

## Motivational techniques

### Duration:

One day

### Objective

This course provides delegates with practical strategies to motivate their team for optimum performance. It demonstrates how to identify common de-motivators and prevent those from attacking morale. You will learn about behavioural analysis, improving your skills in understanding the unique needs of individual and also the effective communication techniques that can be used to ensure everyone is working towards the same objectives.

### Contents

- Recognise the signs of de-motivation
- Realise what de-motivates people
- Spot signs of de-motivation
- Manage de-motivated individuals effectively
- Become a Motivator
- Learn theories of motivation
- Identify individual needs
- Implement six best practice principles
- Use different leadership styles
- Apply different styles depending on the task, the team and the individual
- Acquire tools and techniques for decisive leadership
- Handle difficult behaviour effectively
- Develop communication skills
- Put feedback to good use
- Develop assertive behaviour
- Nurture questions and listening techniques

### Who should attend

This programme is designed for Managers, Supervisors and Team Leaders who wish to develop excellent morale and high quality performance.

### Course benefits

- Fluency in the motivational concepts of Herzberg and Maslow
- The ability to identify key self-motivating factors as well as the key factors that de-motivate team-members
- More effective leadership techniques and an understanding of their impact
- Develop the confidence to provide appropriate feedback to improve performance

### Additional information

Advice and guidance on future reading is provided within this programme and includes for example, Blanchard's 'The One Minute Manager' and Gostick & Elton's 'The Carrot Principle'.

### Certificates

All delegates who successfully complete this course will receive a certificate of attendance.

### Trainers background