

RE: MOTIVATION

“You can lead a horse to water, but you can’t make him drink. But you can salt its oats so it’s thirsty and wants to drink. That’s what great teachers (and leaders) do. They salt their students (employees) oats so they want to learn (perform).” — Madelon Hunter

Overview

You can’t motivate people. Yet you can create an environment in which they choose to become motivated. Motivation is a very personal thing. There are at least 16 different variables to motivation. The key is to identify the most important variable(s) for each employee and then ensure that it’s available to them. RE: Motivation is a mnemonic device for remembering the 16 variables. There are 3 that begin with the letter R. There are 3 that begin with the letter E. The remaining 10 begin with each letter in the word motivation.

Outcomes

Gain knowledge and/or improve your understanding, and then consider the application of the following concepts:

- The challenges of motivation
- The 16 variables of motivation
- Assessing your knowledge and skill for each variable
- Predicting the top variables for each of your employees

Participants will draft an action plan for utilizing the 16 variables of motivation with their employees.

Suggested Training Time

4 Hours