

The Hidden Disconnect: Aligning Leadership, Key Emotional Motivators, and Actions to Boost Productivity in the Modern Workplace

Author: Bryan Messer

In today's dynamic workplace, words are used by managers, supervisors, and leaders to communicate their goals and expectations. Whether it's a vision for innovation, collaboration, or higher productivity, these words are meant to provide direction and inspire employees. However, over time, employees begin to perceive a deeper truth: what leaders say they want often contrasts with what their actions reveal they actually prioritize. This disconnect between words and actions can create confusion and emotional discord among employees, undermining productivity and engagement.

At the heart of this dynamic are Key Emotional Motivators (KEMs)—the emotional drivers that influence both leadership behaviors and employee responses. These motivators, often operating beneath the surface, explain why employees react in certain ways to the actions (or inactions) of their leaders. Understanding and aligning KEMs within the workplace can lead to greater productivity, enhanced employee engagement, and a more harmonious, effective working environment.

The Power of Key Emotional Motivators

Key Emotional Motivators are the internal forces that shape how people act and respond in the workplace. These motivators stem from emotional needs such as recognition, security, achievement, or a sense of belonging. For both leaders and employees, KEMs drive behavior, influence decision-making, and affect performance. Leaders who are aware of these motivators—both in themselves and in their teams—can tap into them to align actions with words, fostering a workplace environment that promotes genuine engagement and effectiveness.

In the workplace, when KEMs are properly understood and leveraged, they can improve both productivity and effectivity. Leaders who recognize the emotional drivers behind their employees' actions can better align their management strategies to meet those needs. For instance, an employee driven by a desire for achievement will respond best to challenges and opportunities for growth, while one motivated by a need for security will thrive in a stable, predictable work environment.

The Disconnect: When Words and Actions Don't Align

When there's a misalignment between what leaders communicate through their words and what their actions reflect, employees pick up on it, often at a subconscious level. For example, a manager might talk about valuing innovation, but if their actions penalize risk-taking or reward only safe, conventional behavior, employees will quickly realize that innovation is not truly prioritized.

This disconnect between spoken expectations and the reality of how people are managed creates a deep emotional rift among employees. Workers begin to sense that their efforts are misaligned with leadership's true priorities, leading to frustration, confusion, and dissatisfaction. This emotional discord often results in decreased morale, a disengaged workforce, and diminished productivity.

Emotional discord arises because employees perceive a breach in trust. They sense that despite what is said, their work and contributions are not valued in the way they were led to believe. Over time, this breeds resentment, disgruntled behavior, and eventually, disengagement from their work and the organization. The result is reduced productivity, lower job satisfaction, and higher turnover rates.

Leveraging Key Emotional Motivators to Bridge the Gap

To overcome this disconnect, leaders must become more aware of their own Key Emotional Motivators as well as those of their employees. Recognizing these motivators allows leaders to better align their words with their actions and address the emotional needs of their workforce. When there is alignment between what leaders say and do, employees are more likely to feel valued, understood, and motivated, leading to greater engagement and productivity.

Here are several ways that Key Emotional Motivators can be used to improve productivity and effectivity in the workplace:

1. **Understanding Individual Motivators:** Leaders need to recognize that different employees are driven by different KEMs. For example, some employees may be motivated by recognition, others by autonomy, and others by stability. By identifying these motivators through observation and dialogue, leaders can tailor their management style to meet individual emotional needs. This fosters a work environment where employees feel emotionally supported and are more likely to give their best effort.

2. **Aligning Words with Actions:** Leaders must ensure that their actions consistently align with the values and goals they communicate. If a

leader speaks about the importance of collaboration, they must also create opportunities for team-based projects and reward collaborative efforts. When words and actions are aligned, employees feel that their emotional motivators—such as the desire for belonging or recognition—are being met, leading to a more productive and engaged workforce.

3. **Building Trust Through Consistency:** Trust is foundational to employee engagement and productivity. Leaders who act consistently with their words build trust with their teams. Employees are more likely to take risks, innovate, and remain committed to the organization when they trust that their leaders are genuine and transparent. Trust, in turn, meets key emotional motivators such as the need for security and validation, which drives greater employee loyalty and performance.

4. **Creating a Feedback Loop:** Regularly soliciting feedback from employees about their needs, concerns, and motivators is essential for maintaining alignment between leadership's actions and employee expectations. Open communication ensures that leaders remain aware of evolving KEMs in the workplace and can adjust their actions accordingly. This practice not only enhances productivity but also reinforces employees' emotional motivators, such as the desire for inclusion and recognition.

5. **Promoting Emotional Engagement:** Leaders who understand KEMs can actively promote emotional engagement by recognizing and rewarding behaviors that align with both the organization's goals and the emotional needs of the employees. When employees feel that their emotional motivators are being met—whether it's through recognition, professional development, or a sense of belonging—they are more engaged and, consequently, more productive.

Improving Productivity and Effectivity through Emotional Alignment

Ultimately, productivity and effectivity in the modern workplace are deeply influenced by the alignment between leadership's words, actions, and employees' Key Emotional Motivators. Leaders who fail to recognize the emotional needs of their teams and who allow a disconnect between what they say and what they do will face diminished morale, decreased engagement, and lower productivity.

On the other hand, leaders who align their words and actions with a deep understanding of their employees' emotional drivers will foster an environment of trust, engagement, and motivation. By meeting key emotional needs and creating a workplace culture that values emotional alignment,

organizations can unlock the full potential of their workforce, leading to sustained productivity and long-term success.

In conclusion, the key to improving productivity and effectivity in the modern workplace lies not just in setting ambitious goals or issuing directives, but in understanding and addressing the emotional motivators that drive employee behavior. When leaders align their words with their actions and leverage Key Emotional Motivators, they create a workplace where employees feel emotionally supported, engaged, and motivated to contribute to the organization's success.

Bryan Messer
214-763-0468
Know – Do - Be
KEMs4all@gmail.com
www.kemsdiscovery.com



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