

## Motivating Employees (Tier 2)

1 or 2 Days

### Description

A supervisor's objective is to motivate his/her employees to behave in the best interest of the organization. How can you motivate employees effectively to further the establishment? Through this program you will learn to identify ways in which employees become motivated and to develop a plan to motivate members, ensuring the achievement of management's goals. Additionally, you will learn how to determine realistic expectations, create incentives, and solicit regular feedback to achieve these employee goals.

### Prerequisites

- None

### Objectives

Upon successful completion of this program, participants will be able to:

- ✓ Recognize and understand the historical and current theories behind motivation.
- ✓ Identify ways in which employees are motivated.
- ✓ Develop a plan to motivate employees in your organization to ensure the achievement of management's goals.
- ✓ Set expectations, determine realistic incentives, and solicit regular feedback to achieve your goals.

- Pre-Test/Feedback: Motivation -- Linking Performance To Goal
- Overview: What Is Motivation?
- Will The Real Motivational Theory Please Stand Up?
- Diagram: Maslow's Hierarchy Of Needs
- Exercise: What Motivates You?
- Model: The Motivational Process
- Graphic: Motivation Towards Productivity
- Key Points: Putting Theory Into Action
- Case Studies
- Incentive Guidelines
- Exercise: Motivating People
- A Mini-Guide To Motivation
- Post-Test and Answers: Motivation -- Linking Performance To Goals
- Action Planning