

## Motivation

Understanding individual differences in motivational needs is the key to increasing employee commitment and productivity.

### Objectives

After successful completion of this course, participants will be able to:

- Understand how people act according to feelings, attitudes, needs and drives
- Identify specific motivators of people with whom they work
- Develop strategies to positively motivate themselves
- Develop strategies to positively motivate staff

### Benefits

For the participant, a sense of purpose and achievement.

For the organisation, a purposeful, goal directed workforce.