



# Manage & Motivate Others

## Overview

This course provides the tools to easily manage & motivate any individual using personality profiling & values (motivations). Attendees will find out their own behavioural profile & motivations at work plus how to elicit them in others. They will also learn how to apply that within a work context to aid communication at any level, particularly useful for management, interviews, team building, customer service & sales.

## Who is it for?

Individuals who need to manage and motivate others on a regular basis, team leaders, supervisors, business owners will all benefit from being able to get more from their staff.

## What's covered?

- Why motivation is important
- Towards & away from motivation
- How to motivate yourself consistently
- How & why we all communicate the way we do
- Use rapport to communicate clearly & easily with anyone at any level. Experience how to defuse difficult situations & conflict
- Understand your Personality Profile (meta programmes) and be able to elicit your profile & practice eliciting others.
- Provides personality preference overview, very useful in task delegation, teams situations & interviewing
- Use Representation Systems to understand how we see, hear, feel and think about the world. Learn keywords & traits of each rep system, use in written & verbal communication to engage an audience
- What values are & their importance in motivating individuals especially within a work context to aid performance

## Learning Objectives

- Learn techniques to manage & motivate yourself & others
- Find out your own personality type
- Understand team dynamics
- Uncover values around work & use them to motivate others

Workshops are delivered by experienced training and development professionals