

BRINGING OUT THE BEST IN PEOPLE

How to Apply the
Astonishing Power of
Positive Reinforcement



Most managers and supervisors face the same question, “How do I get people to give their best efforts in their jobs and to the organization?”

Managing employee performance is the single most difficult thing to do when you don’t understand behavior. Business is behavior; every action, every decision, every change is the result of what employees say and do.

Understanding behavior at an individual level is the key to success. No organization can produce results without human behavior. The subject that managers must be most expert in is how to create a work environment that brings out the best in people every day.

OVERVIEW

Thousands of managers and supervisors have attended this two-day working session as an introduction to the science of behavior and to the way this powerful technology can be applied in your work environment to bring out the best in yourself and in others.

If you missed this two-day course at your own company site or if you are looking for an effective way to develop and shape the skills of managers and supervisors new to your team, this course is ideal.

REGISTRATION

\$1295/participant (*materials included*)

This seminar can be conducted at your location for groups of 20-30 people. Call for details.

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WHAT YOU WILL LEARN

- Why people do what they do
- The secret to tapping discretionary effort
- The 5-step model for rapid change
- How to deliver effective positive and constructive verbal feedback on performance
- Practical, useful tools you can use to address your specific and unique performance challenges

ABOUT THE PROGRAM

At the completion of this course, you will have:

- A scientific model for analyzing performance issues
- The tools to revitalize performance permanently
- A powerful reinforcement system for transforming your employees' work, and
- A systematic process for promoting discretionary performance

WHO SHOULD ATTEND?

If you supervise or have a role in influencing others, this session will give you a jump-start to gaining skills in motivating and managing performance in yourself and others. Also ideal for new leaders and supervisors.

ADI

Regardless of your industry or expertise, one thing remains constant. People power your business. Since 1978 Aubrey Daniels International (ADI) has been dedicated to accelerating the business and safety performance of companies worldwide by using positive, practical approaches grounded in the science of behavior and engineered to ensure long-term sustainability. ADI provides clients with the tools and methodologies to help move people toward positive, results-driven accomplishments. Our clients accelerate strategy execution while fostering employee engagement and positive accountability at all levels of their organization.