



# executive development

## Motivation and Values

*What lies behind us and what lies before us  
are tiny matters compared to what lies within us.*

An executive's ability to motivate people to higher levels of performance and effectiveness improves his or her strength as a leader. By motivating people continuously and correctly, executives can dramatically improve performance and results.

Motivation, why people do the things they do, has been studied and researched for many years. Now we know more about how to structure environments so people want to perform at their best. Understanding how and why people perform and behave the way they do is essential for effectiveness as an executive. Every person is different, and every person is motivated by some things some of the time.

During this workshop, managers learn the most up-to-date research regarding motivation and how to utilize this knowledge for the achievement of personal and business goals. They learn the most effective motivational methods and tools and how to apply them with each of their direct reports.

### Workshop Agenda

- Maslow's Hierarchy of Needs
- Theories of Motivation
- McGregor, Herzberg and McClellan
- Motivators and Attitudes
- *Personal Interests, Attitudes and Values* Assessment
- Action Plan for Personal Excellence

#### For more information:

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at [lewisadvantage.com](http://lewisadvantage.com) or (708) 386-3377.



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