



## WHY PEOPLE AREN'T DOING WHAT YOU WANT THEM TO DO

... and what you can do about it

### PROGRAM LENGTH

1.5hrs - 2hrs

### PROGRAM DESCRIPTION

Have you ever wondered why there are just some people that you can't get to do what you want or need them to do? This program is full of some surprising and thought-provoking insights as to why this could be the case and offers you practical and tactical strategies for getting the behaviors you're looking for.

Whether you're dealing with employees, co-workers, or family members, in this presentation you'll find helpful answers for what can be a very perplexing and frustrating situation.

### PROGRAM OUTLINE

- I Facilitated discussion as to why people don't aren't doing what we want them to do
  - Identifying the frustrations and costs associated with "non-compliant" behavior
  - Participants identify what they believe to be the primary reasons for "non-compliance"
  - Audience is polled for the number of reasons on their "list"
  
- II Identifying reasons why people don't do what we want them to do
  - Identifying the 13 distinctly different reasons
  - Identifying how these reasons show up in the real world
  - Identifying the requisite strategies to counterbalance each of the reasons
  
- III Introducing the "Non-Compliance Filter"
  - Using a strategic tool to "boil down" reasons for non-compliant behavior
  - Developing an action plan based on the "filter" results

