

thevenworks

HOW TO MOTIVATE



Your introduction to our Leadership
and Management training courses,
workshops & seminars

HOW TO MOTIVATE

INTRODUCTION



Thanks for downloading this information booklet — it's one of a series covering the wide range of management and leadership subjects we offer. Here, you'll find details of the objectives and programmes for this specific area

However, this is simply a guide — I'll be delighted to meet your company or organisation's defined objectives and needs — for example, by combining several key topics into a single workshop or full-length course

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OBJECTIVES

To provide Delegates with the skills to understand the processes of self-motivation; and to adapt and use proven skills to motivate themselves and others to produce results



- Introduction to seminar
- What is motivation; what are the benefits of being motivated?
- Understanding fear or desire motivation
- Understanding the different levels of motivation
- Theories of motivation:
 - Maslow's "Hierarchy"
 - Herzberg's "Factors"
 - McGregor's "Management Tendencies"
 - Lapin's "Basic Desires"
- The motivation process: motivating yourself & others
- Motivating individuals; groups or teams
- Motivation by "rewards"
- Fighting de-motivation
- Providing motivational feedback
- Specific tips for motivating in your situation
- Closing thoughts
- Seminar conclusion

PROGRAMME