



GUIDE TO MOTIVATING THE PEOPLE AT WORK



WHY MOTIVATION MATTERS

- Increases the morale of the population within an area
- Performance instantly improves
- Productivity increases which is a big factor in a workplace



50%

of CEOs say that motivating their employees is the toughest job

SURVEY SAYS...

Workers claim the following factors to be very effective motivators

- 68% praise from managers
- 63% attention from leaders
- 62% more responsibility
- 60% cash bonuses
- 35% increase in pay or a raise



STEP 1: MORE PRAISE

Use weekly planners to know employee's current status and tasks, be specific with your feedback, and always make sure to use discerning or analytical tone when giving praise.



STEP 2: MORE ATTENTION

Take time for 1 on 1 meetings, give people purpose by explaining the bigger picture, and try using the hierarchical objectives and key results to help people understand how company goals align with theirs.

35% of employees aren't well informed of their company goals, strategies and tactics

STEP 3: MORE RESPONSIBILITY

Give more demanding tasks, give the freedom to decide for themselves, and offer opportunities for their suggestions

Studies found that the harder the project is, the prouder they feel of it



STEP 5: BETTER BONUSES

Make sure it stands out from regular pay, rewarded goal has to be realistic and at the same time challenging, make sure the reward system is reviewed and changed if needed

**Researchers have found an increase
in productivity by 44% with better bonuses**




STEP 6: PAY RAISE

Should be in correlation with the results and the development of an employee, and discuss the amount and terms with the employee beforehand.

Raise in salary should be at least around 5% to 10% to truly make an impact





Hard work beats
talent when talent
doesn't work hard.

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THANK YOU FOR LISTENING!

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