

the eves_ seminar series

“Washing Instructions” in Business-Contexts

- Leadership Edition -

performance = ability x willingness x permission



Values & Motives

Leading personalities

Content

This situation may seem familiar:

One of your employees is a star on stage and sweeps away the audience with natural talent, whereas another, even though he has the same verbal skills, will not set even a toe on stage. He however is amazing with 1:1 settings with customers and has a whole crowd of people preferring to deal with him.

It usually isn't the lack of skill that makes work difficult, but a tricky thing called willpower. We are talking about a lack of inner motivation. Or simply of smaller shaped motives, Values and limiting beliefs, that tell us what or what not to do.

This is where the simple formula comes into play:
"ability x willingness x permission = performance".

As a leader, you have the opportunity to help shape the framework conditions of your employees in such a way that they can demonstrate a high degree of willingness and thus demonstrate performance motivated for themselves and the projects.

By means of the MotivationPotentialAnalysis (MPA) you determine your world of motives and learn to read it and apply it to your and your employees environment. You will get to know your personal optimal growth conditions and thus skilfully avoid burn- or boreout.

Topics

- ability x willingness x permission = performance
- motives – motor to our willingness
- values – who gives us „permission“
- Creating your personal environment of growth
- Leadership in a value- & motive-based world

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modules either with other interested
English speakers or Inhouse.**