

## Introduction

The names of the key motivational theorists can be confusing, let alone the theories themselves! E.g. Maslow, Herzberg and more.

Motivation in Practice puts these theories into context, explaining them in relation to real people and real issues that managers and individuals face on a day-to-day basis. This allows individuals to identify factors that motivate both themselves and teams, practise and plan them into day-to-day management, team briefings and performance reviews.

## Aim

To understand key motivational theories and to put them into practice for the participants own individuals and team. To return to the workplace with a clear forward plan for helping their team achieve higher performance, increasing the bottom line and retaining staff.

## Benefits – to the individual

Individuals will leave the programme

- With a clear understanding of the major motivational theories.
- Having practised practical application in real life situations.
- Having developed a plan of developing a committed, high performing team.
- Being able to inject motivation into coaching, performance reviews and appraisals, team building and personal development.

## Benefits – to the organisation:

- Improved motivation with individuals and teams
- A better understanding between managers and teams
- The ability to build motivation through development

## Who Should Attend

This Programme will benefit managers wishing to build a committed, high performing team of individuals.

