

WIIFM—What's In It For Me?

Can you tell good WIIFM from bad WIIFM? Read the following six comments. In the blank next to the comment write *good* or *bad*. *Good* means that the comment is supportive of teamwork, and *bad* means that the comment is destructive of teamwork.

1. _____ I don't care who wins the game as long as I'm high scorer.
2. _____ I love to work in teams. Everybody on the team gets the same grade so why should I knock myself out?
3. _____ If we can figure out why this electric sander keeps shorting out, sales will go up and the year-end bonuses will be bigger.
4. _____ I know what's causing the problem, but I'm not going to tell anybody because that way somebody else will get the credit.
5. _____ Everybody knows Harry is slow—he's good, but he's slow. If we pitch in, we can increase the team's productivity and we'll all look good.
6. _____ It's a good feeling to work with a team. When we finish a project, we know that we all had a part in it.

Be prepared to discuss your answers with the class and to explain why the good WIIFMs will help a team function well and why the bad ones will not.