

WORKSHOP AGENDA

Motivation

Understanding what genuinely drives people, and how to help it thrive.



90 minutes · In person or virtual · Leaders and managers

Motivation is one of the most misunderstood concepts in leadership. This session cuts through the common misconceptions, explores what actually drives people at work, and gives participants practical tools for understanding their own motivators and creating better conditions for the people around them.

— WHAT YOU LEAVE WITH

- Most approaches to motivation focus on what people want. The more useful question is what they need. Understand what motivation actually is and why conventional approaches can often backfire.
- Reflect on where your motivation is strongest and most fragile.
- Leave with practical tools for sustaining your own motivation and nurturing it in the people around you.

— WHO IT'S FOR

Leaders and managers responsible for motivating others who want to move beyond incentives and pressure. It works on its own and as part of a leadership or team performance programme, where understanding what drives you is the foundation for understanding what drives others.

— AT A GLANCE

The Motivation Myth <i>What the research says really drives motivation.</i>	15 MIN
What Drives You <i>Identify what genuinely motivates you.</i>	30 MIN
Motivation by Design <i>What leaders can do to build motivation.</i>	30 MIN
Your Motivation Map <i>Map your motivators and commit to one change.</i>	15 MIN

the session

01

The Motivation Myth

15 MIN

What the research says really drives motivation.

What motivation actually is, why conventional approaches often fall short, and what the research says about what genuinely drives sustained performance.

02

What Drives You

30 MIN

Identify what genuinely motivates you.

Individual reflection exercise where participants identify their motivators, examine where those needs are currently being met, where they feel least motivated.

03

Motivation by Design

30 MIN

What leaders can do to build motivation.

Facilitated conversation on what motivates people in a team context, what leaders and participants can deliberately do to create better conditions.

04

Your Motivation Map

15 MIN

Map your motivators and commit to one change.

A practical personal exercise where participants map their motivators, identify their current gaps, and commit to one specific change.

Let's talk.

Bring Motivation to your team

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