

Motivation Techniques for Improved Performance

One Day Course

Who will benefit

This course is designed for Managers, Team Leaders and Supervisors who are looking to learn motivational techniques in order to understand their own behaviour as well as the behaviour of their team. Through utilising effective motivational techniques for ourselves and others an improvement in business performance and staff satisfaction will be achieved.

Objectives

After successfully completing the course delegates will be able to:

- Understand what motivation means so that you can encourage, influence, inspire and stimulate people, providing them with a reason for working well
- Identify and deliver the motivators and manage the de-motivators
- Enable better self-motivation; so that you can set your goals through personal planning
- Use effective communication techniques to achieve a straight forward style
- Identify and develop techniques to motivate others

Understanding Motivation

- Definition and basic psychology
- Motivation theories and what they mean to you

Motivation and De-Motivation

- Techniques for self-motivation
- Techniques for motivating others

Effective Communication Techniques

- Using assertive language and behaviour
- Effective questioning styles
- Practice active listening

Leadership and Motivation

- Leadership styles and their effect on motivation
- Motivating difficult people
- Team motivation
- Motivating your boss

Attitudes to Motivation

- Self-esteem and self-confidence
- Having a positive attitude
- The rules of motivation

Action Plan

- Participants plan and discuss what they will do on return to work