

DEVELOPING LEADERSHIP BEHAVIOR THAT DRIVES  
PROFITABILITY IN YOUR ORGANIZATION

# UNLOCK BEHAVIOR UNLEASH PROFITS



SECOND EDITION

LESLIE WILK  
BRAKSICK, PH.D.

# Unlock Behavior Unleash Profits

**Leslie Wilk Braksick**



## **Unlock Behavior Unleash Profits:**

**Unlock Behavior, Unleash Profits** Leslie Wilk Braksick, 2000 The founder of The Continuous Learning Group a consulting firm to the Fortune 100 shows step by step how to apply behavioral psychology in the workplace to improve leadership productivity and profitability

**Unlock Behavior, Unleash Profits: Developing Leadership Behavior That Drives Profitability in Your Organization** Leslie Wilk Braksick, 2007-05-22 This book gives away tools and methods used by the largest behaviorally based management consulting firm in the world CLG [www.clg.com](http://www.clg.com) It is filled with client stories case studies testimonials and most importantly the secrets to what has led to personal and organizational transformations in blue chip companies Behavioral Science applied to business Why is being a leader more challenging now than ever before Our world has never had greater threats nor greater opportunities So many of them come down to people relationships behavior It is up to you to engage the hearts and minds of your people and to unleash discretionary performance through the systematic use of Behavioral Science Nothing changes until behaviors change It's about your success If you are a leader with an agenda for change this is the book for you It's not enough to have brilliant strategies efficient processes and agile people Dr Braksick shows how to make these ingredients work together so you can transform your organization's performance Using the clear guidance in this book you can identify the behaviors needed in your organization to consistently produce desired results You will learn how to arrange the work environment to encourage those behaviors up and down the organization And you will learn how to change your own leadership behaviors to make things happen while engaging people's hearts and minds Refreshing candor Dr Braksick helps leaders tackle their toughest business challenges using the science of human behavior backed by more than 80 years of research In her unique engaging way Dr Braksick makes Behavioral Science accessible to leaders translating it into usable tools you can apply immediately Her directness caring and passion for improving performance and organizations is inspiring Be the leader for others that you seek other leaders to be for you Make a difference through your words and actions as these are your most powerful gifts This book gives you the simple formula for unlocking success in yourself and in others

**Unlock Behavior Unleash Profit** Braksick, It's not enough to have brilliant strategies efficient processes and agile people It's what these people do and don't do that builds success or failure Backed by 50 years of scientific research Fortune 500 thought leader Leslie Braksick has revised and updated her landmark book which provides powerful tools to help you whether you're an executive entrepreneur or manager in any field to unlock behavior and unprecedented profits

**Unlock Behavior, Unleash Profits** Leslie Wilk Braksick, 2007 *Big Heart, Big Profits* Tom McDonald Ph.D., 2013-05-30 Our soul is in trouble at work We are caught up in the relentless search for promotions and bigger pots of money The strategies skills and tools we use are outmoded We need a new understanding one that focuses on human beings and their direct connection to financial success In a remarkably candid way *Big Heart Big Profits* shows you how to liberate the souls of people and to benefit financially from the effort Written in a unique memo format it offers eleven

strategies fifty skills and more than one hundred tools that can guarantee you success at work Yes there is life after this business recession and a great one at that if you learn how to liberate the soul of business These strategies include among other things making work interesting recognizing and rewarding consistently and turning on brain power But theres more For the first time you will hear about what may be the best way to put all these strategies into action strategy 11 Use friendship love as your business driver If you want to succeed in this turbulent work world you will need a bold new approach Big Heart Big Profits lays out that journey for you *OBM Applied! Volume 3* Manuel Rodriguez, Daniel Sundberg, Shannon Biagi, 2016-08-20 Volume 3 of OBM Applied is focused on engaging employees stakeholders and the project team to ensure a successful performance improvement project Readers will delve into the art and science of employee engagement the use of data in performance improvement projects and ensuring the effort was of value to people and the organization as a whole Back cover *Handbook of Organizational Performance, Volume I* Douglas Johnson, C Merle Johnson, 2024-08-30 This book covers the intersection of behavior analysis and management including a comprehensive examination of different topics within organizational behavior management It exemplifies how behavior science can be extended to drive business performance improvements at both the individual level and the organizational level Featuring some of the top researchers and consultants from across the globe Volume I covers topics from a historical foundation demonstrates how the basic foundations of research principles and philosophy derived from behavior analysis relates to employee and organizational behavior comes with a new epilogue and is supplemented by review questions is an indispensable resource for instructors practitioners and students of organizational behavior management Each chapter in this volume is written as an introduction to its topic thus making the book an ideal resource for students of business and behavior wanting to learn more about how various management tools can draw out and reward the best in employees The chapters in this book were originally published in the Journal of Organizational Behavior Management *Sources of Behavioral Variance in Process Safety* Timothy D. Ludwig, 2019-12-18 Process safety management seeks to establish a multi level system to assess document maintain and inspect equipment and work practices integral in controlling highly toxic and or reactive materials In a highly engineered environment any variance can set off a chain of events that increases the probability of a process safety incident as violent as an explosion Human behavior is often the biggest source of this variance but it can also be the biggest asset for process safety management Process industries are looking to understand sources of behavioral variance and build better processes based on sound behavioral science Because of this clear link between behavior and process safety performance the behavior science community has been challenged to research the behavioral root causes leading to variation that threaten process safety create and evaluate behavioral interventions to mitigate this variation and identify the system factors that would influence the behaviors necessary to promote process safety This book seeks to translate behavior analysis into practical systems that can help reduce human suffering from catastrophic process safety events All of the chapters in this

book were originally published in the Journal of Organizational Behavior Management

**Encyclopedia of Behavior Modification and Cognitive Behavior Therapy** Michel Hersen, 2005-01-25

The three volume Encyclopedia of Behavior Modification and Cognitive Behavior Therapy provides a thorough examination of the components of behavior modification behavior therapy cognitive behavior therapy and applied behavior analysis for both child and adult populations in a variety of settings Although the focus is on technical applications entries also provide the historical context in which behavior therapists have worked including research issues and strategies Entries on assessment ethical concerns theoretical differences and the unique contributions of key figures in the movement including B F Skinner Joseph Wolpe Aaron T Beck and many others are also included No other reference source provides such comprehensive treatment of behavior modification history biography theory and application

**Thematic Coverage** The first of the thematic volumes covers **Adult Clinical Applications** Adults are the most common population encountered by researchers clinicians and students and therefore more than 150 entries were needed to cover all necessary methods The second volume covers **Child Clinical Applications** in 140 entries One especially useful aspect of this volume will be the complications sections addressing what can go wrong in working with children This is an area often overlooked in journal articles on the subject Volume III **Educational Applications** addresses a range of strategies and principles of applied behavior analysis positive behavior support and behavior modification and therapy These entries focus on classroom and school contexts in which the instructional and behavioral interactions between teachers and their learners are emphasized

**Unique Easy to Follow Format** Each of the volumes entries address a full range of mental health conditions and their respective treatments with the aim of providing systematic and scientific evaluation of clinical interventions in a fashion which will lend itself to the particular style of treatment common to behavior modification Major entries for specific strategies follow a similar format

- 1 Description of the Strategy
- 2 Research Basis
- 3 Relevant Target Populations and Exceptions
- 4 Complications
- 5 Case Illustration
- 6 Suggested Readings
- 7 Key Words

Biographical sketches include the following

- 1 Birthplace and Date
- 2 Early Influences
- 3 Education History
- 4 Professional Models
- 5 Major Contributions to the Field
- 6 Current Work and Views
- 7 Future Plans

Readership This encyclopedia was designed to enhance the resources available to students scholars practitioners and other interested social science readers The use of in text citations jargon and descriptions of research designs and statistics has been minimized making this an accessible comprehensive resource for students and scholars alike Academic and research librarians in the social sciences health and medicine will all find this an invaluable addition to their collections

**Key Features** Three thematic volumes and over 430 total entries Five anchor articles in each volume provide context on major issues within the field Key words and lists of suggested readings follow each entry Contributions by internationally renowned authors from England Germany Canada Australia New Zealand and the United States

**Volume Editors** Volume I **Adult Clinical Applications** Michel Hersen Johan Rosqvist Pacific University Volume II **Child Clinical Applications** Alan M Gross Ronald S Drabman University of

Mississippi Volume III Educational Applications George Sugai Robert Horner University of Oregon Advisory Board Thomas M Achenbach Ph D Department of Psychiatry University of Vermont Stewart W Agras M D Department of Psychiatry Behavioral Science Stanford University School of Medicine David H Barlow Ph D ABPP Center of Anxiety and Related Disorders Boston University Alan S Bellack Ph D ABPP Department of Psychiatry University of Maryland School of Medicine Edward B Blanchard Ph D Department of Psychology University of Albany SUNY James E Carr Ph D Department of Psychology Western Michigan University Anthony J Cuvo Ph D Rehabilitation Institute Southern Illinois University Gerald C Davison Ph D Department of Psychology University of Southern California Eric F Dubow Ph D Psychology Department Bowling Green State University Rex L Forehand Ph D Psychology Department University of Vermont Arnold A Lazarus Ph D ABPP Center for Multimodal Psychological Services Robert P Liberman M D Department of Psychiatry West Louisiana VA Medical Center Scott O Lilienfeld Ph D Department of Psychology Emory University Marsha M Linehan Ph D ABPP Department of Psychology University of Washington Nathaniel McConaghy DSc M D School of Psychiatry University of N S W Australia Rosemary O Nelson Gray Ph D Department of Psychology University of North Carolina Greensboro Lars G ran st Ph D Department of Psychology Stockholms Universitet Sweden Alan D Poling Ph D Department of Psychology Western Michigan University Wendy K Silverman Ph D Department of Psychology Florida International University Gail Steketee Ph D School of Social Work Boston University Douglas W Woods Ph D Department of Psychology University of Wisconsin Milwaukee Behavior Analyst ,2001 **Proshikhyan** ,2005 American Book Publishing Record ,2000-07 **Recruitment and Selection in Canada** Victor M. Catano,2001 Recruitment and Selection in Canada is designed to meet the needs of both students and practitioners working in human resources or personnel psychology and provides an up to date review of the current issues and methodologies that are used in recruiting and selecting employees for Canadian organizations **Bowman's Accounting Report** ,2000 *Handbook of Online Learning* Kjell Erik Rudestam, Judith Schoenholtz-Read,2002-02-19 I found the book excellent and read every one of the 450 pages Many of the chapters reflect the Fielding Institute s focus on human and organizational behaviour educational leadership and organizational management The book will be particularly appropriate for readers from a corporate training or business school background though there is much for academics and online educators at all levels and subject areas to learn from this well crafted book There are many books and articles about online learning This is one of the better ones Robin Mason Computers and Education Technology mediated instruction has taken the university and the corporate sector by storm As more instructors teach online for a dispersed learning community in both academic and business environments there s a need for resources that will help them adapt to this new teaching method Educators who come out of traditional academic institutions tend to use traditional methods when offering courses online e g lectures textbooks and readings examinations rather than attend to small group processes and principles of what the editors of this volume call andragogy This Handbook goes beyond the mechanics of how to create and direct an online

learning experience to consider such a new approach to pedagogy in doing so The editors primary purpose is to clarify the conceptual issues that underlie effective online teaching and to offer practical guidance to educators and corporate trainers who plan to teach in a virtual environment Their central tenet is the adoption of computer networks as the teaching vehicle of the future demands a re examination of our core beliefs about pedagogy and how students learn The transfer of a classroom curriculum into cyberspace is deceptively simple but doing so without an appreciation of the nuances and implications of learning online ignores not only the potential of this medium but the inevitable realities of entering it Rather than fear the challenges that new technology brings to systems of learning the editors hope to help instructors embrace it by re thinking how knowledge is acquired and how educational processes may be optimally designed in a new age of teaching and learning Features Benefits Part I provides an overview and includes discussion of the unique structural aspects of the electronic learning environment pedagogical issues curriculum design psychological and group dynamics and ethical issues Part II examines practical issues associated with implementing courses online both in the traditional university setting and in professional corporate training environments The book draws heavily on personal case examples many from The Fielding Graduate Institute s 26 years of teaching in nontraditional distributed learning environments **CIO.** ,2000-04

**Business India** ,2008-07    **Occupational Hazards** ,2004    *Across the Board* ,2000    **The Indian National Bibliography** B. S. Kesavan,2009

## Adopting the Beat of Phrase: An Emotional Symphony within **Unlock Behavior Unleash Profits**

In some sort of taken by monitors and the ceaseless chatter of instant interaction, the melodic splendor and mental symphony produced by the prepared word often diminish in to the back ground, eclipsed by the relentless sound and interruptions that permeate our lives. However, nestled within the pages of **Unlock Behavior Unleash Profits** a marvelous literary treasure filled with fresh feelings, lies an immersive symphony waiting to be embraced. Crafted by an elegant composer of language, that interesting masterpiece conducts visitors on a mental journey, skillfully unraveling the concealed melodies and profound impact resonating within each cautiously constructed phrase. Within the depths with this poignant assessment, we can explore the book is key harmonies, analyze its enthralling publishing type, and submit ourselves to the profound resonance that echoes in the depths of readers souls.

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### **Unlock Behavior Unleash Profits Introduction**

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