



## **Motivating Team Members**

### **Course Description**

*Motivating Team Members* helps managers learn the four stages to influence a team member to perform a task, while creating a work environment that will motivate higher performance. Throughout the workshop, managers and team leaders will participate in *reading, discussion, assessments, diagnostics, small group exercises and rehearsal modeling with real life situations, and facilitator coaching*. Managers leave the workshop with implementation tools, troubleshooting guides and additional resources to help them apply the skills they have learned on the job.

### **Course Objectives**

When you have completed the *Motivating Team Members* course, you will be able to conduct a successful meeting with a team member to coach them on how to perform a job, task, or skill by:

- Improve your team member's performance.
- Understand the factors that motivate team members to perform effectively.
- Understand how motivation varies from team member to team member.
- Distinguish between motivators and dissatisfiers.
- Learn how to create a work environment for each team member that will motivate higher performance.