



# **How to Motivate People: Learn the Key Skills; Get the Best Results; Develop, Appraise, Empower (Sunday Times Creating Success)**

*Patrick Forsyth*

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Managers are under increasing pressure to get results, and their competence is judged on the combined performance of their whole team. When their staff are content they perform well; when they are motivated they perform even better.

*How to Motivate People* shows managers how to inspire individuals or teams to develop. It clarifies the underlying principles for motivating staff to get results and maximize performance and sets out clear guidelines on how to reduce negativity, boost positive feelings, foster enthusiasm and involvement, and focus effort on key issues.

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