ACTIVE MOTIVATION

Motivation is the process that accounts for an individual’s intensity, direction, and persistence of effort toward the attainment of a goal. Intensity is concerned with how hard a person tries. This is the element most of us focus on when we discuss the topic of motivation. However, unless effort is channeled in a direction that benefits the organization, high intensity is no guarantee of favorable job-related performance outcomes. Quality of effort, therefore, is just as important as intensity of effort. Finally, persistence (how long a person can maintain effort) is equally important. A motivated person stays with a task long enough to achieve his or her goal.

Participants in this one-day workshop will be provided with their motivational profile and with solutions designed to address the most difficult motivational challenges. Participants will also acquire the know-how required to develop a team’s Motivational Profile.

TOPICS

- Understand workplace motivation
- Consider the difference between management and leadership factors
- Define your individual motivators and personality style through DISC
- 6 C’s of motivation - consider how other’s style impact work, motivation and team
- Motivate yourself
- Understand the need for motivation
- Review the stages of motivation
- Motivate with self-confidence
- Discuss motivational techniques
- Develop team motivation strategies through engagement
- Look at the signs of disengagement
- Solve your “challenges” by looking at the reasons employees underperform
- Understand the importance of direction, persistence and effort
- Learn how to create a sense of positive urgency
- Develop strategies for dealing with low motivation
- Create your plan for becoming a “motivational manager”