Art of Motivation

Objectives of the Training

After completion of this course, participants will:

- Understand the different Motivation and De-motivation techniques
- Identify the sources of motivation
- Be able to motivate co-workers and subordinates effectively

Target Audience

This course is targeted for

- Chief Executive and Officers
- Functional Managers
- Project Managers
- Engineers
- Information Technology Managers
- Process Owners
- Production Managers
- Service Delivery Managers
- Training group is not to exceed ten participants

Duration of the Training

- ➢ It is a three days training from 9:00 a.m. till 5:00 p.m.
- ➢ It is 24 hours training

Methodology

- ➢ Group exercise
- ➢ Brain storming sessions
- ➢ Video tapes
- ➢ Case studies

This course is applicable to the following sector:

Government, Real State Development, Aerospace, Defense, Engineering and Construction, Manufacturing and Industrial, Oil and Gas\Petrochemical, Power and Water Utility Plants, Education and Training, Retail, Financial Services, Information Technology, **Telecommunication**, Automotive, Media Production, E-Business Enablers, Marketing and Sales, Pharmaceuticals, Environmental Management, Hospitality Management, Shipbuilding and Repair Yards

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Training Outline

A. Defining Motivations
A.1 What Is Motivation?
A.2 What Is Motivation Made of?

B. Maslow's Hierarchy of needs
B.1 And its on-the-job application
B.2 Higher order needs Vs. Lower Order Needs

C. McGregor's Motivational Theories
C.1 Theory X
C.2 Theory Y
C.3 Theory Z – A Japanese Approach

D. Hertzberg's Motivational Theory:
D.1 Hygiene Factors
D.2 Motivators

E. Reward and Recognition Systems
E.1 Extrinsic Rewards
E.2 Intrinsic Rewards
E.3 How to give Rewards

F. The "War-Room" Model

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