



VITAL LEARNING™

# MOTIVATING TEAM MEMBERS™

**You encourage team members to do their best, but they just don't seem motivated, and morale and productivity are suffering.**



**Motivating team members is at the same time complex and simple, and it is unique for each team member. Motivated employees look forward to coming to work every day. They are more productive than unmotivated employees, and they require less micromanagement. They contribute to the organization and its success, improving the organization's competitive edge. The key is to find creative, proven ways to keep employees motivated.**

## **MOTIVATED EMPLOYEES WORK HARDER AND BRING SUCCESS**

Inspiring employees to perform their best requires a different approach for each employee. Some employees are self-motivated, while others require quite a bit of motivation from their supervisors, team leaders or managers. Good leaders know how to identify what motivates each team member and how much motivation each team member needs.

The Vital Learning Motivating Team Members™ program teaches leaders what motivation is and how it works to inspire employees to do their best. It provides insight into how motivation is different for each team member and helps leaders understand what they can do to create a work environment that will motivate team members.

Motivating Team Members equips leaders with a four-stage plan to influence team members while creating a work environment conducive to high performance. The seminar teaches participants the following:

- Self-assessment of motivational practices*
- Evaluation of the self-assessment*
- Practical background on the theories of motivation*
- A clear plan of action for creating a motivated work environment*
- Methods to build team members' confidence and competence*

Throughout the seminar, managers review case studies, participate in group discussions, practice new skills, and receive immediate feedback. The program provides them with implementation tools, a troubleshooting guide and additional resources to help them apply the skills they have learned on the job.





## ESSENTIAL COURSE MATERIALS

Motivating Team Members is available in classroom, online and blended formats to accommodate any organization or type of business. Each seminar includes the following course materials:

### Facilitator Guide

- Provides complete instructions about how to conduct the seminar
- Supplies explanatory information for the trainer, sample trainer narrative and facilitation notes
- Includes the facilitator resource CD-ROM, which contains a PowerPoint presentation, additional resources, reproducible pages from the facilitator guide and a participant workbook

### Participant Workbook

- Provides exercises, forms and skill practice aids
- Offers a job aids section with tools and resources for applying seminar skills
- Includes a Memory Jogger Card™, which gives leaders a handy reminder of the seminar's skill points

## ABOUT VITAL LEARNING

Vital Learning's training seminars teach managers, supervisors and team leaders in any industry to use basic human relations skills to motivate and lead their employees with finesse and respect. By improving team leader–team member relations, organizations can improve productivity, enhance employee motivation and retention, and develop employee work habits and potential. Vital Learning's seminars are available as classroom sessions, online sessions, or a combination of classroom and online sessions.

Based in Omaha, Neb., Vital Learning provides seminars based on McGraw-Hill Training Systems, which Vital Learning acquired in 1989. Throughout the past two decades, Vital Learning has worked with industry experts to enhance and develop its training seminars, bringing an industry-leading product to the marketplace. Let us show you what our products can do for your organization.

*Motivating Team Members and Memory Jogger Card are trademarks of Vital Learning.*

## BENEFITS OF MOTIVATING TEAM MEMBERS™

Organizations can offer the seminar in the format that works best for them — classroom, online or blended.

Program is designed for six to 18 participants to complete in four hours.

Seminar participants receive hands-on experience practicing the program's skills and methods.

Participants learn to determine what motivates each team member to perform effectively.

Participants learn to build a more participative work environment to improve performance.

Participants learn to develop an improved work environment.



## FOR PURCHASING INFORMATION

Assessment Leaders LLC.

866.864.8200

[sales@assessmentleaders.com](mailto:sales@assessmentleaders.com)

[www.assessmentleaders.com](http://www.assessmentleaders.com)



**assessmentLEADERS**

DISCOVER THE HUMAN POTENTIAL™