

The Ultimate Guide to Motivating Yourself and Your Team

- Are you an “accidental manager” with great technical skills who hasn’t been trained for managing people?
- Do you sometimes struggle to motivate yourself and your team?
- Do you know how to lead your team to do more of what energises them and less of what turns them off?

When you become a manager, no-one tells you how to motivate yourself or how to motivate others. You are expected to work it out for yourself.

This workshop is for anyone who wants to gain insight into their own motivation and learn how this differs from what motivates others.

In this session you will:

- Find out the four core needsⁱ which drive our behaviour.
- Discover what motivates you, and how this affects your style of leadership.
- Learn how to tap into the core motivators to lead others.
- Try out tools and techniques for sustaining motivation.
- Find ways to be resilient through setbacks.
- Plan how to build on your strengths and manage the challenges.

Speaker

Catherine Stothart (MSc, BA (Oxon), CFCIPD) is a Leadership Coach who has coached and trained hundreds of leaders to engage and motivate their teams and to develop themselves, in top multinational companies, including Airbus, Google and Audi.

Her best-selling first book, now in its second edition, [How to Get On with Anyone](#), (Pearson, 2024) is a guide to improving your interactions and relationships with anyone, whatever their personality type or background. In her third book, [Motivation: The Ultimate Guide to Leading your Team](#), (Routledge, 2023) she sets out how to lead others to fulfil their purpose and potential.

For more information see her [website](#) and [Linkedin](#) profile.

ⁱ Based on the work of Ryan and Deci, and on Maslow, the core needs are: to have a sense of **purpose** that gives our lives meaning; to feel **competent** and be respected for our skills; to have some **freedom** and control over what we do; to **belong** to a group and have connections with others; to fulfil our **potential**.