

How to Motivate Your Team With Something Besides Money

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Inc.:

Why do so many workplace and workforce ‘improvements’ backfire? Why do our people always seem like they’re on the brink of revolt, distracted and anxious?

In the technology-driven age of lean and agile, it’s humbling for management to admit that we too often fail to optimize the human element in work. We know that our teams will make or break a business, but we still struggle to truly engage them.

I recently had a fascinating conversation with my friend Dan Ariely about what really motivates teams...and how often we miss the mark. Because I’m a huge nerd for economics and behavioral psychology, I sent a cold email to Dan about three years ago, asking him a few questions, and we have been in touch since.

Read the whole story: [*Inc.*](#)