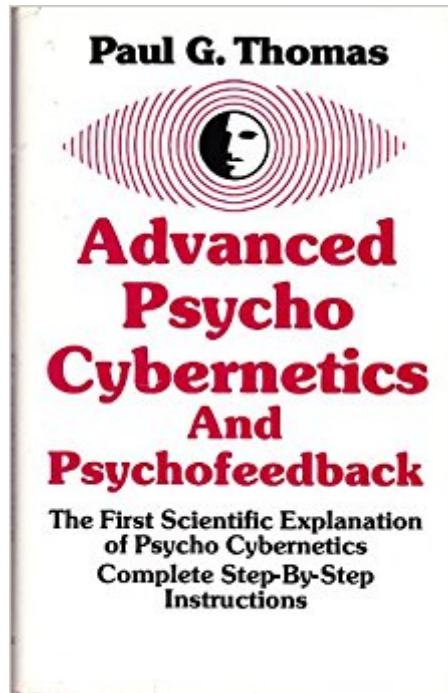


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Christopher Rees

I've looked for years for these tapes, and found them on . I used them in the late 80's. Became the top seller for yearsin my sales industry. In wonderful shape, thanks so much !!!

While I agree with Mr. Thomas to some extent on what he believes motivates people in an organization, I also believe his theories alone can get you in trouble.He seems to propose that all it takes to motivate people is to provide them with the necessary knowledge to 'find themselves' and this alone is enough. I disagree.While his ideas are very necessary ingredients, it is by no means the total solution to the motivation problems faced by managers. People also need to feel valued and monetary rewards do have long term effects if used properly. All the knowledge in the world is not going to keep a person motivated if their salary is below par and they do not feel as though they provide value to the organization. All you are doing is pushing the person to take the knowledge and move on, leaving you to 'motivate' someone else all over again.I've watched managers take Mr. Thomas' approach in managing an organization and in most cases you can feel the tension when

you walk in the door. There is constant bickering, backstabbing and a sincere desire amongst the workforce to find something better. Although Mr. Thomas provides an interesting view of an also interesting subject, I feel anyone subscribing to his views of how to motivate people are likely not going to get the results they desire.

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