

## REWARDS BY STYLE

*Give examples of rewards each style would appreciate.*

### D

- ◆ Overt praise
- ◆ Receiving compliments
- ◆ Award or plaque with their name on it
- ◆ Memo to superiors about their achievement
- ◆ Raises based on merit
- ◆ Fringe benefits
- ◆ Increased responsibility and power
- ◆ Leadership roles
- ◆ Training for better jobs
- ◆ Promotions to higher rank
- ◆ Letting them report to person of status

### I

- ◆ Implementing their creative ideas
- ◆ Unique inventions and gadgets
- ◆ Freedom to choose tasks that interest them
- ◆ Fun clothing with the team logo
- ◆ Flexible work hours
- ◆ Excursions or vacations to exciting places
- ◆ Permission to cut down on detailed paperwork
- ◆ A three-day weekend
- ◆ Comfortable and original accessories
- ◆ Humorous gag gifts
- ◆ Tickets to a musical, comedy or concert
- ◆ Something fun their desk



### C

- ◆ Praise in the presence of people they admire
- ◆ Blue ribbon
- ◆ Leather planner
- ◆ Meaningful books
- ◆ Historical documents or heirlooms
- ◆ A quiet, isolated environment for work
- ◆ Approval for their competence
- ◆ Words that enhance their reputation/engraved stationery
- ◆ Computer software that improves efficiency
- ◆ Symphony or opera tickets
- ◆ Conventional poetry

### S

- ◆ Help to perform tasks
- ◆ A place on the team
- ◆ One-on-one praise
- ◆ Listening to them with understanding
- ◆ Friendly and patient attitudes
- ◆ Taking their questions seriously
- ◆ More time off
- ◆ Handmade gifts
- ◆ Social gatherings of their friends
- ◆ Personal gifts that show thought
- ◆ Significant photographs
- ◆ Written letters of gratitude