VISION QUEST CONSULTING

Leadership Development

MOTIVATIONAL MANAGEMENT

Course Outline:

A Look At Yourself

- Learn to assess your own motivations to produce stronger and more sustainable business results.
- Increase your ability to influence others and drive strategy.
- Acquire keys to sustainable personal motivation and increase your happiness quotient, and the results you produce.
- Remove blocks that prevent your own motivation.
- Increase your ability to recognize your own patterns and dynamics to aid in building and sustaining your own high-performance.

Motivation Theories and Their Relevance Today

- Learn four key motivation theories that drive employee motivation and empower employees to work at their peak.
- Apply work environment tested core theories to guidelines, and leverage your ability to motivate employees.
- Learn to create a motivational work environment where everyone thrives.
- Maintain positive relationships under challenging and difficult circumstances.

Skills, Tools, and Techniques to Motivate Employees

- Acquire powerful tools for managing and motivating professional relationships.
- Develop skills to build a motivating environment where employees motivate themselves.
- Increase your effectiveness at applying techniques to lead to great motivation that's contagious throughout the organization.
- Learn to employ motivational strategies and be less reactive under demanding circumstances.
- Develop more creativity, synergy, and innovative conversations by utilizing core motivation techniques.

You Will Learn

- Greater self-awareness and personal motivational mastery.
- To create an environment of motivated employees.
- Tools for dealing with de-motivating situations and people.
- To increase performance of others by using skills and techniques learned in this course.
- To recognize and respond to situations where others are de-motivated.
- To proactively address critical issues and surface concerns.
- Skills and techniques to increase your personal power and to empower and motivate others.

Who Should Attend

Executives, managers, existing leaders and aspiring leaders who want to learn a framework from which to assess and develop effective motivation strategies that will help you maintain an ongoing high performance level from yourself and your employees.

Course Overview:

You can't motivate someone else, but you can create an environment where employees can remain or become motivated.

How can you keep your employees happy, motivated and working at their peak consistently? Is your own excitement and motivation about your own work starting to wane? Are you starting to think….

- I'm relatively happy, but there's some spark missing in my work, and I'm not as satisfied as I use to be.
- What else is out there that might inspire me more that might be more enjoyable?
- My work is a bit boring; the same thing day in and day out.

Good performance management includes empowering and motivating yourself AND your employees. Even senior management, although highly committed, needs to be motivated to keep going at a top pace day after day.

Regardless of your industry, the size or structure of your organization, the ability of managers and leaders to keep their people working at peak performance is critical. There are many strategies and techniques available to manage peak performance in an organization, but without the foundation and core emotion of feeling motivated, talented workforces just aren't all that productive.

In this course, you will acquire the skills and tools to empower and motivate yourself and your employees.

People are not your most important resource, they are your ONLY resource. Well motivated employees are more productive and creative. Learn how to create a motivating environment that fosters creative, productive and happy employees.