



# MOTIVATION SKILLS

PLATO ACADEMY

*Important to have motivated people?*

*Do you see the connection between motivation and producing results?*

*How well motivated are your people?*

## Approach

This programme is for people at all levels in organisational life. This programme enable participants to examine the relationships they have with their colleagues, and use motivational thinking, language and behaviour to communicate, encourage and inspire themselves & others.

Motivational Skills is competency-based, incorporating the latest research and current thinking. The training is experiential, with ample opportunity for reflection, discussion and action planning. We focus on the importance of building trust and the willingness to cooperate, through our Motivation Model.

## Key Topics

- The Motivational Model
- What Motivates You & Other people?
- Appreciative Inquiry
- The Language of Motivation
- The Behaviours of Highly Motivated People

## Training Objectives

At the end of this programme, you will be able to:

1. Understand the Motivational Model
2. Identity what motivates you and other people to act
3. Use Appreciative Inquiry to reveal your thinking & that of others
4. Understand and use the Language of motivation (Meta-Model)
5. Utilise & recognise the actions and behaviours of highly motivated people

## Duration

One Day

If you would like to discuss any one of our programmes please call on +44(0)7803 299337 or email: [info@craighilesconsulting.com](mailto:info@craighilesconsulting.com)



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## Programme Schedule One Day

### Introduction & Welcome

Programme Objectives  
Personal Objectives

### What is Motivation?

#### How You are Motivated?

- Your Preferences
- Traits & Qualities
- Your Profile

#### The Motivation Model

- Situational Analysis
- Intention & Behaviour
- Precision Questions & Answers
- Creative Collaboration

#### Appreciative Inquiry

- The 4 D's
- Revealing Your Thinking
- Encouraging Others to Reveal Their Thinking

#### Motivational Meta Programmes

- The Language of Motivation
- Motivational Behaviors
- LAB Profile

#### Personal Action Planning

Reflection, Discussion & Action

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