Chapter 65

Different Strokes...

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Keywords: rewards, motivation.

Key OB Topics: motivation.

The narrative:

John gave what he thought was a very motivating sales pitch to Henry to ask him to take part in an activity that he thought that Henry would like.

Henry listened attentively, but was silent. In response to Henry's silence, John continued more vigorously to make his argument.

Henry continued to sit politely and listen as John spoke. Suddenly, Henry stood up, smiled politely, and left without saying a word to John.

What John did not realize was that Henry came from a culture that found neither the activity nor the sales pitch to be motivating.

Reflection

What motivates one person does not motivate everyone. Henry came from a culture that found neither the activity nor the sales pitch to be motivating.

Questions

- Why do you think Henry was not motivated?
- What should John have done differently to better motivate Henry?