Changing Employee Behavior A Practical Guide For Managers

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An important part of every manager's job is changing people's behavior: to improve someone's performance, get them to better manage relationships with colleagues, or to stop them doing something. Yet, despite the fact that changing people's behavior is such an important skill for managers, too many are unsure how to actually go about it.

Changing Employee Behavior: A Practical Guide for Managers ...
'With their terrific MAPS model, the authors offer insights, tools, techniques, examples, and assessments that will help any leader to change employee behavior. Rapid change has become the new normal, and this book is a tremendous asset for leaders who want to become architects of change in the 21st century.

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To help employees change their behavior, for both the employees' and the company's benefit. Managers can do so by building essential skills or encouraging direct reports to stop doing something or to do it better or differently. According to an IMD global study of 500 executives, managers believe that only one in two attempts to change employee behavior is successful.

Changing Employee Behavior - IMD business school
Change employees' behavior by applying intrinsic motivation, enhancing their psychological capital, and creating a supportive environment.

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In order to help your employee achieve performance improvement, "you want to immediately correct

behaviors that are getting in the way of success and help them to develop the skills that will move...

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An important part of every manager's job is changing people's behavior: to improve someone's performance, get them to better manage relationships with colleagues, or to stop them doing something. Yet, despite the fact that changing people's behavior is such an important skill for managers, too many are unsure how to actually go about it. This book reveals the simple, but powerful techniques for changing behavior that experts from a range of disciplines have been using for years, making them available to all managers in a single and comprehensive toolkit for change that managers can use to drive and improve the performance of their staff. Based on research conducted for this book, it introduces practical techniques drawn from the fields of psychology, psychotherapy, and behavioral economics, and show how they can be applied to address some of the most common, every-day challenges that managers face. #changingpeople

An accessible and comprehensive toolkit for change that managers can use to drive and improve the performance of their staff.

Problems with costs, quality, productivity and attendance, primarily stem from bad behavioural patterns encouraged within the organization. To prevent and manage these problems, a behavioural approach to managing people is often the most effective. This dynamic textbook illustrates how behaviour analysis theory can be used to alter how people behave in the workplace. It takes a highly practical look at management strategies, showing how managers can identify, measure and analyze undesirable behaviour. Using real life case study examples to show the implementation of effective change strategies, the authors investigate a range of situations from behavioural self-management, to changing the behaviour of large groups. Topics covered include: history of behavioural theory and psychology traditional approaches to management self-management managing groups organizational level management. Providing a theoretically grounded yet highly practical perspective, this significant textbook is an essential purchase for all those seeking to understand how to manage people and organizations more effectively.

Why is it so hard to make lasting changes in our companies, in our communities, and in our own lives? The primary obstacle is a conflict that's built into our brains, say Chip and Dan Heath, authors of the critically acclaimed bestseller Made to Stick. Psychologists have discovered that our minds are ruled by two different systems - the rational mind and the emotional mind—that compete for control. The rational mind wants a great beach body; the emotional mind wants that Oreo cookie. The rational mind wants to change something at work; the emotional mind loves the comfort of the existing routine. This tension can doom a change effort - but if it is overcome, change can come quickly. In Switch, the Heaths show how everyday people - employees and managers, parents and nurses - have united both minds and, as a result, achieved dramatic results: • The lowly medical interns who managed to defeat an entrenched, decades-old medical practice that was endangering patients • The home-organizing guru who developed a simple technique for overcoming the dread of housekeeping • The manager who transformed a lackadaisical customer-support team into service zealots by removing a standard tool of customer service In a compelling, story-driven narrative, the Heaths bring together decades of counterintuitive research in psychology, sociology, and other fields to shed new light on how we can effect transformative change. Switch shows that successful changes follow a pattern, a pattern you can use to make the changes that matter to you, whether your interest is in changing the world or changing your waistline.

Every leader understands the burning need for change-and every leader knows how risky it is, and how often it fails. To make organizational change work, you need to base it on science, not intuition. Despite hundreds of books on change, failure rates remain sky high. Are there deep flaws in the guidance change leaders are given? While eschewing the pat answers, linear models, and change recipes offered

elsewhere, Paul Gibbons offers the first blueprint for change that fully reflects the newest advances in mindfulness, behavioral economics, the psychology of risk-taking, neuroscience, mindfulness, and complexity theory. Change management, ostensibly the craft of making change happen, is rife with myth, pseudoscience, and flawed ideas from pop psychology. In Gibbons' view, change management should be "euthanized" and replaced with change agile businesses, with change leaders at every level. To achieve that, business education and leadership training in organizations needs to become more accountable for real results, not just participant satisfaction (the "edutainment" culture). Twenty-first century change leaders need to focus less on project results, more on creating agile cultures and businesses full of staff who have "get to" rather than "have to" attitudes. To do that, change leaders will have to leave behind the old paradigm of "carrots and sticks," both of which destroy engagement. "New analytics" offer more data-driven approaches to decision making, but present a host of people challenges—where petabyte information flows meet traditional decision-making structures. These approaches will have to be complemented with "leading with science"—that is, using evidence-based management to inform strategy and policy decisions. In The Science of Successful Organizational Change , you'll learn: How the VUCA (Volatile, Uncertain, Complex, and Ambiguous) world affects the scale and pace of change in today's businesses How understanding of flaws in human decision-making can help leaders guide their teams toward wiser strategic decisions when the stakes are largest—including "when to trust your guy and when to trust a model" and "when all of us are smarter than one of us" How new advances in neuroscience have altered best practices in influencing colleagues; negotiating with partners; engaging followers' hearts, minds, and behaviors; and managing resistance How leading organizations are making use of the science of mindfulness to create agile learners and agile cultures How new ideas from analytics, forecasting, and risk are humbling those who thought they knew the future-and how the human side of analytics and the psychology of risk are paradoxically more important in this technologically enabled world What complexity theory means for decision-making in the context of your own business How to create resilient and agile business cultures and anti-fragile, dynamic business structures To link science with your "on-the-ground" reality, Gibbons tells "warts and all" stories from his twenty-plus years consulting to top teams and at the largest businesses in the world. You'll find case studies from well-known companies like IBM and Shell and CEO interviews from Nokia and Barclays Bank.

A new wave of products is helping people change their behavior and daily routines, whether it's exercising more (Jawbone Up), taking control of their finances (HelloWallet), or organizing their email (Mailbox). This practical guide shows you how to design these types of products for users seeking to take action and achieve specific goals. Stephen Wendel, HelloWallet's head researcher, takes you step-by-step through the process of applying behavioral economics and psychology to the practical problems of

product design and development. Using a combination of lean and agile development methods, you'll learn a simple iterative approach for identifying target users and behaviors, building the product, and gauging its effectiveness. Discover how to create easy-to-use products to help people make positive changes. Learn the three main strategies to help people change behavior Identify your target audience and the behaviors they seek to change Extract user stories and identify obstacles to behavior change Develop effective interface designs that are enjoyable to use Measure your product's impact and learn ways to improve it Use practical examples from products like Nest, Fitbit, and Opower

Draw on evidence from neuroscience to help ensure effective and successful organizational change by improving employee engagement, productivity and resilience.

There are many different types and causes of trauma and stress in the workplace that can impact employee behavior and performance. Corporations have a social responsibility to assist in the overall wellbeing of their employees by ensuring that their leaders are emotionally intelligent and that their organization is compliant with moral business standards. Occupational Stress: Breakthroughs in Research and Practice xamines the psychological, physical, and physiological effects of a negative work environment. It also explores how to cope with work-related stress. Highlighting a range of topics such as job satisfaction, work overload, and work-life balance, this publication is an ideal reference source for managers, professionals, researchers, academicians, and graduate-level students in a variety of fields.

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