

STUDY HALL SERIES

Self-led training modules...ready when you are!



The Pygmalion Effect

Managing the power of expectations

Over the years, scientific studies have shown that people's expectations of other people can and do influence the actions and achievement of those people. Similarly, it has also been shown that people can be impacted by "significant" people in their life who encourage, provide strong examples, and guided opportunities that help to expand the vision of their own capabilities, and that helps them to achieve more. These results are referred to by some as the Pygmalion Effect.

This lesson follows Pygmalion training designed and successfully used by world-renowned behavioral scientists to help others experience positive changes, including improved performance in them and in bringing out more of the potential in the employees they supervise and manage. It is not magic and it is not always easy; but the bottom line is that it works, and it can work for you.

This Study Hall lesson will challenge you to:

- Understand the ABC's of the Pygmalion Effect
- Use *Four Pygmalion Factors* through which people communicate their expectations of others
- Raise your expectations and belief in your employees' ability to achieve more
- Begin to develop a plan to apply the Pygmalion principles in your work and life

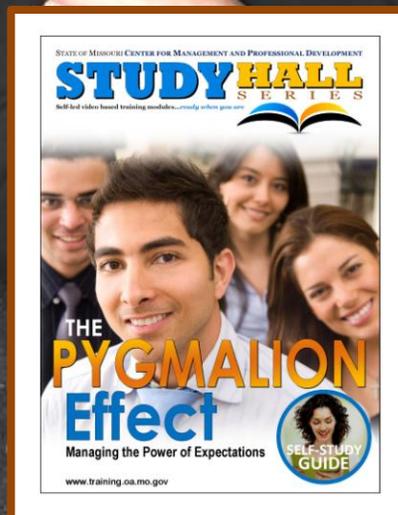
Competency: Mentoring

More About The Study Hall Series:

Each Study Hall Series lesson is intended to be viewed by **one person at their desktop computer**. Each lesson will include a video you can watch online via your computer, and a study guide that can be printed out to help you put the information in the video to good use. The study guide will encourage you to think about how you're leading your team today—and what you might want to do differently tomorrow. Working at your own pace, each lesson takes about an hour to complete.

Learn more about The Study Hall Series and other Online Learning options at www.training.ia.mo.gov

This lesson also includes the **OPTION** to discuss a specific section you complete in the study guide with a Center for Management and Professional Development consultant. A great way to receive some one-on-one feedback *if you want it*.



STATE OF MISSOURI
Center FOR
MANAGEMENT AND
Professional Development

"We inspire current and potential leaders on their journey to excellence."

www.training.ia.mo.gov

Go ahead. Take your seat.

[Click here to enroll online today!](#)