

Motivation

with no language to describe it, no description of it and no way of measuring it, this leads to no plan, no action, and no outcomes

Complimentary

90 Minute Taster Session on

'Motivational Maps®'

There Are 9 Reasons Why Your Team Go To Work. The Reasons Have Little To Do With Money...

Employee performance in any organisation depends upon the right direction, the appropriate skills and massive amounts of motivation. Our motivational tool provides the solution to what is probably the most difficult of these three to manage and sustain in your organisation – MOTIVATION.

Common mistakes managers make when attempting to motivate teams and individuals...

1. They assume money is the biggest motivator – but few list money in their top 10
2. They don't treat people as individuals – so only some motivators are met some of the time
3. They give rewards without tying it back to what truly motivates the person – as they don't truly know the motivators
4. They don't measure motivation levels – so struggle to manage the key driver of performance...motivation
5. Typically appraisal focus is objectives, skills & behaviours – the other ingredient, motivation, doesn't receive similar attention
6. They motivate too infrequently – motivation is like a muscle, it needs to be exercised regularly

Individuals are able to pinpoint what they need to keep doing to maintain, or further increase, motivation levels.

Where motivation is low, individuals are able to consider how to adjust elements of their life and work to turn around motivation levels. This improves their level of performance, and happiness, at work.



Motivational Maps® is a simple on-line diagnostic tool that:

- enables individuals, teams and organisations to understand and prioritise what motivates them
- reveals how motivated they are at any moment in time
- provides practical & effective tools to increase productivity & performance at all levels

Motivational Maps® Is Being Used To Enhance Current People Processes...

RECRUITMENT – instantly establish if your candidate's motivational drivers are a good fit for your role vacancy. Minimise costly recruiting errors.

TEAM BUILDING – enables your teams to quickly see where gaps and conflicts might emerge. Determine how to drive your team together for maximum success.

PERFORMANCE MANAGEMENT – your missing link in appraisal discussions enabling you to better understand your staff.

REWARD AND RECOGNITION – you can assess the effectiveness of your reward and recognition strategies and deliver cost savings.

REDUCE COSTS – most think poor performance has more to do with skill shortages than motivation and unnecessarily spend on skills development.

CAREER TRANSITION – understand an individual's underlying drivers and motivations. Making career choices easier.

STAFF RETENTION – motivated staff are much less likely to leave and much more likely to perform to high levels.

LEADERSHIP & MANAGEMENT DEVELOPMENT – understand why your team do the work they do, key motivators to work on and practical approaches to implement.

* Event open to HR/Training leaders, managers and executives.

Registration Confirm your registration, email info@hda.co.uk with subject line: 'Motivational Maps'

Motivational Maps is delivered by our accredited consultants.