

INTRODUCTION

MODULE 13

A Great Place to Work

The average person works at 50% or less of their potential. This means that the greatest improvement and performance in results can come from unlocking and unleashing the latent potential of the average person who reports to you.

Top managers are those who can create an environment where peak performance takes place. This requires simultaneously putting all the known motivators in place while *removing* the demotivators that inhibit performance.

The very best organizations are far more productive and profitable than average organizations in the same industry. These organizations are characterized as “a great place to work.” They are also characterized as “high trust” environments where people feel terrific about themselves and their work.

In this program, you are going to learn the most important ideas ever discovered to help you to create a high trust environment of your own where peak performance takes place every single day.

“The more you

help others with

no expectations

of reward, the more

rewards you will

enjoy from the

most unexpected

sources.”

WHAT YOU WILL LEARN IN THIS SESSION

“To motivate others
to peak
performance,
continually make
them feel important
and valuable.”

1. Creating the conditions for motivation;
2. The greatest breakthrough in human performance;
3. Three psychological principles for maximum performance;
4. The determinant of performance and effectiveness;
5. The three elements of high performance;
6. The foundation of high performance;
7. The two enemies of personal performance;
8. The key to creating a high trust environment;
9. Neutralizing your previous mistakes;
10. The key decisions you must make.