



# LEADING THROUGH THE STORM: ENHANCING MOTIVATION, LEADERSHIP AND PEOPLE MANAGEMENT

## OBJECTIVES

**In tumultuous times, businesses need a strong captain at the helm to ensure they move in the right direction.**

Great leaders increase engagement, empowering staff to take ownership and improve performance and minimise expensive turnover.

*“It is the set of the sail, not the wind, that determines which way we go” - Jim Rohn*

This workshop is about recognising the potential in each member of the business and empowering them to do their best work consistently. By growing the people inside, the business itself flourishes.

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

- Describe types of motivation and their benefits and risks
- Choose appropriate motivation strategies in a range of contexts
- Discuss core human needs and how to satisfy these
- Set learning goals and outcome goals
- Use strategies to enable staff to take ownership of their goals
- Recognise basic personality types and discuss similarities and differences related to motivation, learning styles and support
- List attributes of a strong leader
- Identify when and how to delegate to improve productivity and capability
- Apply coaching strategies to enable competence and improve listening
- Establish open lines of communication and opportunities for shared ideas
- Present expectations and timelines
- Describe lead and lag measures and how to track these to improve performance

Can be structured as a workshop or coaching.

Contact Hannah at [hfitzgibbon.nz@gmail.com](mailto:hfitzgibbon.nz@gmail.com) or by calling 0279780972 to discuss a workshop.