

# Insight on Coaching – Guest Bio

*Dr. Thad Green, Ph.D.*

*Management Consultant, Professor and Author*

## Introduction

Dr. Thad Green is a tenured management professor and nationally known expert on employee motivation and performance. He is a management consultant, artist and the author of 13 books on the subject of performance and workplace motivation. Dr. Green's latest book is entitled *Motivation Management* and shows managers how to motivate employees to perform better. He is the president and founder of Thad Green Partners, an Atlanta-based leadership consulting firm whose specialty is helping work teams improve performance and achieve better results.

## Experience

Dr. Green has counseled an impressive client list of many including AT&T Inc., Lucent, MetLife, Delta Air Lines and Johns Manville, across functional groups, especially sales, customer service, manufacturing, finance and human resources. He has worked with many state and local government agencies, including the U.S. Department of Labor. He has been a college professor at the University of Georgia, Auburn University, Mississippi State University and Emory University.

## Education

- Ph.D. in management – University of Georgia
- M.S. in quantitative methods and computers – University of Florida
- B.A. in statistics – University of Florida

## Professional Affiliations, Publications and Recognition

Dr. Green has written 13 books on employee motivation and performance, including "Motivation Management," "The Belief System: The Secret to Motivation and Improved Performance," "Motivation Beliefs and Organizational Transformation," and "Developing and Leading the Sales Organization."

Dr. Green's book "Motivation Management" (Davies-Black) covers what managers should say and do to get employees to talk about their motivation/performance problems. He details how to direct these conversations to lead employees to unearth the underlying causes of their problems and suggest their own solutions to improve their performance. Offering numerous vignettes, examples, and sample scripts, Green demonstrates that for a manager to be a successful motivator, it is often simply a matter of asking the right questions.