

Personal Leadership

Motivating others

The way we see people is often the difference between manipulating and motivating people – you must want to help people to motivate them.

When we manipulate people, we move them for our personal advantage. But when we motivate people, we move them for mutual advantage. So to motivate others, we need to add value to others and create win-win propositions.

If you want to add value to people, you must value them first or they'll never feel important in your presence.

And knowing where you add value also helps you develop your confidence and is a useful bargaining tool.

Adding value

Simply make a list of the important people in your life and note exactly what they value most from you.

“Try not to become a man of success, but rather try to become a man of value.”

–Albert Einstein

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