

Motivation and Change Management

Management by Motivation – the secret to manage change and success

Objectives

At the end of this workshop the participants will have enhanced their understanding of:

- how to achieve top performance
- moving employees from resistance to motivation
- the difference between motivation and manipulation
- creating an atmosphere for change
- planning and implementing change processes successfully
- how to manage change by overcoming escape- mechanisms

Contents

- the hierarchy of needs vs. true motivation
- intrinsic vs. extrinsic motivation
- case-studies of successful companies
- how to achieve high performance by identification
- motivation and manipulation
- how to manage change
- success factors for change
- strategies to overcome resistance to change and escape-mechanisms

Methodology

Course activities are a mixture of case studies, role-plays and group exercises ensuring an interactive dialogue between lecturers and participants. The participants are encouraged to try out the course material in simulated real-life business situations. The training strategies we use help the participants to transfer their workshop experiences to their daily business.

Target Group

Professionals in a management or leadership position and those with leadership potential

Prerequisite

Intermediate standard of English

Duration

3 days