# **Motivating Others to Change**

## Revolution redefine possible.

Before we begin, please enter your name in the chat box with your title or function and location.

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"Success isn't just about what you accomplish in your life, it's about what you inspire others to do" Anonymous

## Correction does much, but encouragement does more. van Goethe

If your actions inspire others to dream more, learn more, do more and become more you are a leader" John Quincy Adams



According to Harvard Business Review, 70% of change initiatives fail. This figure is often quoted in organizational change literature. Some reasons for this include employee resistance, lack of management, and lack of leadership role-modeling.



Understanding Why Empathy Is So Important In Change

How to Understand Your Employee's Fears



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On a scale of 1 (low) and 5 (high) how important is "Empathy" in managing change? Please enter a number in your chat window.

## The Importance of

## in Change







facilitating change? employees?

## Group Discussion

- 1. Discuss in your breakout groups why "Empathy" is so important to
- 2. What are some of the key factors
  - that you need to consider when
  - addressing the attitude of your

## Key insights on Empathy and Change

- Most managers and executives don't consider the impact of
  - <u>change</u> on their
  - employees.
- If they consider it at all,
- they rely on their "gut".
  End result? Change
  - initiatives easily get
  - stalled.

## Profile your audience, even if it is only one person!

# Steps to Managing Change in Others





# What is the impact of the change?



## Communicate the Change



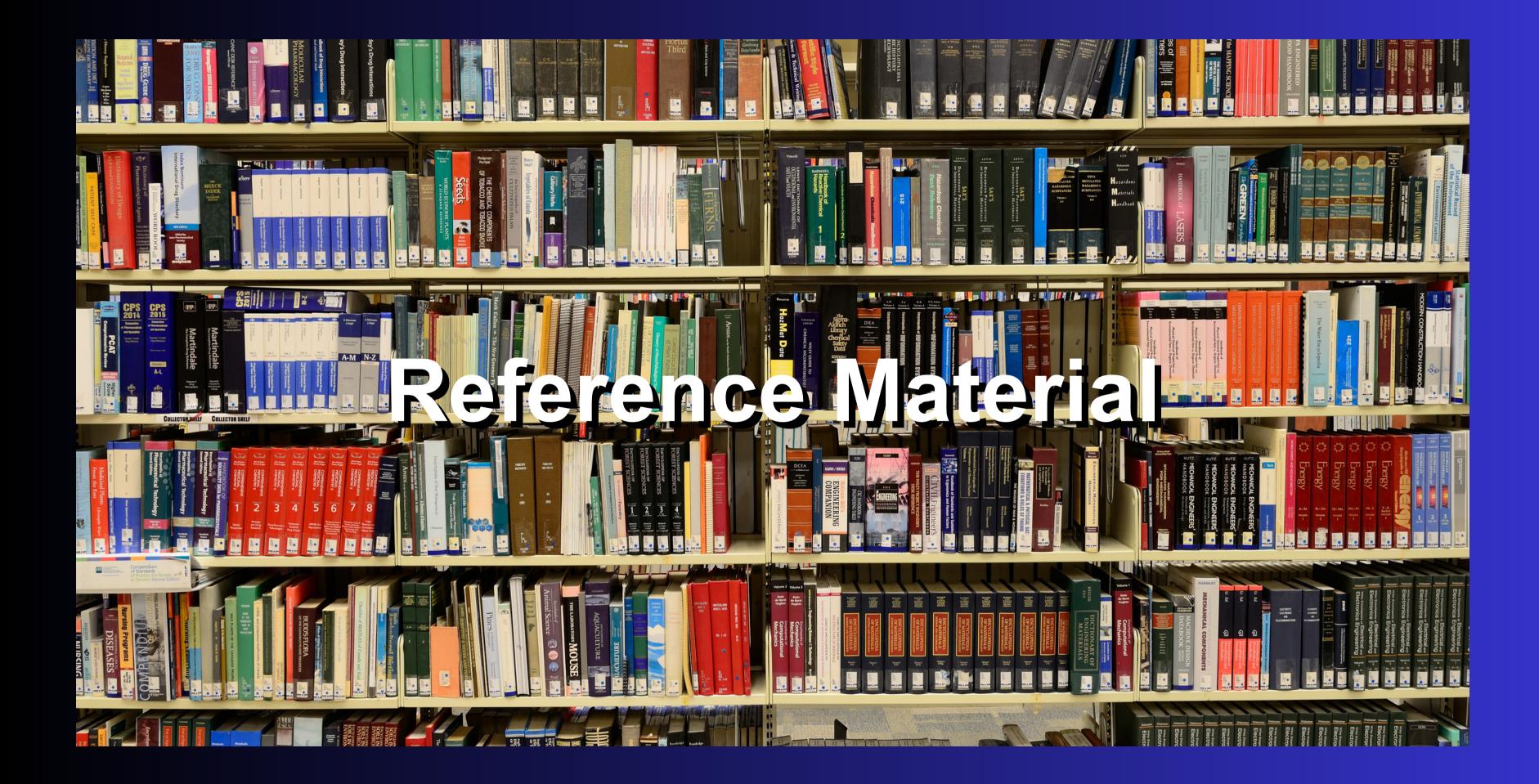
## Support the employee every step of the way



## Encourage Engagement and Feedback

**Group Discussion** You are about to make a major change to your work processes. Discuss what steps you need to take to effectively manage this change?





### **Further Reading**

- 1. "Leading Change" by John P. Kotter
- 2. "Switch: How to Change Things When Change Is Hard" by Chip Heath and Dan Heath
- 3. "Who Moved My Cheese? An Amazing Way to Deal with Change in Your Work and in Your Life" by Spencer Johnson
- 4. "Our Iceberg Is Melting: Changing and Succeeding Under Any Conditions" by John Kotter and Holger Rathgeber
- 5. "Atomic Habits: An Easy & Proven Way to Build Good Habits & Break Bad Ones" by James Clear
- 6. "Atomic Actions: Implementing Change in the Real World" by Michael Pedersen
- 7. "Drive: The Surprising Truth About What Motivates Us" by Daniel H. Pink.



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## Thank you very much!



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