

BRINGING OUT THE BEST IN PEOPLE

How to Apply the Astonishing Power of Positive Reinforcement



Managing employee performance is the single most difficult thing to do without a clear understanding of behavior. Business is behavior. Every action, every decision, every change is the result of what employees say and do. Understanding behavior at an individual level is the key to success. No organization can produce results without human behavior. Based on the bestselling book by the same name, this workshop introduces managers to the science of behavior and helps them understand how to create a work environment that motivates people every day.

REGISTRATION

\$795/participant (*materials included*)

Delivered in person at your location or virtually using Zoom video conferencing. Materials include a Participant Notebook and the *Bringing Out the Best in People* book.

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BRINGING OUT THE BEST IN PEOPLE ONLINE TRAINING

ABOUT THE WORKSHOP

This highly interactive workshop provides managers and supervisors with an introduction to the science of behavior and to the way behavioral technology can be applied in your work environment. Participants will build their skills around why people do what they do, how to tap into the discretionary effort of others, and how to deliver effective positive and constructive feedback on performance. Additional topics include a 5-step model for change and practical and useful tools for addressing specific and unique performance challenges. If you are looking for an effective way to develop and shape the skills of managers and supervisors, this session is ideal.

WHAT YOU WILL LEARN

At the completion of this workshop, participants can expect to have:

- Knowledge to permanently improve leadership skills
- The ability to optimize performance through analyzing and addressing the causes of performance issues
- Tools to create an environment of collaboration and innovation to drive business results
- A process to promote discretionary effort through the use of behavior science

WORKSHOP FORMAT

This workshop is delivered in one day when held at your location.

When delivered virtually via Zoom video conferencing, the workshop is delivered live in two 1/2-day sessions with scheduled breaks. Interactivity includes video group discussions, polling, and Zoom breakout room assignments. To ensure everyone's active engagement, all attendees are required to participate via live video.

BEHAVIORAL LEADERSHIP IMPLEMENTATION

ADI also provides onsite training, consultation, and coaching services for supervisors and middle and senior management. Contact us today to learn more: info@aubreydaniels.com.



Participants in the *Bringing Out the Best in People* workshop can earn SHRM PDCs toward their recertification.

ADI

Regardless of your industry or expertise, one thing remains constant. People power your business. Since 1978 Aubrey Daniels International (ADI) has been dedicated to accelerating the business and safety performance of companies worldwide by using positive, practical approaches grounded in the science of behavior and engineered to ensure long-term sustainability. ADI provides clients with the tools and methodologies to help move people toward positive, results-driven accomplishments. Our clients accelerate strategy execution while fostering employee engagement and positive accountability at all levels of their organization.