

This page is uniquely prepared for: - JohnQ. Public

Session 8:- Motivating for best performance.

TIP: This topic looks to how your teammates can get better performance from you

Remember to use the instructions on page 42 & 43.

The following personal statements are generated by your answers to The Birkman® Method questionnaire. Carefully read each statement and check the statements that are most significant to you. Discuss with your Discovery Partners (or a trusted advisor or friend) how your selected statements impact you – past or present.

- May respond better to general rather than specialised management tasks
 - Likely to be more self-motivated when he is not made to specialise in a particular area of work
 - Responds readily to opportunities to influence others directly
 - Particularly responsive to situations where he can help others
 - Motivated by tasks involving numbers or statistics
 - Prefers direct, no-nonsense instructions and encouragement
 - Is most self-motivated when allowed some time to work alone or with a very small group
 - Most effective when directed by someone he sees as a natural authority figure
 - Often rises well to ambitious targets and goals
 - Let him concentrate -- don't interrupt if it's avoidable
 - Allow him to be a little unorthodox on occasion
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