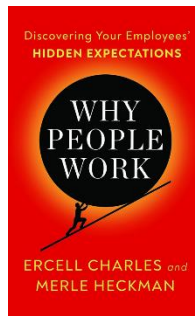


ERCELL CHARLES
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Why People Work



Why do people work? This is a very simple and obvious question. And when we ask people this question, we usually get a simple and seemingly obvious answer – “DUH! They want to get a paycheck.” The wise and insightful leader will go beyond this obvious response and come to grips with the fact that there are more complex and hidden human needs within the human spirit.

As a result of attending this session, you will:

- Understand the hidden expectations of your co-workers/employees
- Identify strategies and techniques to inspire and motivate co-workers/employees
- Create an authentic employee engagement culture