BRINGING OUT THE BEST IN PEOPLE 😊

Expect the Best
People who like people and who believe those they lead have the best intentions will get the best from them.

Study Other People's Needs
We must ask questions about what people believe, what they love, what they hate. Real leaders know that if they listen long enough, people will explain how they can be motivated.

Set High Standards
Leadership methods seem to vary greatly, but one constant among successful motivators is a devotion to ideas - and superior work.

Create an Environment Where Failure is Not Fatal
The best managers expect their people to make mistakes and, instead of replacing staff constantly, recognize that it is more efficient to teach people how to learn from their mistakes. A motivator knows that the fear of failure can destroy creativity and initiative.

Use Role Models to Encourage Success
Great persuaders are good storytellers, for they know that we are more easily influenced by individualized experiences than by general principles.

Recognize and Applaud Achievement
Catch your subordinates doing something right, then praise them immediately. "The applause of a single human being," said the English critic Samuel Johnson, "is of great consequence."

Place a Premium on Collaboration
Good leaders do more than build allegiance to themselves - they also build into the organization an allegiance to one another. In the best organizations people will take responsibility for ensuring high standards.