

BrainPrints

OVERVIEW OF SOLUTION



Harnessing the power of Intrinsic Motivation for better performance, resilience, and fulfillment.

In our complex working world, leaders and managers are required to adapt and develop the skills needed to get the best performance with fewer resources. Intrinsic Motivation is an emerging growth area that allows for just that. Intrinsic Motivation is internal motivation. It is passion, enjoyment, purpose, growth, self-expression—you want to “do the thing,” regardless of any external factors. In contrast, Extrinsic Motivation, such as promotions, pay raises, and benefits, are finite, leaving managers and leaders with limited opportunities to enhance it. Simply put, leaders and managers should focus on harnessing the power of Intrinsic Motivation for the benefit of their people and their business objectives. Through activating Intrinsic Motivation, leaders and managers can foster and sustain internal motivation within their team members; retain the freedom to directly activate and enhance performance; create a sense of satisfaction and fulfillment from the inside out; and instill a sense of persistence and resilience within their people.

The BrainPrints™ framework provides both a strategic and tactical guide for leaders and managers to create an environment that fosters Intrinsic Motivation within their people. By identifying which of 6 BrainPrints™ Intrinsic Motivation patterns a team member most closely aligns with (Seekers, Advisors, Builders, Orchestrators, Visionaries, and Strategists) leaders and managers can build teams, assign projects, direct work, and innovate in ways that enable individuals to do their best work through their own personal investment. With a deeper understanding of the Intrinsic Motivation patterns of team members the BrainPrints™ approach provides, leaders and managers can accelerate individual performance from the inside out, enhance satisfaction, improve retention, and increase successful outcomes.