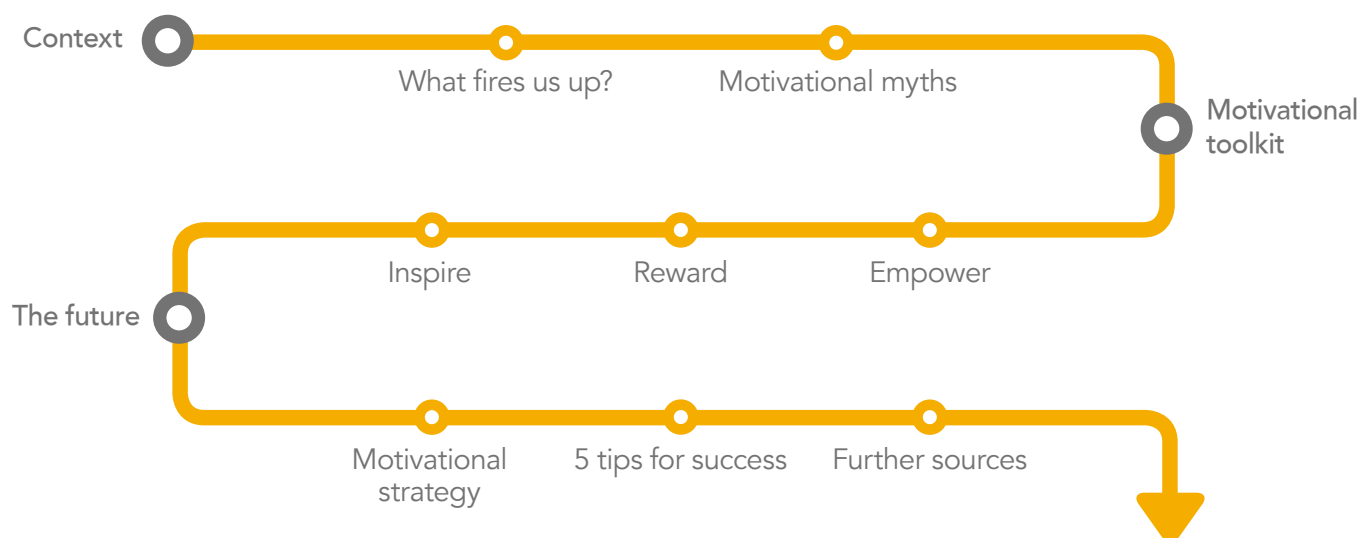


Motivate

Virtual handout

Motivate



My motivational challenge

Use the box below to write down your motivational challenge at work.



The motivational toolkit



Empower



Reward



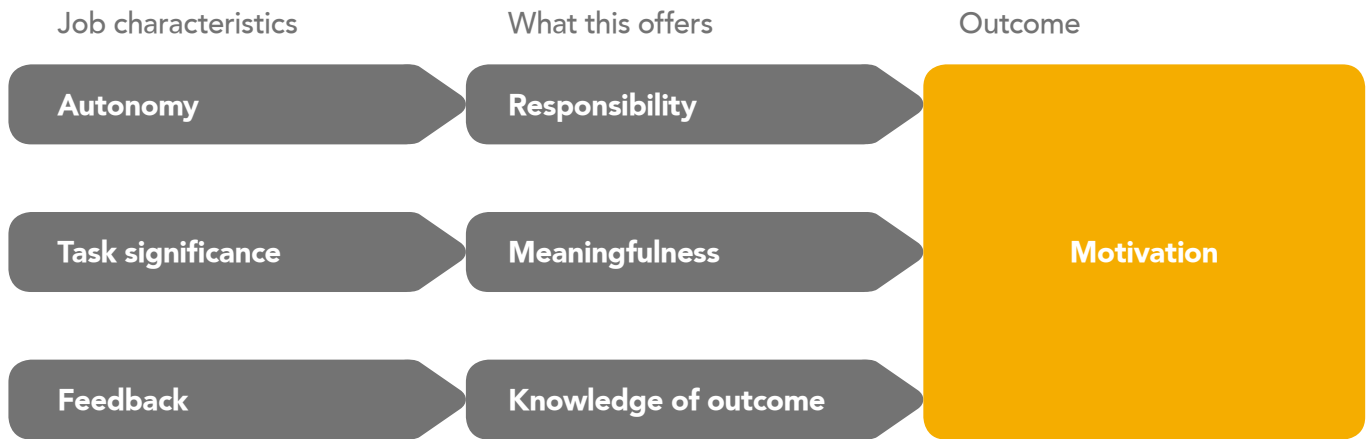
Inspire

Empower

Write down an outcome-focussed email that will help you overcome your motivational challenge at work.



Empower



Reward

There are three main ways to reward people.

Reward	Example
If-then	You've told your team that if they make their sales targets they'll each receive a cash bonus.
Now-then	Your team has exceeded their annual targets so you're going to give them an unexpected cash bonus.
Recognition	You've given a rising star their own project to lead.

My preferred type of reward

Cash
based
bonuses

Stock
options

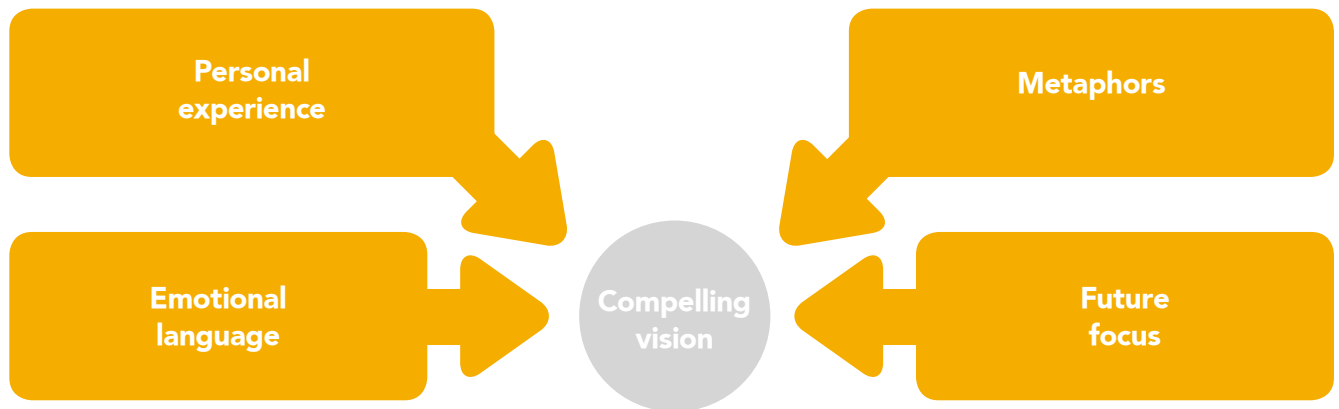
Attention
from
leaders

Increase
base pay

Praise
from line
managers

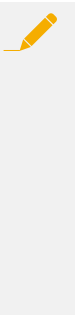
Opportunity
to lead a
project

Use a compelling vision to inspire yourself and others

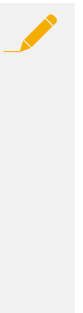


Motivational strategy

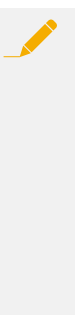
My challenge



My barriers



My solutions



The future

What's your **top tip** from today's session?



Starting today, what will you **stop** doing?



What will you **start** doing differently?



5 tips for success

- 01 Motivate yourself before working with others.
- 02 Take time to spot where the problem stems from.
- 03 Treat everyone as an individual.
- 04 Be prepared to support, as well as challenge.
- 05 Always get things out in the open.

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Mind Gym Workouts

- Compelling case
- Cresting the curve
- Delivering change
- Inspire.

Books

- Adair, J. (1996) Effective Motivation. Pan.
- Hollyforde, S., Whiddett, S. (2002) The Motivation Handbook. CIPD.
- Pink, D.H. (2009) Drive: The surprising truth about what motivates us. Riverhead Hardcover.