



Skillsbootcamp

9th February 2022

8:30 AM **Manage and Motivate**

Summary:

Delegates will learn that finding the key to what inspires and motivates people is never easy. It has often been said that motivating individuals is much harder than creating an environment in which people are motivated – this is the key to team motivation.

The main aim of this workshop is to explore the theories of motivation, and the latest research into what motivates others and to find ways of helping delegates to be creative, decisive and positive about motivating teams.

We will also explore the role of the holistic leader and how today's workforce want a more rounded leadership style.

Key learning:

- Understand the definition of motivation
- Research into what team members need today
- How to understand the underlying motivational value system and approach needed
- Practical tips and tools to motivate your team
- Understand the role of holistic leadership and the impact on motivation
- Audit to understand your people and their motivational state

It would suit:

Anyone supervising, team leading or managing others. Useful for those wanting a refresher or to learn new tools and tips.

10:30 AM **Impact & Influencing**

Summary:

People buy people more than companies, so having the ability to get others on side and build rapport is a fundamental skill required of a leader. Many leaders work across teams and projects and have to influence those that do not report into them. Having the ability to impact and influence others would lead to more efficient and cohesive working practices

For sales teams, more than ever the ability to read others and adapt their narrative and approach to appeal to their other drivers would lead to increased conversion rates.

Key learning:

- Understand lab and meta profiling
- Focus on the top 8 drivers
- Gain an insight into how you can identify an individual's drivers
- Tips and tools for general impacting skills from chief negotiators
- Understand how you can adapt your style and language to suit others

It would suit:

Anyone who wishes to influence others including project managers, sales teams and senior leaders.

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