



## HOW YOU INCENTIVIZE OTHERS

The following statements are generated from your Component Usual scores. Carefully read each statement and check the ones that are most significant to you. Remember, a statement appears because it may be significant for you, not because it is significant. Only you can decide which statements are most relevant for you.

- Tend to tell people frankly what you think is their value
- More at ease when incentives can be determined from some pre-existing remuneration plan
- Much prefer to recognize achievement with concrete financial rewards
- Value employees who are busy and seem always to be heavily scheduled