

| Achieving Results |

PRODUCTION

Setting ambitious goals; expecting a great deal from self and others; testing ability limits of self and others; pushing to achieve; having demanding expectations for success.

Read, watch, and listen to these resources from a variety of experts to learn more about how to leverage this behavior:



[Making Sure Your Employees Succeed](#) | Harvard Business Review

Helping employees set and reach goals is a critical part of managers' jobs. By establishing and monitoring targets, you can give your employees real-time input on their performance while motivating them to achieve more.



[3 Ways to Push Your Team to Be More Productive and Not Be a Tyrant](#) | Inc.

Leadership means connecting with your team to drive actions that accomplish objectives. But how do you push people without being too pushy? Define goals and give your team a clear sense of direction by tapping into three behavioral touchpoints: expressiveness, assertiveness, and flexibility.



[Four Ways to Challenge Employees to Reach Their Potential](#) | Forbes

Your goal is to challenge your employees, so they grow toward their potential, but that's easier said than done. You want to correct their deficits without demoralizing them and push them without pushing them out the door. Learn effective strategies to help push employees to succeed rather than to leave.



[How to Motivate and Inspire Your Team to Achieve Better Results](#) | Forbes

Finding thoughtful ways to motivate your team is great for the bottom line since it directly connects to the success of your company. If you're wondering how to achieve better motivation and inspire your team to be their best selves, this article provides some places to start.



[3 Ways to Set Effective Performance Goals](#) | Gartner

Ineffective goals make each part of the performance management process more difficult, which can lead to poor employee performance, lower engagement, and missed business goals. Gartner research identified three barriers to effective goal setting: 1) Diverse work makes strategic alignment harder, 2) individual goal setting overlooks team-based work, 3) annual goal setting doesn't keep up. Learn some methods to overcome these barriers and improve your goal setting.



[How Effective Goal Setting Motivates Employees](#) | McKinsey

Nobody likes annual performance reviews. Even high performing employees can be demoralized by rigid or arbitrary goals. But what if you could find a way to flip it – turning the annual performance review process into a positive moment where employees feel empowered to learn and grow?