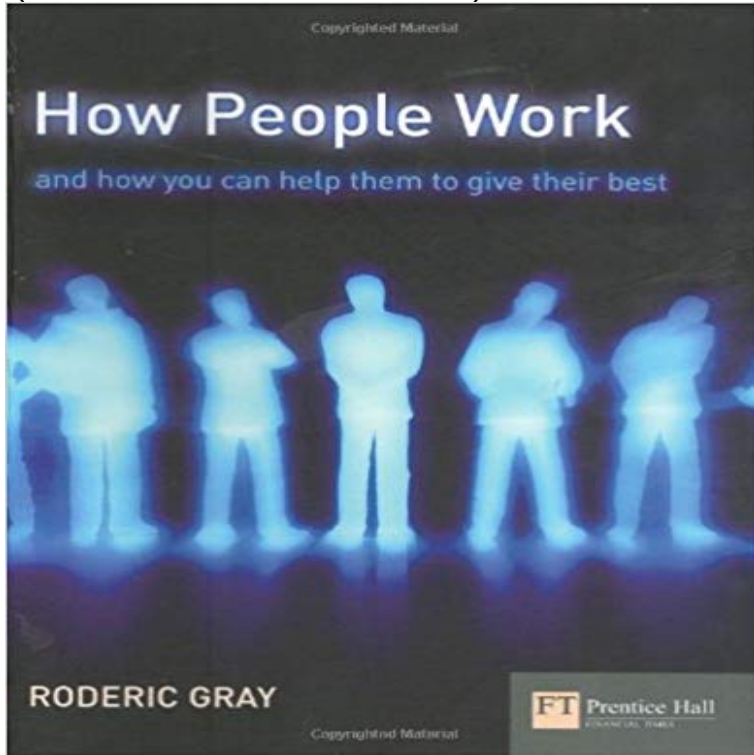


## How People Work: And How You Can Help Them to Give Their Best (Financial Times Series)



What motivates people to behave a certain way in the workplace? Do you really know what makes people tick? An insightful companion to the art of understanding and motivating people, *How People Work* explores the science of human behaviour and translates the key lessons into tools for thoughtful and effective management. Simply put, it will help you to help your people to perform. The challenge for managers is somehow to match the things they need to get done with things their employees want to do. Excellent individual performance has to be facilitated. Facilitated by the right organisational setting, and the right management to ensure that their people are allowed to give their best. This book explores the dynamics that influence these characteristics, and sets out the management tools to nurture successful outcomes. This book will help managers close the gap between what people want and what they want people to do.

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