



Bringing Out the Best in People

By Aubrey Daniels



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The classic bestseller on performance management is updated to reflect changes in today's working environment. When an employer needs to know how to gain maximum performance from employees, renowned behavioral psychologist--Aubrey Daniels is the man to consult. What has made Daniels the man with the answers? His ability to apply scientifically based behavioral stimuli to the workplace while making it fun at the same time.

Now Daniels updates his ground-breaking book with the latest and best motivational methods, perfected at such companies as Xerox, 3M, and Kodak. All-new material shows how to: create effective recognition and rewards systems in line with today's employees want; Stimulate innovations and creativity in new and exciting ways; overcome problems associated with poorly educated workers; motivate young employees from the minute they join the workforce.



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Editorial Review

From the Back Cover

A powerfully positive system for gaining maximum performance from every employee.

What motivates people? What encourages employees to work to their fullest potential, not just for a short while but for the long haul? Many managerial fads promising quick fixes have come and gone, but none have approached the success experienced by organizations that have employed Aubrey Daniel's groundbreaking motivational methods. Bringing Out the Best in People, New & Updated Edition, provides the latest and best motivational methods currently in use at such major companies as Xerox, 3M, and Kodak. Applying scientifically based behavioral stimuli to the workplace while making it fun at the same time, author on performance, Aubrey Daniels, describes practical, precise, data-oriented methods to help you implement a management system that will maximize the long-term performance of every aspect of your company.

All-new material shows you how to:

Create effective recognition and rewards systems in line with what today's employees want; Stimulate innovation and creativity in new and exciting ways; Overcome problems associated with poorly educated workforce.

Here, you'll learn the secrets of:

Finding reinforces that work - and tailoring them to meet individual employees' needs. Setting fair performance measurement standards - and implementing them with minimal cost and effort. Providing continual feedback - so employees always know exactly how to improve performance...and when they've achieved it. And much more!

About the Author

Aubrey C. Daniels, Ph.D., is the president of Aubrey Daniels & Associates, Inc. (Atlanta, GA), a management consulting firm that helps companies solve problems in productivity, quality, cost, and morale. One of the foremost speakers and writers in the human resources field, he has instituted his performance management system at more than two hundred organizations in the United States, Canada, Mexico, Great Britain, France, and Italy, and has worked closely with such noted clients as 3M, GTE, Rubbermaid, and Honeywell. Dr. Daniels is also the founder and PUblisher of Performance Management magazine.

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