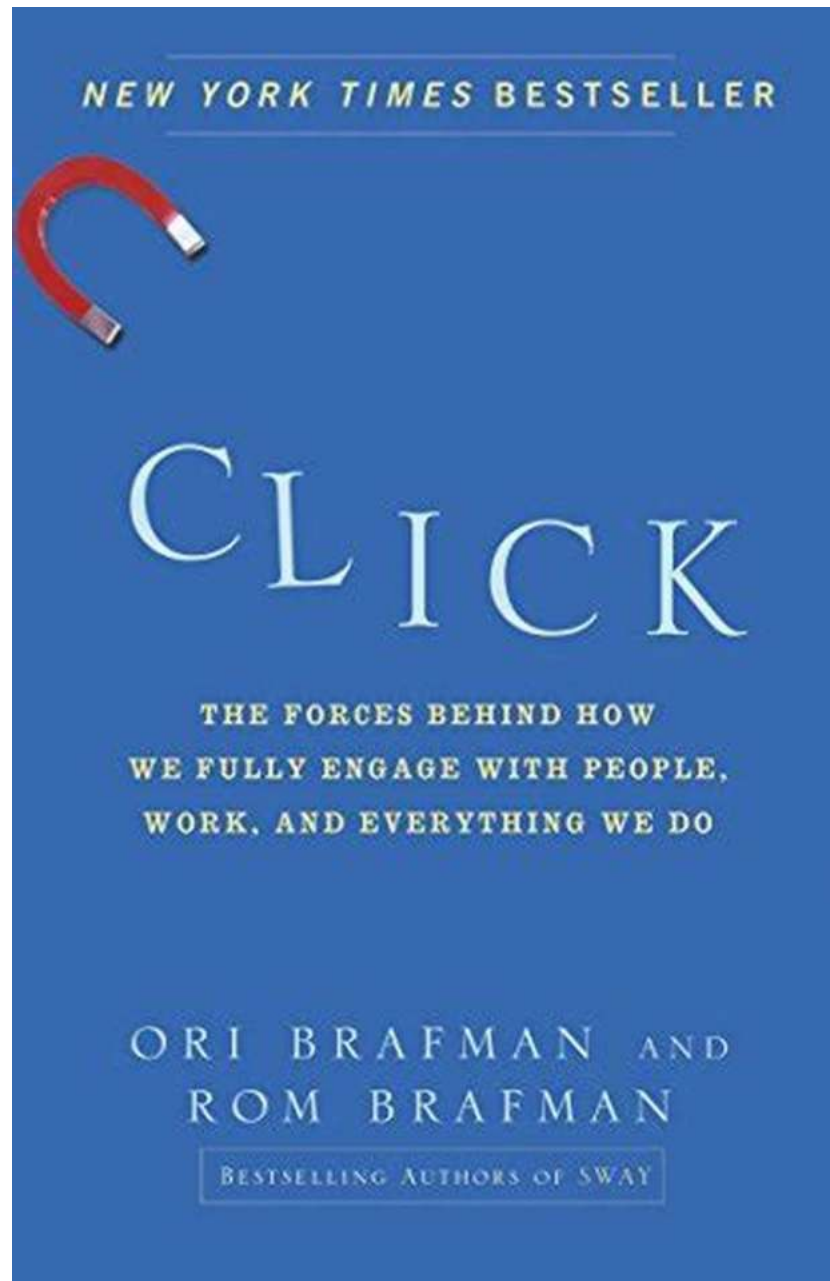


The Forces Behind How We Fully Engage With People, Work, and Everything We Do



Engagement plays a crucial role in our lives. It affects our relationships, work productivity, and overall satisfaction with life. But have you ever wondered what drives our engagement? What are the forces responsible for our ability to fully

engage with people, work, and everything we do? In this article, we will explore these forces and understand how they shape our experiences.

The Power of Purpose



Click: The Forces Behind How We Fully Engage with People, Work, and Everything We Do

by Ori Brafman (Kindle Edition)

★★★★☆ 4.4 out of 5

Language : English

File size : 1652 KB

Text-to-Speech : Enabled

Screen Reader : Supported

Enhanced typesetting : Enabled

Word Wise : Enabled

Print length : 226 pages



One of the main driving forces behind engagement is having a sense of purpose. When we have a clear understanding of our goals and why we are doing something, we become more invested in the task at hand. Purpose gives us direction and motivation, making it easier to fully engage with our work and relationships. Without purpose, we tend to feel lost or unfulfilled, leading to disengagement.

The Role of Autonomy



Another force that influences engagement is autonomy. When we have the freedom to make decisions and have control over our actions, we are more likely to feel engaged. Autonomy allows us to use our skills and creativity, giving us a sense of ownership over our work. However, when autonomy is limited, engagement can suffer. It is important for organizations and individuals to find the right balance between structure and freedom to foster engagement.

The Impact of Connection



Humans are social beings, and connection plays a significant role in our engagement. Having positive relationships, both personal and professional, enhances our overall well-being and engagement levels. Feeling connected to others creates a sense of belonging and support, making us more likely to invest our time and energy in those relationships. On the other hand, loneliness and isolation can lead to disengagement and negative impacts on our mental health.

The Importance of Mastery

Reference Data Facts 2012



- Global industry-wide survey of reference data professionals
- Results show: Poor quality of reference data continues to create major problems for financial institutions.
- Home-grown reference data solutions predominate, putting institutions at risk for meeting regulatory constraints
- Risk management is seen as a more important business driver for improving data quality than cost

Source: <http://www.data.com/2012/01/2012/>



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Reference Data Facts 2012, cont'd

- Despite recommended practices of centralizing reference data operations, 31% of the firms surveyed still manage data locally
- New and changing regulatory requirements have prompted many financial service companies to re-evaluate their reference data strategies. To prepare for new regulations, nearly 62% of survey respondents are planning to extend or customize their reference data systems during 2012 and 2013.



Source: <http://www.data.com/2012/01/2012/>



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Engagement is also influenced by the concept of mastery. When we develop our skills and expertise in a particular area, we feel a sense of accomplishment and engagement. Mastery brings a feeling of competence and confidence, which drives us to take on new challenges and invest our energy in further growth. Without the opportunity to develop mastery, engagement may suffer, and we may lose interest in the tasks at hand.

The Role of Recognition



Lastly, recognition plays a significant role in our engagement levels. When our efforts and achievements are acknowledged and appreciated, we feel valued and motivated to continue putting in our best efforts. Recognition can come in various forms, such as praise, rewards, or promotions. It boosts our self-esteem and encourages us to fully engage with our work and relationships. Lack of recognition, on the other hand, can lead to disengagement and demotivation.

In , several forces shape our ability to fully engage with people, work, and everything we do. Purpose, autonomy, connection, mastery, and recognition all play crucial roles in influencing our engagement levels. Understanding and harnessing these forces can lead to more fulfilling relationships, increased work productivity, and overall satisfaction with life. By recognizing the importance of these forces, we can strive to create environments that foster engagement and unleash our full potential.



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You know the feeling. You meet someone new—at a party or at work—and you just hit it off. There is an instant sense of camaraderie. In a word, you “click.” From the bestselling authors of *Sway*, *Click* is a fascinating psychological investigation of the forces behind what makes us click with certain people, or become fully immersed in whatever activity or situation we’re involved in.

From two co-workers who fall head over heels for each other while out to dinner and are married a month later (and fifteen years later remain just as in love), to a team of scientists who changed the world with the magic of their invention, these kinds of peak experiences, when our senses are completely focused on the moment, are something that individuals—and companies—strive to achieve. After all, when you’re in the “zone,” you’re happier and more productive. Why is it that we click in certain situations and with certain people, but not with others? Can this kind of magical connection be consciously encouraged? Is there a way to create such peak experiences, whether on a date or in your job?

According to Ori and Rom Brafman, there is.

In a powerful, story-driven narrative that weaves together cutting-edge research in psychology and sociology, the Brafmans explore what it means to “click”: the common factors present when our brain and senses are fully engaged. They identify five “accelerators” that increase the likelihood of these kinds of magic connections in our work and relationships.

From actors vying for a role on a popular TV series to police officers negotiating with hostage takers, we learn how one can foster an environment where we can click with another person and shape our thinking, behavior, and emotions.

A fascinating journey into how we engage with the world around us, Click will transform our thinking about those moments when we are in the zone and everything seems to fall into place.

Acclaim for Sway:

“A provocative new book about the psychological forces that lead us to disregard facts or logic and behave in surprisingly irrational ways.” –New York Times

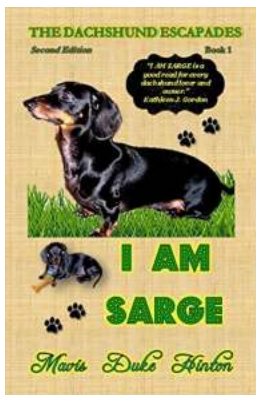
“A unique and compulsively readable look at unseen behavioral trends.” –Fortune

"A breathtaking book that will challenge your every thought, Sway hovers above the intersection of Blink and Freakonomics."--Tom Rath, coauthor of the New York Times #1 bestseller How Full Is Your Bucket?

“[An] engaging journey through the workings—and failings—of the mind...Their stories of senselessness...are as fascinating as the lessons we learn from them.”
–Fast Company

"Count me swayed--but in this instance by the pull of entirely rational forces. Ori and Rom Brafman have done a terrific job of illuminating deep-seated tendencies that skew our behavior in ways that can range from silly to deadly. We'd be fools not to learn what they have to teach us."--Robert B. Cialdini, author of New York Times bestseller Influence

"If you think you know how you think, you'd better think again! Take this insightful, delightful trip to the sweet spot where economics, psychology, and sociology converge, and you'll discover how our all-too-human minds actually work."--Alan M. Webber, founding editor of Fast Company



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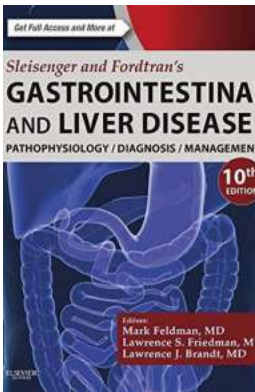
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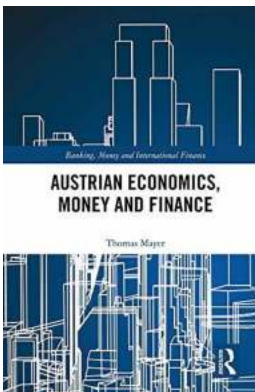
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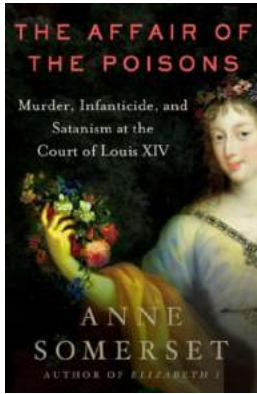
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