



First Select

The Art of Motivating to Increase Productivity

Date	Venues	(\$)Fees	Book your seat
03 Aug -07 Aug 2025	Istanbul	3300	Register Now

Objectives:

At the end of this training program, participants will be able to:

- To identify the fundamental components of motivation
- To recognize the symptoms of low motivation
- Examine the strengths and weaknesses of different styles of leadership on motivation
- Understand their personal style of leadership and its potential on motivating a team
- Investigate useful management skills
- Utilize self-motivational skills to enthuse others

Who should attend?

All managers, supervisors and team leaders.

Course Outline:

Self Motivation:

- Identifying personal motivation levels
- What motivates you?
- Self-Motivation as a life skill
- Handling Stress
- A Proactive Approach to self motivation

Analyzing Motivation:

- What is motivation?
- Strategies for motivating different people in different ways
- Recognizing needs
- Understanding behavior
- Applying Maslow's Need Hierarchy and Hygiene Factors
- Using "SMART" Goals to achieve results

Building Up Motivating:

- Through Effective Communication
- Understanding how your body language effects motivation
- Winning cooperation
- Creating a Positive Environment
- Encouraging Initiative

Team Effectiveness:

- Using the Five-Stages of Group Development
- Why Work Teams Fail
- Problems typically experienced by team members

- Dealing with de-motivated staff
- Motivating a team

Leadership Strategies:

- Understanding the Leadership Grid (1,1; 1,9; 5,5; 9,1; 9,9)
- Utilizing Path-Goal Leadership to set your aims
- Applying Situational Leadership to solve problems
- Keeping motivation high
- Rewarding and Recognizing Exceptional Performance

Review:

- Are you a good motivator?
- Setting action plans

WORKSHOP STYLE:

A mixture of short presentations, interactive discussion, individual exercises and group work. The emphasis throughout is on a practical approach using case material and examples.



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