

the eves_ seminar series

Status in business-context

The grammar of human interaction

Performance = Ability x Willingness x Permission



Values & motives

Discovering and developing the potential for growth

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 "willingness". We are talking about a lack of inner motivation or simply of less distinct motives, values and limiting beliefs, that tell us what or what not to do.

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

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 employee's environment. You will get to know your optimal personal growth conditions and thus skillfully avoid burn- or boreout.

Topics

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

Date & Location	Times	Expenses	Number of participants
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27./28.02.2019 in Fleesensee	2 days	€ 2550,- excl. VAT	
20./21.11.2019 in Fleesensee	day 1: 10 am - 6 pm day 2: 9 am - 5 pm	Included: - Seminar and papers - conference package - dinner accommodation is not included	max. 8

**All modules of our seminar series are accompanied by two coaches.
Individual settings for an optimal outcome.**