

## Course 169: Motivating People (1 day)

### Course Description...

A motivated, committed team is one of the most important factors when it comes to success. We will define motivation and look at intrinsic and extrinsic motivators at work. After looking at several models we will discuss how they apply to motivating work teams. In the latter half of the course each participant will develop action plans to create an energized work culture and a motivating work environment.

### Learning Objectives...

- The definition of Motivation and what are intrinsic and extrinsic motivators at work
- Creating a motivating team environment
- Review 3 motivation models and apply them to your team
- Discuss ways to energize and get the very best from your people
- Develop a motivation and reward plan for your team

### Who should attend...

Any Manager who would like to improve the motivation and energy of their team.

### Prerequisite...

None

| Course Outline  |   |
|---|---|
| <p>Introductions and Objectives</p> <ul style="list-style-type: none"> <li>▪ Negotiate learning objectives with the class in order to customize and meet real world needs</li> </ul> <p>Definition of Motivation?</p> <ul style="list-style-type: none"> <li>▪ Define motivation and review common themes of motivated people</li> <li>▪ Create a description of a super motivated person</li> <li>▪ Dealing with underperformers</li> </ul> <p>Motivation Models</p> <ul style="list-style-type: none"> <li>▪ Review 3 motivation models and apply them to our matrix teams</li> </ul> | <p>Motivating Matrix Teams</p> <ul style="list-style-type: none"> <li>▪ Define the skills and techniques to motivate a team</li> </ul> <p>“But what can I do to create a motivating environment?”</p> <ul style="list-style-type: none"> <li>▪ Develop plans that create and promote intrinsic motivators, an energized work culture and an environment where staff want to be there</li> </ul> <p>Personal Action Plans</p> <ul style="list-style-type: none"> <li>▪ Create action plans for back at work</li> </ul> |

*Please contact your ROI representative to discuss course customization!!!*