher, consultant, and coach Susan Fowler says stop trying to motivate people! It's frustrating for everyone involved and it just doesn't work. You can't motivate people—they are already motivated but generally in superficial and short-term ways. In this book, Fowler builds upon the latest scientific research on the nature of human motivation to lay out a tested model and course of action that will help leaders guide their people toward the kind of motivation that not only increases productivity and engagement but that gives them a profound sense of purpose and fulfillment. Fowler argues that leaders still depend on traditional carrot-and-stick techniques because they haven't understood their alternatives and don't know what skills are necessary to apply the new science of motivation. Her Optimal Motivation process shows leaders how to move people away from dependence on external rewards and help them discover how their jobs can meet the deeper psychological needs—for autonomy, relatedness, and competence—that science tells us result in meaningful and sustainable motivation. Optimal Motivation has been proven in organizations all over the

world—Fowler's clients include Microsoft, CVS, NASA, the Catholic Leadership Institute, H&R Block, Mattel, and dozens more. Throughout the book, she illustrates how each step of the process works using real-life examples. Susan Fowler 's book is the groundbreaking answer for leaders who want to get motivation right!

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Whether investigating a solution to global warming or explaining why the price of oral sex has fallen so drastically, Levitt and Dubner mix smart thinking and great storytelling to show how people respond to incentives.

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If you want to accomplish what's important to you, discipline and willpower won't get you where you need to go. In this iconoclastic new book, Susan Fowler reveals compelling insights and actions to help you master and maintain your motivation. Motivation is at the heart of everything you do and everything you want to do but don't. Unfortunately, the ways we typically motivate ourselves don't work. Relying on sheer determination eventually becomes exhausting—it's not sustainable. And even setting goals can backfire—if you're not setting them for the right reasons. Susan Fowler says motivation is energy, and what matters is the quality, not the quantity. Traditional "motivators" such as fear, guilt, or the promise of a reward provide low-quality, short-term energy. Drawing on the latest

empirical research, she proves that high-quality, optimal motivation is a skill that you can learn and apply. Science tells us that satisfying three basic needs—for choice, connection, and competence—is essential to optimal motivation. You need to feel like you've picked your path, not that you're being driven down it. Your goal should be linked to people or a purpose meaningful to you. And you want to continually learn and grow. Through practical exercises and eye-opening stories, Fowler shows you how to identify and shift the quality of your motivation. The skill to master your motivation is important—it may be your greatest opportunity to evolve, grow in wisdom, and be the light the world so desperately needs.
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Motivation doesn't work when it comes from the outside. People must motivate themselves. Help your employees reach higher levels of satisfaction and performance by moving beyond traditional motivational techniques. This audio-only course by getAbstract summarizes Susan Fowler's popular book, Why Motivating People Doesn't Work ... and What Does. Drawing on years of extensive research, Susan explains how managers can unleash employees' maximum potential without resorting to a mindless carrot-and-stick approach that creates more problems than it solves. getAbstract recommends Fowler's iconoclastic ideas to leaders, small 476536564 owners, and startup entrepreneurs who are ready to move beyond traditional motivational techniques. This audiobook summary was created by getAbstract, the world's largest provider of 476536564 book summaries. We are pleased to offer this training in our library.

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Traditional Chinese edition of Rising Strong: The Reckoning. The Rumble. The Revolution by Bren Brown. A No. 1 New York Times bestseller and an Amazon Best Book of August 2015.
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