



# Motivating others

Effective leaders acknowledge that motivation is not only unique to the individual but also situational and likely to change over time. This module demystifies some of the theories about motivation and provides practical tools and tips on how to motivate others to produce great results.

Around 2 hours • Face-to-face or virtual • Typically 4-15 participants • Supported by course notes • Interactive

## Key course elements

### What is motivation?

- Understand the nature of motivation
- Motivate your team to achieve exceptional results
- Learn the 5 questions that your team members must be able to answer before delivering exceptional results

### Identify management actions that

- Understand how needs influence motivation and use these needs to encourage great performance

### Overcome demotivation and negative behaviour

- Use appropriate techniques to address different causes of demotivation



“Good content and tailored really well to participants.  
Friendly, approachable, knowledgeable trainer”

## Participants will learn to...

- Take practical actions to motivate their team members
- Quickly recognise the signs of different levels of motivation in the work environment
- Identify what is motivating a team member and use these motivators to achieve performance results
- Understand the difference between compliance and commitment and use techniques to influence positive behaviours
- Recognise the situation that is motivating a team member to behave in a certain way and use interventions to modify that behaviour where necessary
- Identify and use appropriate recognition and rewards