



How to Lead a Team to Productivity

Course Outline



Your business outcomes are our priority. Proving impact in real time.

How to Lead a Team to Productivity

Aim

The purpose of this workshop is to explain the concept of motivation and its importance in enhancing performance levels. Explaining and applying theories of motivation in a leadership context.

Explain techniques to enhance self-motivation and leadership performance and apply strategies to motivating others in a leadership context.

About this Course...

To explain the concept of motivation and its importance in enhancing performance levels.

Who Should Attend this Course?

This course will benefit emerging and seasoned Supervisors, Managers, and Leaders.

Outcome

At the end of this workshop delegates will have ways to measure the motivation levels in the team, have the theory on how to go about improving the motivation of others and self and have the know-how on how to recognise and minimise everyday conflict situations in the workplace, through the process of positive leadership.

SAQA US ID	NQF Level	Credits	US Title
120389	4	5	Explain and apply the concept, principles and theories of motivation in a leadership context

The unit standards above are an indication of the content of the workshop. Our workshop theories are designed to include the outcomes recommended by SAQA US IDs.

Content

Topic	Key Learning Points
What is Motivation and Demotivation?	• What impact does motivation have on productivity? • A brief look at the human psyche • What motivates people to work?
How to Measure the Team's Motivational Levels	• What tools do we use to measure? • Hershey Blanchard Situational Leadership • If we do not measure motivation then we cannot track how motivated people are
Understanding Theories of Motivation	• Working with these theories in a practical way • Converting motivational theories to action, creating an environment conducive to feedback, growth, motivation and empowerment • Herzberg's Theory – The Launch Pad • Psychological contracts 'iceberg' model
Converting Motivational Theories to Action	• What should team leaders, supervisors, and managers be doing? – Feedback, rewards, matching the reward to the achievement, and being timely and specific
Understanding Trigger Points for Conflict	• How to encourage emotional intelligence and self-mediation amongst the team • The two main principles of emotional intelligence • Looking at a case study
Understanding Your Responsibilities as a Role Model	• Understanding the meaning of ethical leadership • Walking the talk – Why it is important and how our behaviour as leaders is perceived

Duration: ½-Day

Optional Purchases

When ROI and Implementation Matter

At Staff Training, we understand that each individual and/or organisation has unique needs and goals. We have developed a range of valuable, but optional purchases to maximise your training outcomes:

SETA Accredited Training Options

Most of our workshops are aligned with SETA Accredited unit standards, or you can opt for the fully accredited version of your workshop choice. This includes a certificate of competence when successfully completed. All other certificates are certificates of attendance.

The Afterburner

Afterburners are additions to selected workshops. These continued learning courses include a re-cap of material covered during the workshop and continue to expand on both knowledge and skills development for the workplace.

Skills Check

Skills Checks are extremely useful in the measurement of ROI of soft skills training. This tool is structured to help the learner improve on the implementation of new skills through a goal-driven process of accountability and reflection.

LevelUp Coaching

A 2-hour, one-on-one coaching option for those who would like to address and build on the knowledge they gained during training. Converting theory into practice under the tutelage of an experienced coach.

PowerPath Coaching

A powerful investment into your future leaders. One-on-one leadership coaching with the globally acclaimed Enneagram as the self-mastery tool.

Staff Training is an accredited IEQ9 Provider. Our Enneagram offerings include a SETA Accredited version of a leadership development workshop as well as an emotional intelligence and Enneagram combination. You can also explore our specialist hybrid offerings of workshops and coaching below.

[Enneagram Group Coaching Journey](#)[Enneagram: Insight to Action](#)