

## Question of the Week – April 10, 2022



### What does selling and motivation have in common?

As a consumer and an employee, you have needs. On the other hand, a salesperson and a manager have needs as well. It would be nice if these would match but what matters is you. Regardless, in order for selling and motivation to work both must meet your needs otherwise the effort is moot. As someone said – it looks easy but it can get complicated, right? Arturo Corral

### Leader Talking Points

#### Opportunity: Team-Building Activity

- a. Ask team members for examples of meeting your needs outside of work.
  - 1) Community Organization: Allows for people to give back which intrinsically fulfills a need to help others in need.
  - 2) Other.

#### Discussion Points

- a. Ask your team for examples of meeting your needs at work.
  - 1) Project Challenge: When an assignment gives you an opportunity to grow and stretch your skill set which is something that is gratifying to you.
  - 2) Other.
- b. Ask your team for ideas on how to promote meeting the needs of peers at work.
  - 1) Identify Needs: Discuss and share what appeals to each team member and identify the top three things they enjoy at work.
  - 2) Other?

#### Team Challenge Activity

- a. Ask the team to offer one or two areas where meeting the needs of individuals has been an issue.
  - 1) Example: Identify a situation where a team is challenged by having a team member feeling disengaged and unmotivated.
  - 2) Ask for a volunteer to take the lead to work with the manager and team on the selected opportunity and report back to team on next steps.