

Motivational Management & Leadership



What motivates your team? Money? Working environment? Being recognised for doing a great job? The opportunity to develop and progress? All of these and more to a greater or lesser extent.

As a leader and Manager it is important to understand the motivational factors that can drive team members, identify your own management and communication styles, and how to adapt these to get the best out of your team members.

This 3.5-hour skills workshop is designed to provide an overview of key motivational theories, and enable you to self-assess and identify your management and communication styles and how they can be adapted to achieve optimum results. You will also have the opportunity to identify actions that you can take to motivate, engage, and develop your team members further in future.

Testimonials: "Interesting and engaging. Gail is a great presenter. Clear, concise and encourages active participation." "Gail is very knowledgeable and brings the course to life. Good examples and tasks which keeps the session relevant and informative." "The training programme was informative and constructive. I will be ensuring what has been learnt is put into practice."





Learning Objectives

- Understand the key motivational factors driving your team members
- Identify the differences between management and leadership and the key leadership traits and skills used
- Self-assess and identify your own communication and management styles
- How to adapt your communication and management styles to get the best out of others
- Identify ways to motivate, engage, and develop team members
- Understand the importance of recognising everyone's contribution and value and that there's no 'one size fits all' approach to leadership, engagement, and recognition



Session Content

- Overview of motivational theories - Herzberg, McGregor, Maslow and Daniel Pink
- The differences between management and leadership
- Leadership traits and skills
- Leadership and communication style self-assessments
- Top tips for developing your leadership style
- Communication and situational leadership styles
- Adapting your communication and leadership styles
- Motivating, engaging, and developing your people
- Summary and questions



Please get in touch to discuss your development needs or to obtain a free quotation to deliver this workshop.



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