

Getting 40% More Buy-in & Productivity With R.E.S.P.E.C.T.



Traci Duez

Traci earned a bachelor's degree in chemistry from Case Western Reserve University in Cleveland, OH. She entered the master's program in athletic coaching at The Ohio State University. She has coached basketball at the high school and collegiate levels. She was also a project manager for 17 years and directed over 100 consultants for an IT consulting firm.

Traci has spoken to more than 15,000 people over the past 6 years including over 70 PMI chapters including 4 PMI Global Congresses.

Today she applies her background in science and coaching to help Project Managers and executives measurably improve their thinking and leadership skills using the breakthrough science of neuro-axiology. You'll learn more about her and neuro-axiology during this presentation as well as how to immediately apply your new knowledge to your career and your life.

Discover the 7 Steps of Intrinsic Motivation

What would it mean to your stakeholders, project, and career if you could consistently get 40% more productivity and commitment from your team members? Do you think that it's possible?

Studies by Dr. Robert Hartman have shown that workers (team members, clients, stakeholders, etc.) withhold, on average, 40% of their capacity. He also discovered how to release that 40% latent reserve through "intrinsic validation".

If you could release that 40% latent reserve...

- How much more successful would your projects be if your team members gave you 40% more than they are currently?
- Do you think your quality and performance would increase?
- Would your team's communication and cooperation be enhanced?

In this presentation, you will learn why extrinsic motivation may **not** work in the 21st century and how you can use the principles of R.E.S.P.E.C.T. to lead better.

You will discover:

- The 3 Dimensions of Value
- How value generation is the key to all success
- 7 Steps to Intrinsically Motivating people
- The important truth to getting 40% more

Testimonial:

"Traci is not only an engaging speaker; she brings new ideas to the table rather than just repackaging the old ones. She is personable, energetic and knowledgeable. She applied her subject to the PM world so you feel as if she is speaking directly to you instead of the general audience. Traci is a speaker that you can hear more than once and hear a new message every time. Definitely worth the time..."

- Cynthia Buchanan, PMP, Houston TX