



POSITIVE MANAGEMENT

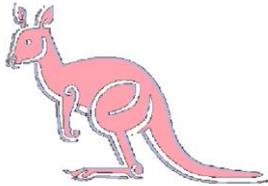
ABSTRACT

The hundred and one management behaviours create the culture, the animus of your organization. If it is overwhelmingly negative then you will get poor performance from your people.

Motivation Matters Limited



Pink kangaroo



Positive Management Behaviour

The Positive Management System

The brain is a complex thing. The latest research is beginning to explore just how powerful our brains can be and finding some peculiarities.

If I ask you not to think about a pink kangaroo, what happens?

You can't get it out of your head?

This is why there is carefully worded advice about how to finish a sales letter or email with a call to action.

If you finish with "please don't hesitate to call me" the brain forgets the negative and recalls "hesitate to call me"!

It is much better to be positive and say "Call me today to hear about our special deals".

The brain has the same response to negative management.

Always be positive, never negative. If you have a talk with one of your people about their absence problem, stressing they mustn't be absent, they remember "be absent".

I know people are not that stupid! We are talking about the hundred and one management behaviours that create the culture, the animus of your organization. If it is overwhelmingly negative then you will get poor performance from your people.

The system is woven from three research strands developed over the last 20 years.

- Neuroscience
- Neuro-Linguistic Programming
- Our own research into management action and performance

Positive Management is just beginning to appear so it is unlikely you have heard of it or the principles.

Time for another example: All organizations manage people's holiday. You want to ensure holiday is taken when it suits the organization and that only the holiday entitlement is used. Turn that into a positive by having a management process that schedules people's holiday to match their wants and the organization's.

Negative management has been found to severely curtail creativity, innovation and problem solving.





Relevance

Positive management is relevant to all sizes of organization:

- The solopreneur's positive mental attitude
- The manager's positive approach to people and their performance
- The leader's vision pulling everyone toward that goal

Contact us for more information on how we can help.

MOTIVATION MATTERS LIMITED

VISION

Inspiring good management, and thus achievement, within organizations will improve employee attitudes, engagement and job satisfaction to create stronger companies with more productive people.

More productive companies build competitive advantage creating a sustainable business with safe growth, healthy profits, secure well paid jobs and contribute to the well-being of the UK.

PARTNERS



Anne Walker



Stephen Walker

CONTACT DETAILS

Telephone: +44 (0)1787 378851

Email: Enquiry@motivationmatters.co.uk

Website: www.motivationmatters.co.uk

