



The “NON-COMPLIANCE” Filter

ARE YOU ABSOLUTELY, POSITIVELY CERTAIN THAT ...

- They have the skills necessary to do the task?
- They know your precise expectations?
- They know how the task fits into the “Big Picture”?
- They clearly understand the task?
- They understand your priorities?
- They aren’t right in thinking your way won’t work?
- They don’t have a better way to do the task?
- There is a reward for doing what you want?
- There is a consequence for not doing the task?
- They aren’t being rewarded for not doing the task?
- They aren’t being punished for doing the task?
- They are simply being insubordinate?
- That the task/job is a good fit?
- Your expectations are reasonable?

Excerpt from “Why People Aren’t Doing What We Want Them To Do and What We Can Do About It”

© 2007 Renaissance Unlimited, Inc. All Rights Reserved

www.greggray.com