

## Understanding how to Motivate to Improve Performance

### INTRODUCTION

This one day course helps individuals to develop knowledge of why motivation is important, what motivates people and how understanding this can be used to increase motivation in the workplace with resulting improvements in performance. This course is designed to help delegates describe and reflect on what factors influence motivation levels. Delegates will show how knowledge of motivation theory can enable people in the workplace improve their motivation levels.

### COURSE OBJECTIVES

- By the end of the course, delegates will:
- Understand factors that influence motivation levels in the workplace
- Understand how a theory of motivation can be used to improve performance levels
- Understand how individual differences affect levels of motivation in the workplace
- Use employee engagement to increase motivation levels

**COURSE DURATION:** 1 Day Course

Equivalent to ILM Level 3 unit  
Value of 2 credits



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### COURSE CONTENTS

Define the term of Motivation

Understand Basic theories of motivation and apply them to teams and individuals

Overview of factors influence behaviour at work

Highlight styles and patterns of behaviour at work

Techniques to motivate individuals and monitor performance

Use positive approaches to offset negative attitudes in the workplace

Employee engagement policies and practice

#### Personal Development Action Plan

*Throughout this course there will be a number of practical exercises carried out which will enable delegates to put into practice most of the theory covered*

