



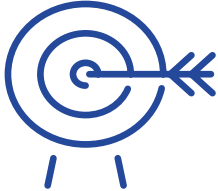

## REWARDING DESIRED BEHAVIORS

In this activity, you will identify some desired behaviors and define a reward and recognition plan that you or your organization can implement to foster these new positive behaviors.

Rapid Application Learning Activity Worksheet	
<p>While watching the video <i>Rewarding Desired Behaviors</i>, you learned one of the most powerful management principles: "You get the behaviors you reward."</p> <p>Why don't we get the new behaviors we want to create in our organization? Because we are usually continuing to reward old behaviors that are no longer relevant. To accelerate success, it is imperative that there is a strong and clear reward for the new behaviors you want.</p>	
<p><b>Activity #1</b></p> 	<p>To achieve your goals, what are the new desired behaviors you need from your team members?</p>
<p><b>Activity #2</b></p> 	<p>How are the behaviors listed above currently rewarded by you or your organization?</p>

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Rapid Application Learning Activity Worksheet	
<p><b>Activity #3</b></p>  A blue line-art icon of a target with three concentric circles and an arrow hitting the center bullseye.	<p>What are some additional reward options available in your organization to acknowledge these behaviors?</p>
<p><b>Activity #4</b></p>  A blue line-art icon of a clipboard with a checklist. The clipboard has a clip at the top and three horizontal lines, each with a checkmark to its left.	<p>What actions can you take to implement your ideas from above?</p>