

MOTIVATIONAL TECHNIQUES

Introduction:

Motivated people are the driving force behind any business. This programme will look at what motivates and de-motivates people and examines how to optimise performance to achieve the best results from your workforce.

Objective:

Delegates will become aware of what motivates and de-motivates them. They will look at common motivators and de-motivators with a view to understanding the different needs of individual persons.

Programme Synopsis:

- Discovering what de-motivates people
- Recognising the signs of de-motivation
- Handling de-motivated individuals
- Recognising a Motivator
- What motivates people
- Identifying and implementing your own motivation
- Techniques for motivating yourself
- Applying different leadership styles
- Leadership tools and techniques
- Motivating difficult people
- Communication skills - verbal and body language
- Using assertive behaviour
- Modelling exercises

Duration: One – Two Days

Course code: TSCMTECH

Certification: Training Solutions 2000