



OPERATIONAL LEADERSHIP: managerial

ON YOUR MARK, GET SET, MOTIVATE!

On Your Mark, Get Set, Motivate! instructs participants in motivational theories, the role of the manager in motivating employees, and the three conditions of motivational management: confidence, trust, and satisfaction. This class defines motivation in the workplace, explains some of the classic theories of motivation, pinpoints some powerful needs that motivate people and how to relate motivators to them, and discusses how to develop motivational skills. This course includes a self-assessment of participants' individual conflict styles and group discussions over conflict in workplace situations.

Objectives:

By the end of this workshop, participants will be able to:

- **Define motivation**
- **Discuss different motivational theories and apply those to a work situation**
- **Apply the three conditions of motivational management**
- **Identify new ideas to help motivate employees**

