

## Motivating Others Course Outline



**There is plenty of evidence about the difference it makes if your people are engaged in their work.**

They will go the extra mile, come up with ideas and solve problems, take less time off sick and be more productive. All of this makes life easier for everyone. Some of this is down to the organisation, but the lion's share of impact is the relationship each individual worker has with their line manager.

What does the line manager need to be, say and do to inspire staff? Do the old theories of motivation still hold true, or do we need to do things differently now?

This course gives line managers an opportunity to reflect on the evidence and plan changes to help them get the best out of their people.

### Content

- How do you know if staff are motivated?
- Motivation theories – Maslow, Herzberg, Vroom do they still hold true?
- Daniel Pink's Drive
- Individual motivation - "One man's meat...."
- Giving praise, encouragement....and negative feedback successfully
- Identifying key issues impacting on engagement
- How a manager can motivate an individual and the team
- Planning for improvement – what needs to be done?



## Outcomes

By the end of the day, you will:

- Have an understanding of how people are motivated and what keeps them engaged
- Recognise the impact of disengaged staff on the business
- Understand how your personal style impacts on others
- Have considered and planned some improvements that can be implemented quickly

## About Our Training

**All our courses give you:**

- An insight into current thinking and good practice
- A range of practical tools and strategies you can use to help you do the job better
- Space to reflect on your current skills and behaviour

**Every course will be enjoyable, engaging, interactive and fast paced.**

Training should never be a drudge. We believe that learning is inextricably linked to enjoyment. The better the experience, the greater the learning. We always have a light touch and an easy manner that makes it easy to engage with the topic at hand.

There is no chalk and talk or death by PowerPoint here. All the content will be relevant, too. We are always purposeful and focused and haven't got time to waste building towers out of straws. We are much more concerned with seeing pennies drop, lightbulb moments and equipping you to thrive at work.

**Get in touch to find out what we offer and how we can help you.**

