# Management Essentials

# Exercise #4 Team Motivation

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| Team Member Motivation | | | | |
| What is one performance by team members that you would like to increase or decrease? | |  | | |
| What is the pinpointed behavior? | Does it Need to be Strengthened or Weakened? | What antecedents can be used to trigger this behavior? | What are the current Consequences? | What reinforcing consequences can strengthen this behavior? |
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| Evaluate: What was the data on this performance before? What is the performance after making the above change? Have you graphed it? |  | | | |