



BEST-SELLING AUTHOR DANIEL PINK WITH HOST DON YAEGER

(3:05) Motivation is not something that one person does to another. It is something people do for _____. Your job is to create an environment where people can motivate themselves.

(11:15) Go become an NBA coach and say I know we allow three-pointers now, but I am going to run the _____ I was running before. Good luck!

Reflection Question: Think of something you are assigning this week. Have you made it as easy as possible to do what you want them to do?

(28:20) Do people have permission to _____? So many times people are sitting on what they are really thinking, not giving clear and honest feedback. That can fester and cause big problems.

(30:40) If someone tries something and it fails, but it was a good idea and a worthy experiment, there is an argument for _____ that.

(31:25) If I notice someone at a meeting and they haven't _____, I will always ask that person a question, not in an aggressive way, but something like: Bill, what do you think of that? How much sense does that make you to you?

Answers:

themselves
same offense
dissent and disagree
celebrating
spoken

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Storytelling

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