

## Motivation and Performance Management to Enhance Profit

### Learning format

Online webinar

### Course date/duration

Friday 17<sup>th</sup> September, 2021

10am – 4pm (with one hour lunch)

### What do you get?

Certificate of Attendance

### Course Overview

What would happen if every single employee worked in their dream job, utilized their best talents, worked with an inspirational leader, and was fully engaged in their role? For companies, this scenario leads to breakthroughs in productivity, customer service, profitability, and shareholder value. For individuals, it means better health, stronger relationships with family and friends, and greater happiness. Take time out to explore with us how embedding a performance culture can help support this goal.

We use real-world examples and interactive activities to bring our training to life and ensure attendees are ready to put their learning into practice. Each Participant will take away an action plan that they can use the very next day at work.

### Who would this benefit?

Managers, Leaders, Supervisors, Team Leaders

### Objectives

By the end of this course, participants will:

- Know & understand how people are motivated at work
- Explore the issues of empowerment
- Explore & practice the 4 steps of performance enhancement
- Know the 3 key steps to effective delegation
- Have an action plan to use the very next day at work

All Workshops are facilitated by an experienced subject expert, rich in content and designed to be insightful and inspiring.

There will be a mix of individual and group work as well as practical case studies to bring the learning to life. All participants will leave with their action plans that they can implement the very next day at work

### Content

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|--------------------------------------------------|----------------------------------------------------------------------|
| • The Role and Skills of an Effective Leader     | • The Stages of Empowerment                                          |
| • The Challenges You Face as Leader              | • Your Leadership Style                                              |
| • The Difference between Management & Leadership | • The 4 Steps to Performance: Directive/ Coaching/ Consult/ Delegate |
| • The Theory & Practice of Motivation            | • Coaching Your Team                                                 |
|                                                  | • 3 Steps to Effective Delegation                                    |

### Price

The price of this course is £145.00 + VAT per person.

To book your place please complete the attached form and email to [training@eda.co.uk](mailto:training@eda.co.uk).