

Eleven Ways to Motivate Your Management Team

Video Note-Taking Guide

This Guide should be completed by participants while viewing the video to reinforce the concepts.

1. Principle number one of motivation is, you _____ motivate other people.
2. Principle number two is that all people are _____.
3. Principle number three is that people do things for their _____, not yours.
4. You cannot motivate others, but you can create a _____ where they can motivate themselves.
5. Five ways to kill motivation are:
 - a. Have minimal personal _____.
 - b. Keep people in a _____ mood.
 - c. Never use _____.
 - d. Be quick to _____ in public.
 - e. Make people feel _____ for asking questions.
6. There are eleven ways in build a climate of motivation. They are:
 - a. Create a _____.
 - b. Develop a _____ of personal responsibility.
 - c. Create and maintain _____.
 - d. Structure experiences to apply to real _____.
 - e. _____ recognition, encouragement and approval.
 - f. Foster _____ competition.
 - g. Get _____ your self.
 - h. Establish _____ - _____ objectives.
 - i. See the _____ of internal motives.
 - j. Intensify _____ relationships.
 - k. Give people a choice of _____.
7. There are five levels of delegation:

Level 1: collect the _____.

Level 2: collect the information and surest some _____.

Level 3: collect the information, give me some options, and tell me what _____ would do and I'll make the decision.

Level 4: collect the information, give me options, give me your _____ and unless you hear back, _____ it.

Level 5: here's the task. I don't need to know anything else, just _____ it.

