

THE MOTIVATION MYTH



Next Steps - Worksheet 1/2

✓ KEY CONCEPTS

- *People rarely start a new job or join a company in a demotivated state.*
- *The job of a leader is to ensure people do not become demotivated.*
- *We must first understand what's demotivating people before we can effectively motivate them.*

Step 1 ✓

Awareness precedes change. Identify all the ways that you could demotivate those you lead if you really wanted to!

**Ways to Quickly
Demotivate
a Team**



Step 2

Nothing changes until you change.

Review your list from step 1 and identify the things you do, even if it is only occasionally. Now plan your actions to rectify the situation and become a positive motivational force to those around you.

The things I inadvertently do

Rectifying actions that are within my sphere of control

Step 3

Review your list from step 1 and identify the things that exist within your organization.

Is it within your control to fix this, and if not, can you have any influence?

Plan your actions to rectify the situation and create a healthy, high-performance culture.

The demotivating factors that exists within my organization

**Is this in my CONTROL?
Can I INFLUENCE this?**

Rectifying Actions