



Define Potential presents:

# Coaching and Motivating Others

## Course Overview:

This course equips leaders to identify and leverage the motivators that drive individual and team performance. Participants will learn to harness what inspires themselves and others to build more motivated, high-performing teams.

## Course Details

Format



- Online

Duration



- 6 hours

Audience



- Mid-level leaders
- Senior leaders

\$750pp GST inc.\*

## Course Outline

### Session 1

#### Welcome and Introduction

- Overview of the program

### Session 2

#### Motivation at Work

- Autonomy, mastery and purpose
- Common work motivators
- Identifying motivators: own and others

### Session 3

#### Feedback as a Tool for Motivation

- Feedback that motivates
- Biases influencing observations at work
- Person and situation-specific feedback

### Session 4

#### Coaching as a Motivational Tool

- Skills for Coaching
- Coaching to Enhance Motivation
- Sustaining High Performance

### Session 5

#### Bringing it Together

- Effective Coaching Questions
- Applying the Questions

## Key Learning Objectives



Understand intrinsic and extrinsic motivators and what sustains motivation over time



Explore how to use motivators to lead others



Build skills to provide feedback that sustains performance



Identify strategies to introduce coaching and motivation into everyday conversation

“A great coach is not a guru. It's simply someone who enables you to think, explore and discover what or where you currently are, what or where you want to be and how to get there.”- Manie Bosman

**Want more information?** Contact us via any method below to learn more  
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\* Plus Eventbrite booking fee