

Re: Perform through Motivation Matters

Anne,

Thanks for the latest edition of Perform - thought-provoking as you intended !

One point I picked up which is very relevant to my teaching is the sentence "*My prejudice was to think of the Paralympics as something different and inferior to the Olympics*".

I deliver training modules to exporters designed to prepare them for the culture shock which awaits them. The most fundamental point I make is that people and cultures are different - not wrong or inferior. I try to get them to understand that because some folk are unpunctual, informal or less courteous it is because they are different - and they carry different values and expectations. Too many British exporters fail because they adopt the attitude that if it is different then it must be inferior. We need to understand why things are different - and then appreciate them for what they are.

See you soon.

Best Regards,

Mike