

MANAGEMENT TRAINING – TUTOR GUIDE AND SYNOPSIS

| Time | Subject Heading | Description of Material Covered In This Session Including Exercises |
|-------|-------------------|--|
| 11:30 | Motivation | <p>Start by asking delegates what the signs of demotivation are as per slide 83. Capture answers on the flip chart. Review with slide 84.</p> <p>Introduce exercise 15a with slide 85 in groups of 2 or 3, duration 15 minutes).</p> <p>Then review each group's conclusions to each scenario before moving onto the next scenario.</p> <p>Then hand out exercise review document 15b.</p> <p>Explain motivation slides 86 to 101 inclusive.</p> <p>Lastly refer back to management styles exercise on day 1 and the different personalities of their staff. Ask delegates for the motivation needs of each personality type. Review with handout 15c.</p> |