« The gift revolution »
Rethinking management

Jean-Edouard Grésy

UTOPIES & alternego
BUSINESS NOT AS USUAL



MOBILIZE, SUPPORT AND INSPIRE PEOPLE TO FOSTER PERSONAL GROWTH AND ACHIEVE SHARED GOALS

« Yes, but some prefer to play solo to accelerate their careers, succeed… »

« Yes, but if collective objectives are not clearly defined, it's hard to work together effectively… »



« Yes, but there are silos that hinder communication and trust… »

« Yes, but if everyone gives their opinion, it increases the expression of disagreement and conflict… »

« Yes, but there are less committed, less competent bozos who slow us down… »

« Yes, but it can't be decreed and it requires leadership from our manager… »

4 WAYS OF GETTING THINGS DONE



COMMAND
& CONTROL

Power

Rules

Negotiation

Gift



GIVE &
NEGOCIATE



MARCEL MAUSS



ALAIN CAILLÉ



« It’s the time you spent on your rose that makes your rose so important »
Antoine de Saint-Exupéry

ASKING

GIVING

RECEIVING

RECIPROCATING



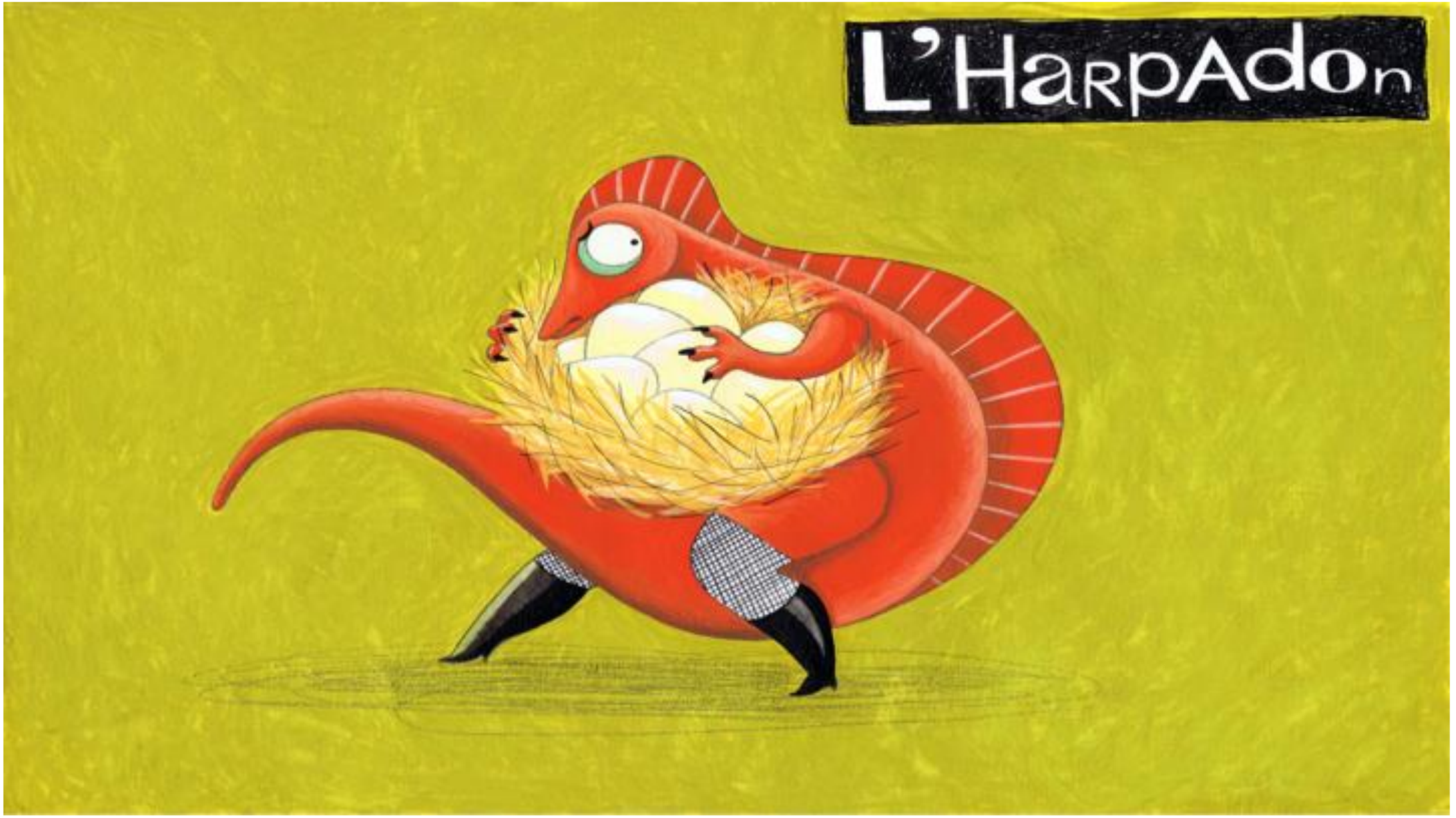
English translation : TYRANTSAURUS



English translation : TIMIDOSAURUS



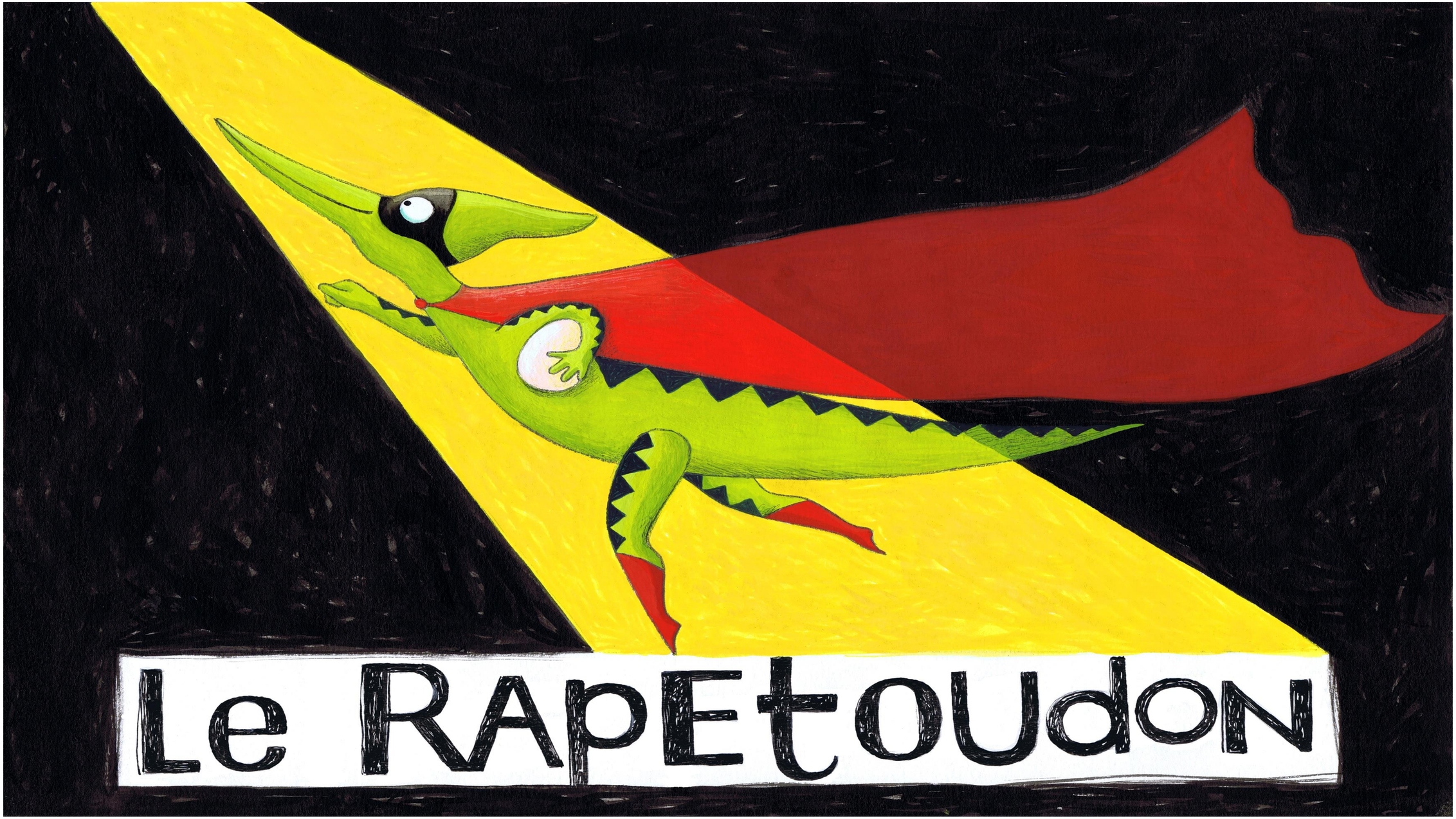
English translation : MEGALOSAURUS



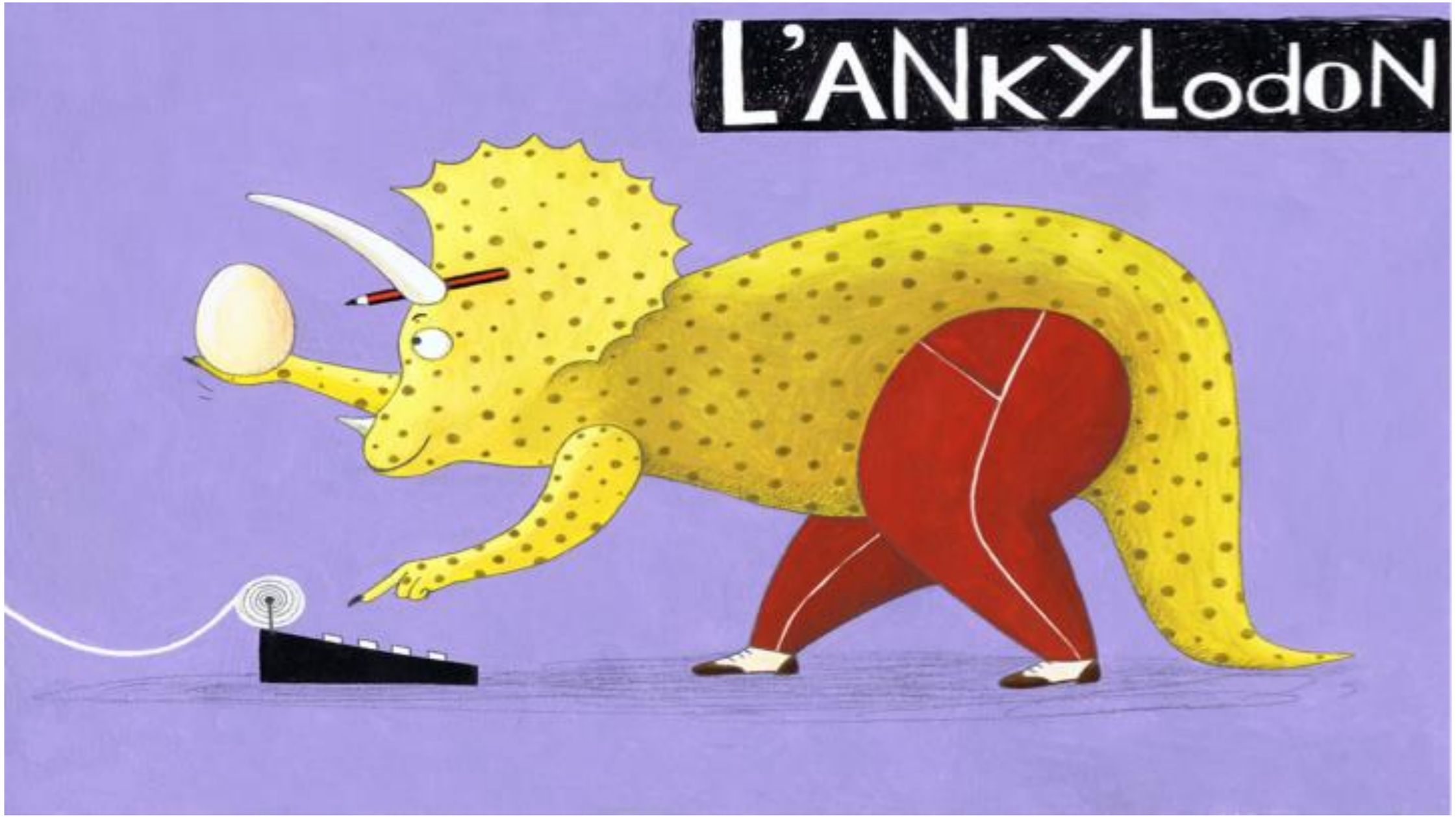
English translation : MISEROSAURUS



English translation : OYSTERSAURUS



English translation : RAPTOSAURUS



English translation : ANKYLOSAURUS

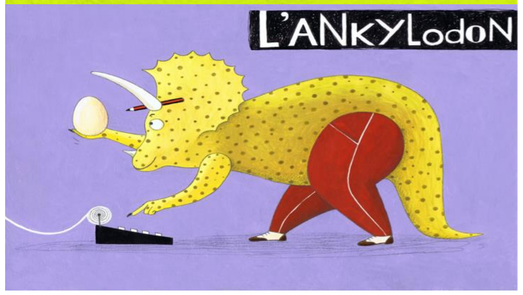


English translation : CALIMEROSAURUS









What are the major dinosaurs in your company?



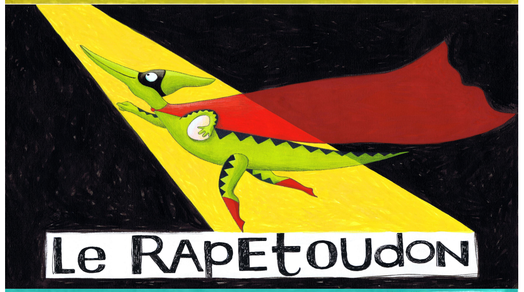
No access to Management

Here are a few tips:

- Check the nature of your links
- Reconnect in case of wrongdoing









FROM RECIPROCITY TO TRANSITIVITY

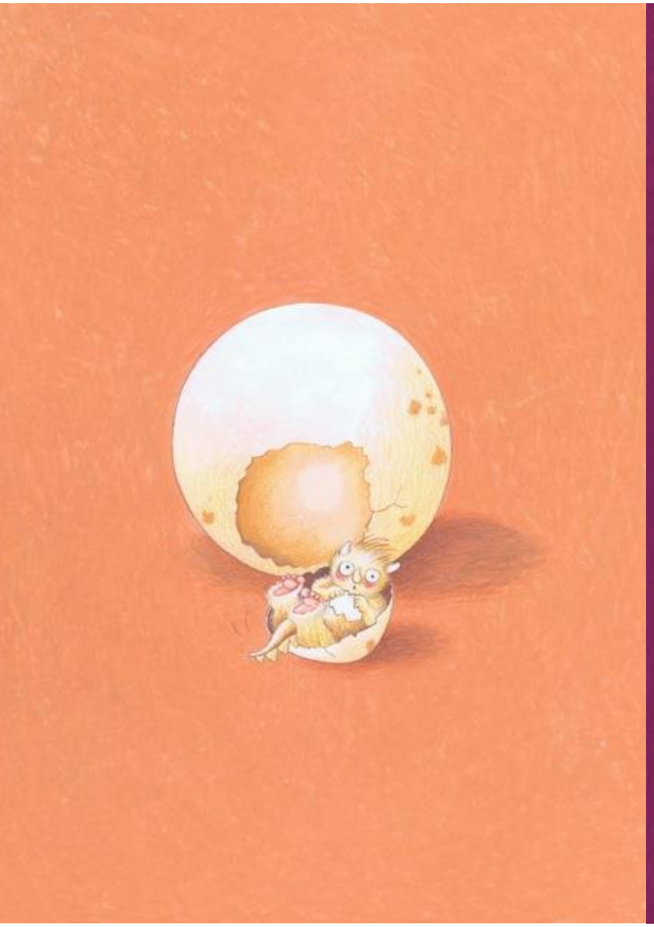


the gift must stay in motion



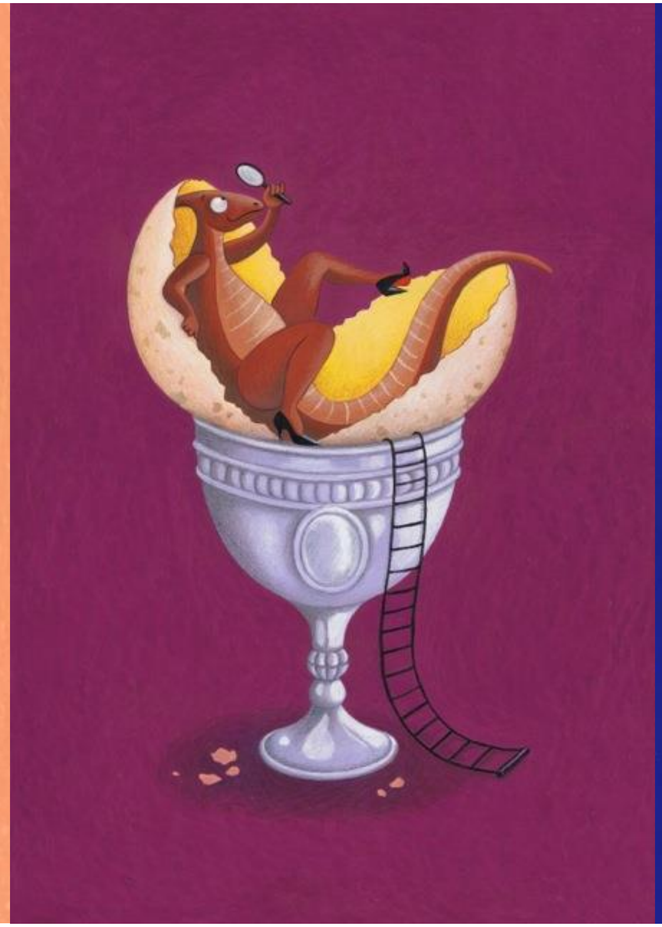
THE FOUR GIFT LANGUAGES

AFFECTION



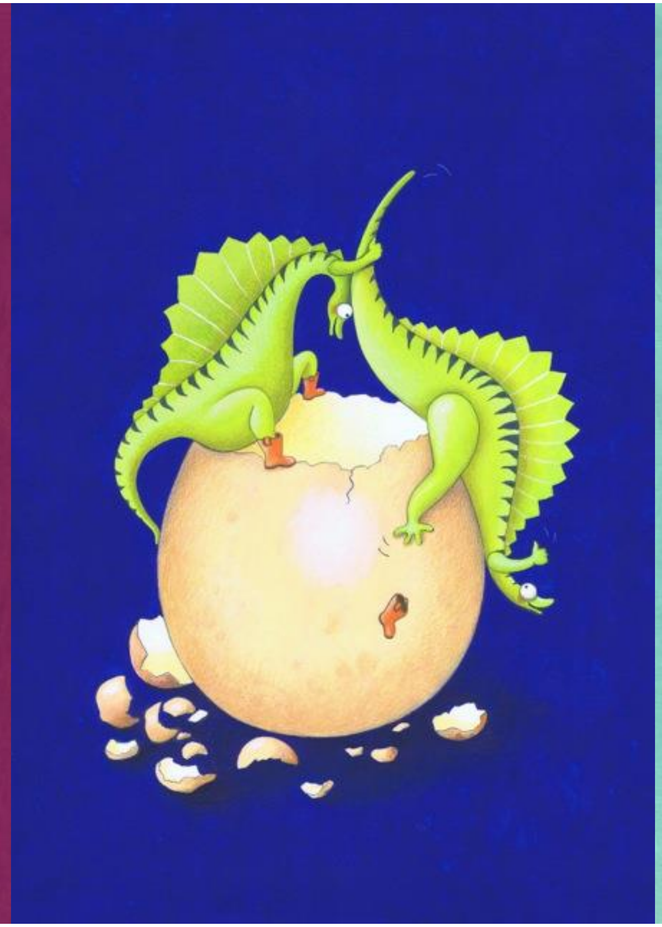
QUALITY TIME
RECEIVING GIFTS

CONSIDERATION



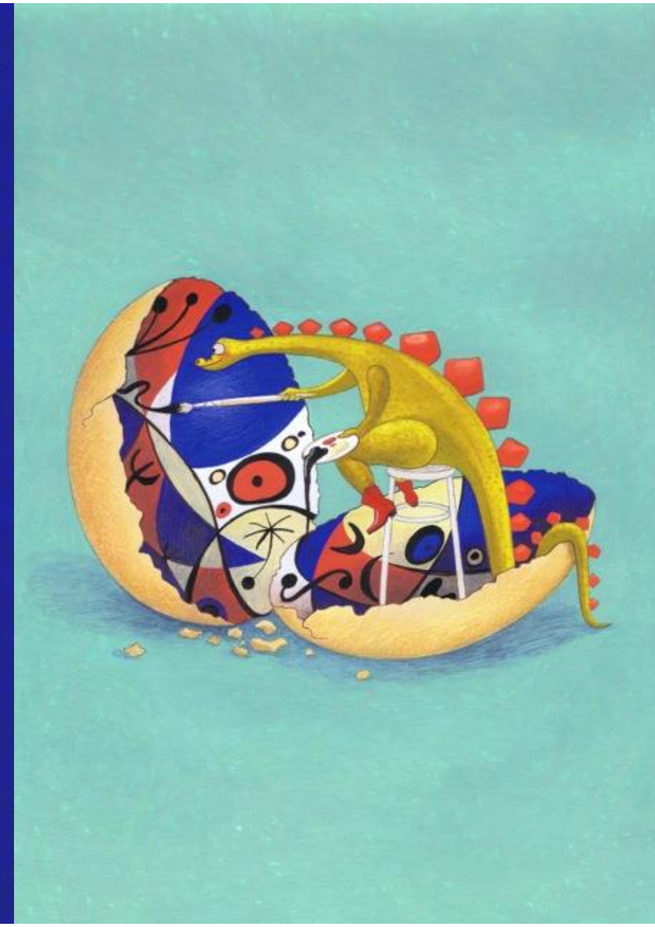
COMPLIMENTS
ACTIVE LISTENING

PARTICIPATION



ACTS OF SERVICE
RECOMMENDATION

INSPIRATION



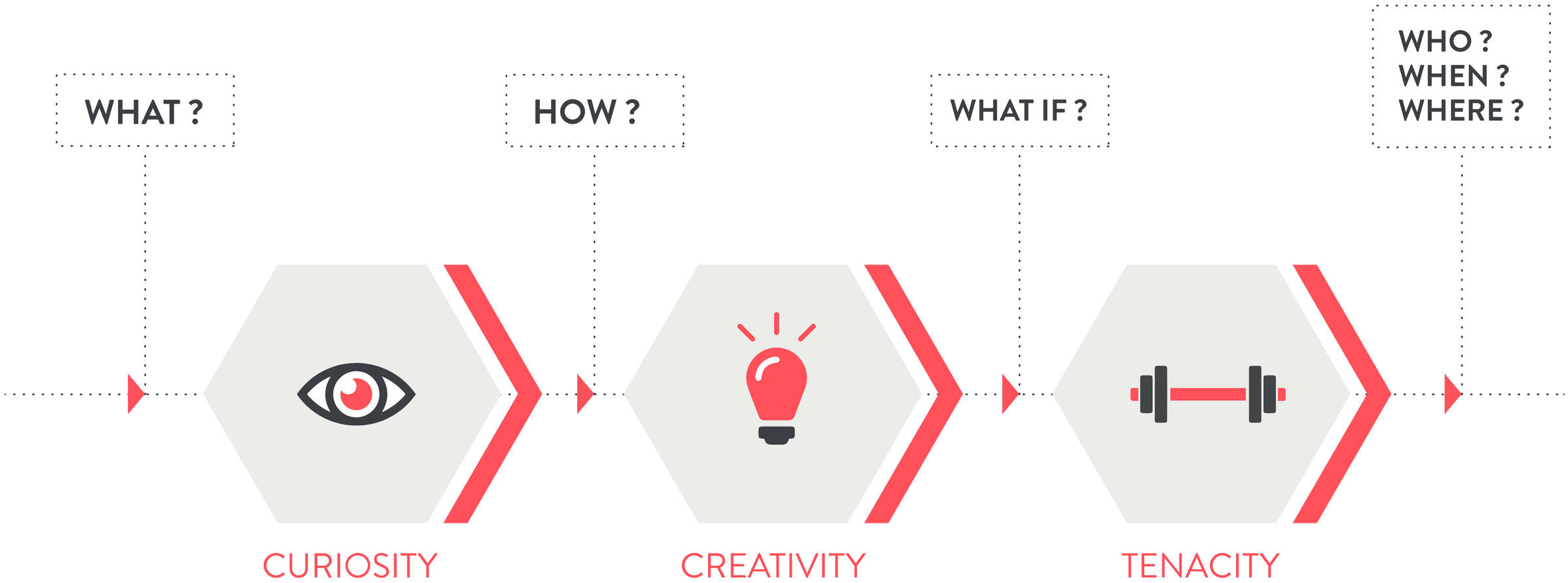
IDEAS
ADVICE

QUIZ : GIVING ASSESSMENT

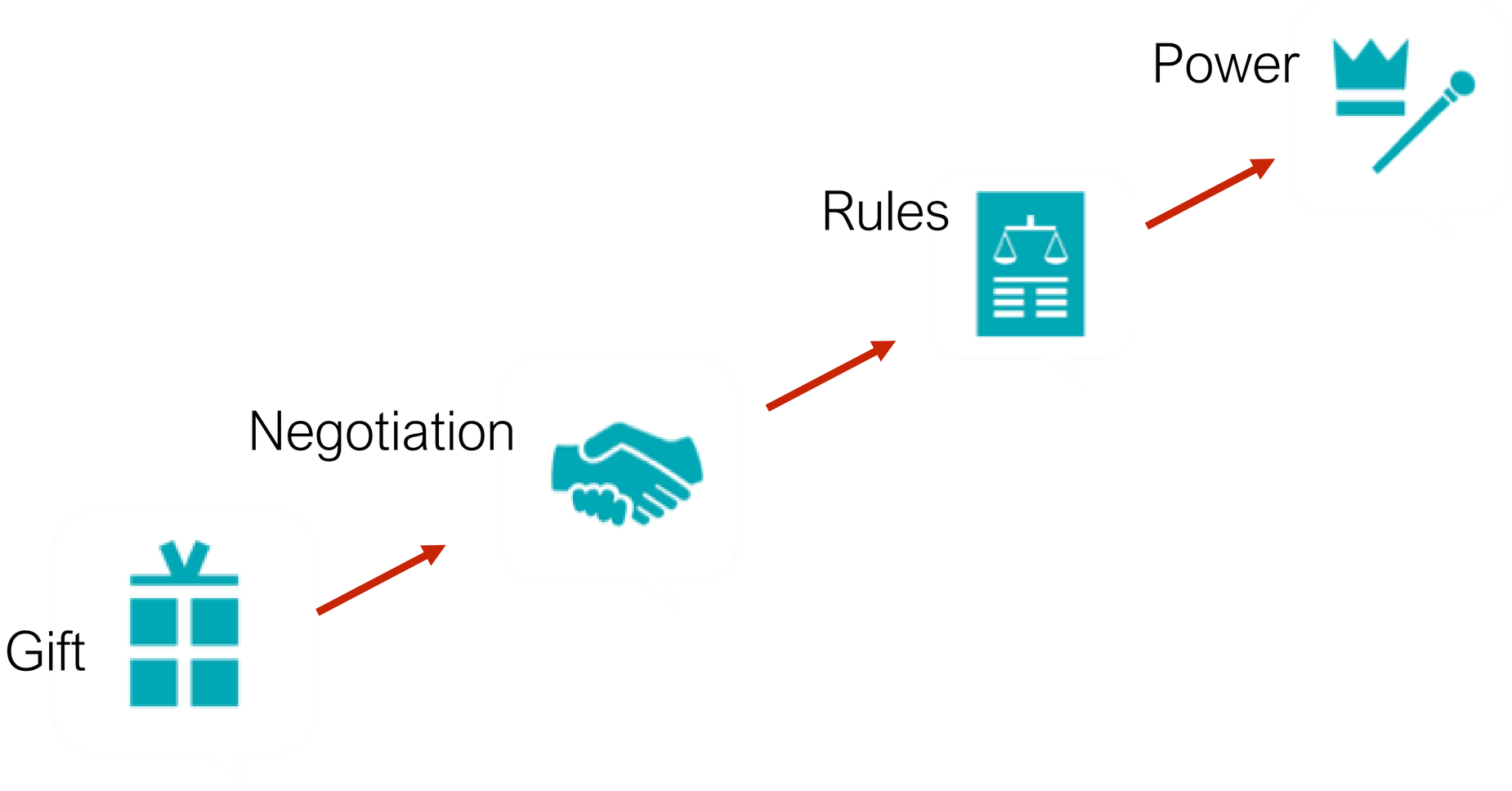


THEN TELL ABOUT A GIFT RECEIVED IN YOUR PROFESSIONAL LIFE THAT PARTICULARLY MOVED YOU

NEGOTIATING IN THE EVENT OF A MISGIVING

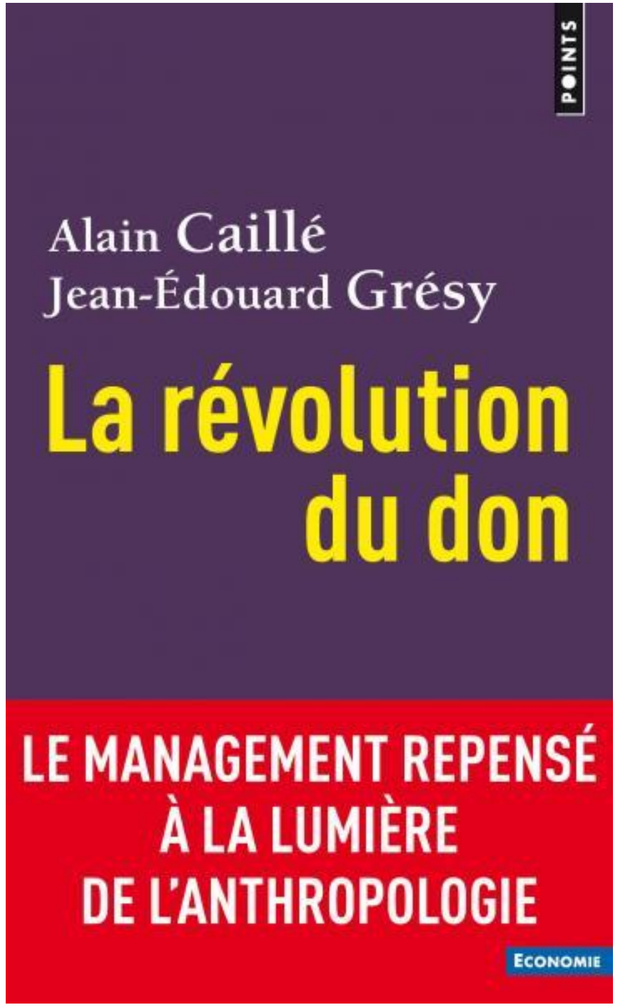


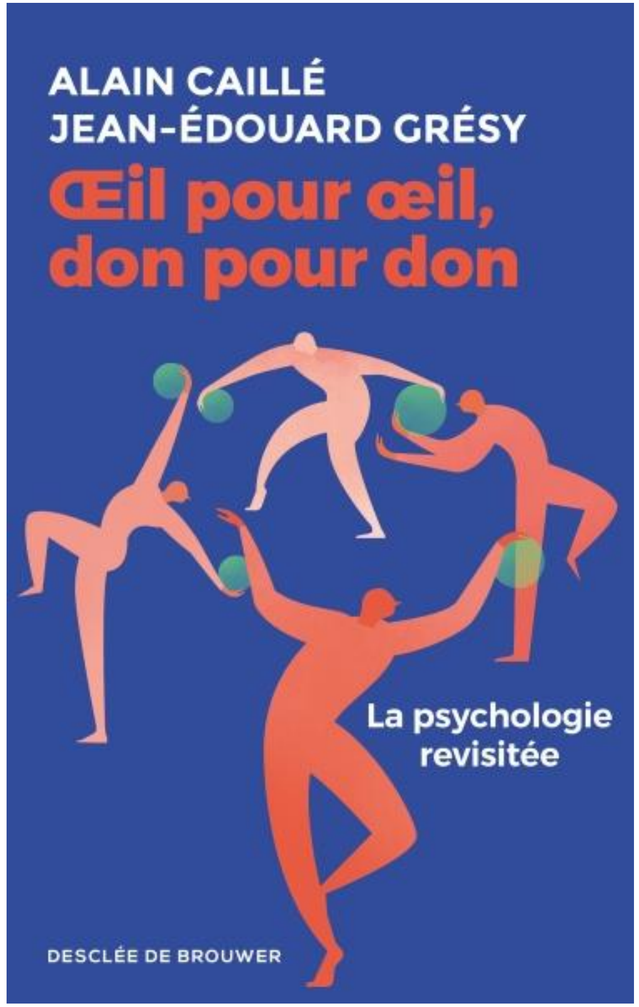
EFFECTIVENESS

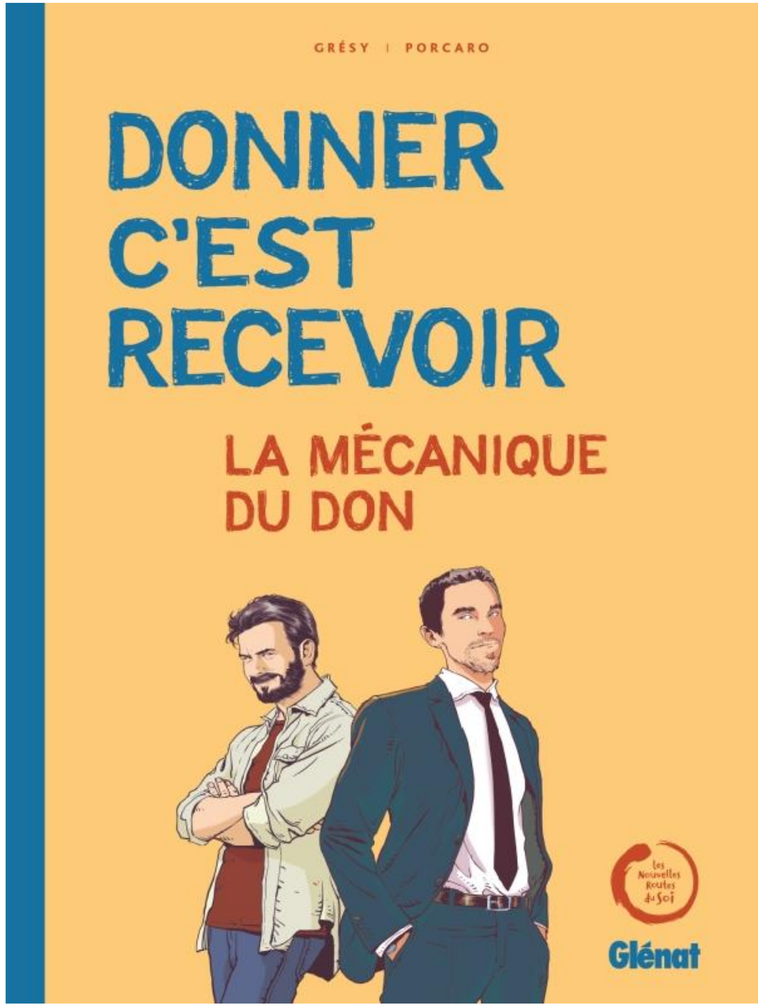


FOR FURTHER,

PROGRAMME octave







THANKS

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