

## MOTIVATION TOWARDS SUCCESS

Often, people confuse the idea of 'happy' employees with 'motivated' employees. These may be related, but motivation actually describes the level of desire employees feel to perform, regardless of the level of happiness. Employees who are adequately motivated to perform will be more productive, more engaged and feel more invested in their work. When employees feel these things, it helps them, and thereby their managers, be more successful.

It is a manager's job to motivate employees to do their jobs well. So how do managers do this? The answer is motivation in management, the process through which managers encourage employees to be productive and effective. The ability to maintain this impact on your staff becomes essential to the team's success.

## TRAINING OBJECTIVES

<b>Outcome for the Participant</b>	<ul style="list-style-type: none"> <li>• Understanding the difference between Happy employees and Motivated employees and how to react accordingly.</li> <li>• Increased Productivity</li> </ul>
<b>Outcome for the Employer</b>	<ul style="list-style-type: none"> <li>• Less turnover</li> <li>• Better Performance at all levels</li> <li>• Retention and Attraction of Talent</li> <li>• Teamwork/Cohesion</li> <li>• Alignment</li> </ul>

## CURRICULUM

TITLE	CONTENT	FORMAT
<b>Efficient Motivator</b>	<ul style="list-style-type: none"> <li>• Learn the 5 keys of top motivation.</li> <li>• Complete a personal profile as a motivator.</li> <li>• Introduction to your homework</li> </ul>	Live 90-minute Session
<b>Homework: "How do they perceive me?" secret survey.</b>	Get the perception of others about your motivation competencies.	Individual Homework (roughly 30 mins)

<p><b>Master efficient motivation</b></p>	<ul style="list-style-type: none"> <li>•Key #1: Frame the conversations: Always start with the destination.</li> <li>•Key #2: The visual converting system.</li> </ul>	<p>Live or pre-recorded 120-minute Session</p>
<p><b>Homework: Practice 3 visual converting sessions</b></p>	<ul style="list-style-type: none"> <li>•Learn how to frame adversity in a bigger picture.</li> <li>•Learn how to talk about the mirror and the window.</li> </ul>	<p>Individual Homework (roughly 75 mins)</p>
<p><b>Manage a team's spirit</b></p>	<ul style="list-style-type: none"> <li>•Key #2: Profile your leaders (negative or positive)</li> <li>•Key #3: Map your team and create a winning plan.</li> </ul>	<p>Live or pre-recorded 120-minute Session</p>
<p><b>Homework: Create your team leadership map and winning plan.</b></p>	<p>Fill in your map and complete questionnaire to make the best action plan.</p>	<p>Individual Homework (roughly 75 mins)</p>
<p><b>Manage your team spirit</b></p>	<ul style="list-style-type: none"> <li>•Key #5: How to protect the goodwill of a team.</li> </ul>	<p>Live 90-minute Session</p>
<p><b>Homework: Meet with 3 members of the team</b></p>	<p>Meet with 3 employees to practice the team spirit protection approach.</p>	<p>Individual Homework (roughly 30 mins)</p>
<p><b>Efficient team spirit manager graduation seminar</b></p>	<ul style="list-style-type: none"> <li>•Self-Actualisation in a paradigm of performance and change.</li> <li>•Propel Momentum towards the future</li> </ul>	<p>Live 120-minute Session</p>