

Motivational Maps Licensee Training

2 day
Course

'Unlocking Motivation in Business - a product and a tool that coaches and consultants can use to win business'

Business Scenario	You are a coach looking for a unique 'door' opener to work with businesses or individuals. Quite often as coaches we need a product to take to our clients over and above coaching. Something that will give them a reason to buy from you. Motivational Maps will give you such a tool/product.
Who will Benefit?	Coaches/consultants and trainers: This unique tool enables you to work with individuals 1 to 1, teams and businesses around what motivates them. The Motivational Action Plan you will work with is so powerful it will give you a process that will identify so many coaching issues that you will probably work with the client for many months not just a few sessions.
Course Objectives	By the end of the course you will be able to identify and understand: <ul style="list-style-type: none">• The 4 types of people that sit in your business and how to identify them• The 9 reasons people get out of bed to go to work – its not just money!• Three areas businesses need to focus on for success• A Motivational Action Plan tool that aligns personal motivation with business motivation• How to Describe, Measure, Monitor and Maximise Motivation for the benefit of individuals and teams whilst aligning this to business objectives• How to remeasure this and demonstrate a tangible improvement in motivation and performance• Coaching skill sets required to get the best out of your staff• A system that will prolong your coaching life with the client well beyond traditional coaching• A system you can use one to one or in groups• A system you can use with businesses which covers the three R's – Recruit; Retain; Release

Course Content

What is Motivation?

- Understanding Motivation and its place in business
- 9 types of personal motivation
- How conflict occurs and what to do
- Reward strategies for personal motivation
- Reward strategies for team motivation

Goals, Targets and Objectives

- Setting goals around motivation
- Using TGROW coaching skills with SMART outcomes
- Measuring, improving and overcoming barriers to motivation

Motivational Action Plan

- Motivational Action Plan that encompasses skill sets
- Measuring Motivation and Skill to identify gaps
- Coaching on motivation and skill gaps
- Remeasuring motivation and skill.
- Demonstrating improvements

Maintaining Momentum with Motivation

- Reviewing progress
- Tangible outcomes for business
- Aligning business and personal motivation

Course Features

By the end of this course you will be licensed to run the motivational mapping process with any individual or business. The course is designed to be fun and inter-active but with a serious undertone of enabling you as an individual to describe, measure, monitor and maximise your motivation, that of individuals and teams within whom you work.