



“The Leader who understands his team’s hot-buttons has a very good chance of switching them on!”

Overview: Everyone talks about motivation – and we all have days when we have to dig a little deeper in order to achieve our goals. But many leaders don’t fully understand the powerful principles that make individuals rise up and keep going in the toughest situations.

What IS it that makes us dig deeper?

Why do some people work harder in the face of adversity?

How can a Leader create a positive response in his people?

How can I motivate people without a budget for gifts?

This program will answer these and many other questions – enabling leaders to understand the principle of gaining ‘discretionary effort’ from their people.

Objectives:

To equip those in leadership positions with the tools needed to increase motivation and desire in order to achieve results. To explore the factors that motivate - and those that de-motivate. To effectively create an environment where willingness and desire outweigh reluctance and resistance.

What is included?



- Understanding discretionary effort
- Herzberg’s theory of motivation
- Maslow’s Hierarchy of Needs
- Motivators and Hygiene Factors
- Practical Motivation Exercise
- Recognising personality factors
- How to identify individual’s hot-buttons
- Motivating Teams and Individuals
- Balancing Motivation with Negative approaches

Course Duration: 1 Day

