

# BRINGING THE **BEST** OUT OF THE **WORST PEOPLE**



**THE GUIDE TO MOTIVATING OTHERS  
AND GETTING RESULTS WITH ANYONE**

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# Table Of Contents

Foreword

Chapter 1:  
What Is Motivation?

Chapter 2:  
How Does Motivating Others Help Us?

Chapter 3:  
What Can You Do to Motivate People?

Chapter 4:  
Motivating the Most Obstinate People in Your  
Group—Is It Possible?

Chapter 5:  
Motivation Secret 1—  
Precise Communication

Chapter 6:  
Motivation Secret 2—  
Unhindered Opportunities

Chapter 7:  
Motivation Secret 3—  
The Right Atmosphere for Progress

Chapter 8:  
Motivation Secret 4—  
Good Incentives and Feedback

Wrapping Up

# Foreword

In any leadership scenario, you are sure to come across the term motivation. Today's corporate leaders are quite aware how the right kind of motivation can serve their purpose in a better way.

Quite frankly, motivation has become the buzzword in everything that we do. Whether it is a leader trying to extract the best productivity from his or her team, or it is a teacher trying to induce students to give in their optimal performance, it is all about motivation.

In this eBook, our endeavor is to tell you the best way in which you can make people work. If you are at the helm of affairs, you will understand how difficult it is to make people work, whether you want them to work collectively or individually. In any case, the method that is employed—and the one that you need to hone to perfection—is about motivating people.

You have to learn how to inspire and motivate others. You have to learn that this kind of inspiration helps people do much better than any amount of rebuke or orders.

If you just tell people a single nice word for their contribution, they are going to feel much better about it and then they will surely do a great job. This is what everyone is doing right now... they are trying to make people feel good so that they go ahead and give everything their best shot.

Keeping true to the title of this eBook, our effort here is to make people do a great job by inspiring them. This could be just a mere

word, or it could be something as simple as giving them a job that they really like to do. Or, you might have to try the carrot and stick approach, or give them some incentive that they really cannot afford to miss. It is only when you plan such strategies that people will work for you.

And, this is not applicable only in a leadership or a mentorship setup. You can try this almost anywhere. If your children are not obeying you, you can try this method to make them obey you in a better way. If your friend is not seeing why he or she should do something that you want them to do, try motivating them.

Motivation works on everyone, bar none. But, when you motivate someone, it means that you are building within them the energy and the inclination to work. You are motivating someone; it means that you are kindling the dwindling flame of determination in their mind, and you are giving them the energy and the reason to work.

You are showing them what incentives they can get if they chip in that much amount of work. It is good old 'work and reward' principle which works all the time.

As you flip through these pages, you will see that the right kind of motivation, if you are trying to bring out the best in people, is never a concrete thing. There is never a formula that can determine how much motivation a person would need. However, the undeniable fact is that everyone needs to be motivated; there is no taking away from that fact.

So, keep reading. You will learn in this eBook what motivation is, and what you can do to really motivate people to do their best at