25 Quotes on Behavior and Leadership
During our Applications of Performance Management Technology course, attendees capture “Pearls of Wisdom.”

These sayings and quotes emphasize the power and role of behavior and performance management in influencing positive change and tackling workplace issues.
Want to share one of these quotes?

Click the at the bottom of each page to tweet your favorite thought on behavior or leadership!
The best job is when you leave knowing how you did.
Say what you mean and do what you say.
Make change
Consequences are defined by their impact, not their intention.
The measure of a leader is the behavior of his followers.
We change other people’s behavior by changing our own.
You get the best out of others when you give the best of yourself.
The key to success lies in finding and promoting discretionary effort.
Take care of people who take care of you.
Catch people doing something right!
The ways you get results are as important as the results themselves.
Every improvement, no matter how small, is valuable.
Always state the facts; they are hard to argue with.
Look before you listen.
Find the smallest change you can make that has the largest impact.
Celebration is an opportunity to relive an accomplishment!
Behavior goes where reinforcement flows.
The more reinforcers you give, the more reinforcers you get.
We don’t manage people, we manage behaviors.
If you give somebody something for nothing, you make them good for nothing.
A manager’s role is to help people be successful.
If you want to see more of it, reinforce it.
People learn better from success than failure.
Don’t lead by results; lead to results; and only behavior will get you there.
We can change culture if we change behavior.
3344 Peachtree Rd NE, Suite 1050
Atlanta, Georgia 30326
www.aubreydaniels.com