

Light the Fire Within – Motivating Your Workforce

*“Every man without passion has within him no principle of action, nor motive to act.”
–Claude Adrien Helvetius*

Within each person is the often-untapped potential for enthusiasm and motivation for high job performance. This involving and informative workshop will teach participants what is this “fire within” most people at work, and then how to unleash this internal motivation.

Learning Objectives

- ◆ Learn how to use three “motivation truths” to inspire others.
- ◆ Learn how values, attitudes and beliefs influence intrinsic motivation.
- ◆ Learn how success and self-esteem impact the “fire within.”
- ◆ Learn ways to set direction and provide feedback that is motivating.
- ◆ Learn five principles for creating intrinsic motivation.

Audience

This course is specifically designed for executives, managers, and supervisors who have the need to motivate themselves and their employees.

Course Outline

- ◆ Extrinsic v. intrinsic motivation
- ◆ Creating an environment that unleashes the potential of people
- ◆ The five principles of motivation: F - L - A - M - E
- ◆ Assessing your organization’s environment
- ◆ Group exercise: Do you want this job?
- ◆ Helping people believe in themselves
- ◆ How success and failure effect self esteem and performance
- ◆ A performance model

Program Format – 1 Day

This one-day workshop is designed to provide managers with the skills they need to tap the potential of all of their employees. This goal is accomplished through discussion, group exercises, humorous stories and examples. The maximum class size is 20, but for optimum results 12-16 participants is ideal.