

## **Case Studies about How to Motivate Others**

Read the following case studies and think about what you would say to motivate the mentioned individual to change their behavior. What do you need to know about the mentioned individual before you speak with them?

### Work Related

You are heading up a project team at work. You meet with your team every Monday so that each person can give an update on the progress they have made for this project. For the most part, the team is doing well, and tasks are progressing as planned. You have concerns, however, about one team member (Jack). For the last three Mondays, Jack's reports have been vague and you suspect that his tasks are not getting accomplished.

### Toastmasters Club Related

A member of your club (Susie) always exceeds her allotted speech time by much, much more than the usual grace period. Every time she speaks, parts of the meeting such as Table Topics and refreshment breaks must be cut back or completely deleted in order to maintain the scheduled meeting length. Even when the Timer's Red Light is prominently displayed, Susie continues to talk on and on. Club members are expressing their annoyance when seeing Susie's name on the agenda.