







You have four minutes to complete this test of twenty items. Read all items before beginning to answer.





Difficult Employees Negative Whiners Passive-Aggressive Hostile-Aggressive



The Vicious Cycle Control Reward Reward Control Bad Behavior Reward Bad Behavior

So, Let's Fix It! – Provide Feedback
 The sooner the better Share impact of behavior Non-confrontational Don't attack Provide positive feedback, too
Priorido positivo recubucit, tec

So, Let's Fix It! – Set Expectations Get commitment to change Provide examples of altered behavior Communicate clear limits Consequences

So, Let's Fix It! – Follow Through	
Repeat behavior? Enact consequences!	
Flawed Four 1. Emotions 2. Avoidance 3. Misunderstandings 4. Debate	
It's Coaching Time You have a team meeting to discuss a new department process. Several times during the riceting, while you are making specific points, you catch Ionia looking at other employees and rolling her eyes.	

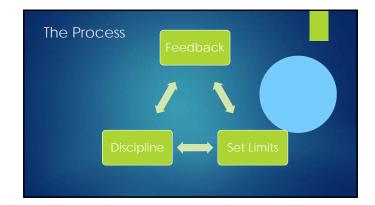
What Would You Do?	
Betty is the unofficial office social director. She goes from employee to employee socializing and sharing what she's leadersh from the previous employee. You believe he's the source for many of the office rum's. She does quality work, but today, once again, she returns from her break and immediately starts chatting with her coworker about what she's just heard.	

What Should You Have Done?

"I don't want to change offices," whines Jason when the decision confirmed that his unit will be moving to a different building "This is going to change everything—the way I drive to work, what time I have to leave home. I'm going to get caught up in traffic! Where will I park?"

Now What?

John has been a stellar performer his whole career, although he can be a bit of a hot head. Still, you wonder what you'd do without that There was an announcement last weak that a new software is being implemented that Dirichuse John to rekey a lot of historical information and there is a short window of time in which to respond. You know John is unhappy, but you had no idea it was this bad. You just got a call from the IT Director. John was just in his office berating him for not providing more notice.

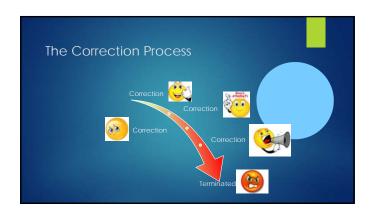






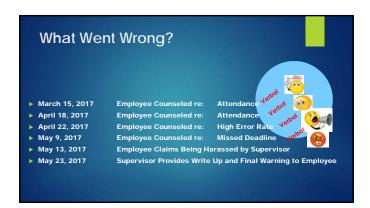
Protected Activity Filing a Claim Being a Witness Talking About Discrimination/Harassment Failure to Comply with Directives that Lead to Discrimination Resisting Advances/Protecting Another From Advances Requesting Accommodation FMLA OSHA Whistleblower Workers' Comp

Adverse Action Termination Change in Shift Demotion Low Performance Review Corrective Action/Warning/PIP Change in Work Location Vague Mistreatment

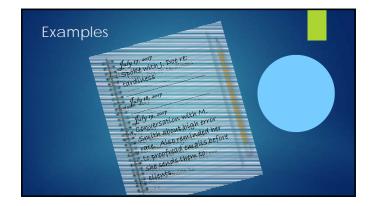


What Really Happens March 15, 2017 Employee Counseled re: Attendance April 18, 2017 Employee Counseled re: Attendance April 22, 2017 Employee Counseled re: High Error Rate May 9, 2017 Employee Counseled re: Missed Deadline May 13, 2017 Employee Claims Being Harassed by Supervisor May 23, 2017 Supervisor Provides Write Up and Final Warning to Employee

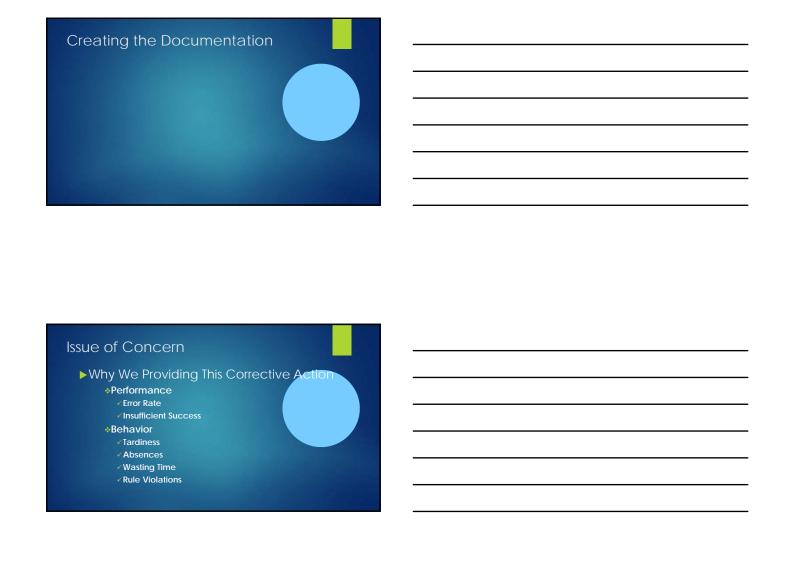
What Our Records Show | March 15, 2017 | Employee Counseled re: Attendance | Attendance | Attendance | Attendance | Attendance | High Error Rate | High Err

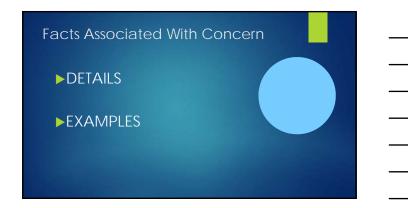












Impact on the Organization **▶**Critical **\$**\$ ▶Time to Correct ▶Overtime Costs ► Workplace Dynamics **Desired Performance** ▶ Ideal Situation **▶**Specific Arrive on Time ♦ Make Three Center Visits Per Day Stay on Task During Work Hours

Plan to Achieve Desired Performance Action Items Again, Be Specific Employee Will Visit 1 Center at 8:30; another at 11:00; another at 2:30 Gain Input from Employee Employee will Arrive at Work at 8:15 to Assure Ready to Work by 8:30 Employee will Socialize Only During Break Employee will Take Breaks Only in Designated Break Area

Date to Achieve Desired Performance ▶Option 1: Measure at Specific Date ▶ Option 2: State End of Corrective Period Consequences if Desired Performance Not Achieved **▶**State Additional Discipline Up Exactly What Will to And Including Happen Termination Your Next Steps ▶Buy Those Journals! ► Commit to Feedback Create a Defense! ▶ Be The Hero!

Let Do	This!
	Our policy requires two hour notice for unscheduled absence. Mary Jane has been employed with us for 8 months
She c begir ▶ 7/20/	17 Mary Jane had an unscheduled absence called in at 7:45. Her work day is scheduled to at 8:00. 17 Mary Jane arrives for work at 8:25
	17 Mary Jane calls at 7:50 to report that she t be in to work. She has a sore throat.





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2. Facts Associated With	
Concern: Our handbook policy states that two hours notice is required for an unscheduled absences. Mary Jane acknowledged receipt and	
understanding of the policies contained within the handbook on 11/1/16.	
On 7/17/17 Mary Jane called in at 7:45 to report an unscheduled absence	
on that day. Her supervisor, Joyce, reminded Mary Jane of the policy on	
7/18/17 when Mary Jane returned to work. On 7/31/17 Mary Jane called	
in at 7:50 to report an unscheduled absence on that day. Mary Jane is scheduled to report to work at 8:00 each work day.	
scheduled to report to work at 0.00 each work day.	
3. Impact On	
Organization: The Organization requires two-hours notice for unscheduled	
absences so that there is sufficient time to get coverage for the duties assigned	
to position. When Mary Jane doesn't provide sufficient notice, client or	
business partner meetings have to be rescheduled. On 7/17/17, we were unable to cover three client meeting and on 7/31/17, we were unable to cover	
four business partner meetings. All of these meetings had to be rescheduled	
for a future date. Rescheduling meetings causes frustration on the part of our	
clients and business partners who are anxiously awaiting services.	
Additionally, until these meetings are conducted, we are unable to invoice for	
these services. So, rescheduling the meetings causes delays in receiving revenue.	
icvenue.	
4. Desired Performance: Mary Jane will either arrive on	
time to work or will provide appropriate notice of an	
unscheduled absence.	

Performance: Mary Jane will either arrive at work by 8:00 a.m. each scheduled work day or will notify her Supervisor by 6:00 a.m. if she is unable to report to work that day Notification to the supervisor ay either be by telephone call text, or email.	Achieve Desired
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	mail.

6. Consequences If Desired Performance Not
Attained: Mary Jane will be placed on two-day unpaid
suspension if there is another occasion of failing to provide
appropriate notice for an unscheduled absence prior to 1/3 //18
(six months)

