Executive Development Workshop

Motivation for Employee Engagement
OVERVIEW

“An employee’s motivation is a direct result of the sum of interactions with his or her manager” – Bob Nelson.

Motivation determines our standard of output and has a tremendous effect on any organisation. It is therefore imperative that we learn and understand the factors that determine positive motivation in the workplace. Whether you are trying to get the best out of fifty of your staff or just one, everyone needs some form of inspiration.

Identifying key factors that determine the motivation in your employees are linked directly to their individual needs, personal or professional which will, in turn, influence their behaviour. It can have an effect on the output of your organisation and concerns both quantity and quality because employees are your greatest asset.

In this highly interactive two-day session, participants will learn what drives people and how to create the right environment so that people increase belief, potential and commitment to act.

LEARNING OBJECTIVES

On completion of this workshop, participants should be able to:

- Use more of their human potential and achieve a higher level of overall performance
- Be better able to identify and articulate the value that they offer to the organisation
- Define the forces holding them back
- Demonstrate more commitment to their goals
- Be more motivated to do their daily tasks

COURSE OUTLINE

Topics to be covered over this one-day workshop include:

PART 1: KNOWLEDGE

- Understanding YOU
  - Defining standards and purpose
PART 2: SKILLS

- Understanding people (The power of rapport and perception)
- Communication skills (Active listening and questioning)
- Building assertiveness
- Managing yourself and others
  - Goal achievement
  - Managing time
  - Problem solving
  - Demonstrating teamwork

PART 3: ATTITUDE

- Be aware of your limiting factors
- Emotional Intelligence
METHODOLOGY

The training methodology for this workshop will utilize a comprehensive set of techniques that emphasize participation and interactive learning in an environment to develop you personally and professionally.

These techniques will involve:

- Lectures
- Videos
- Experiential Exercises
- Individual and group activities
- Manuals and hand-outs
- Discussions and sharing of experiences
- Case studies
FACILITATOR’S BIO

**Anthony Ragoonanan** is the Founder and Principal Trainer for V-Formation Training and Development, with core skills that include Communication, Sales, Customer Service, Leadership, Motivation and Management. Anthony is dedicated to performance management and empowering people with the skills to make a difference in their organization, their society and their lives. His primary goal is to address the competence related needs affecting people so that they can deliver on commitments.

With over 15 years in the sales environment, having worked for both local and international firms, he has had experience on the front line, in sales as well as a trainer and manager for Abbott Nutrition International where he received awards for Sales Team of the Year in 2007 and 2009 as well as Manager of the Year 2009. His experience has also exposed him to several distribution companies, health care professionals, hospitals, schools and service companies in the Caribbean region where he gained first-hand experience in learning how companies run their business, develop their people and maintain their corporate culture and reputation.

He is also involved in many of the support systems that accompany the training programs. The purpose of the support systems is to ensure that the process and the culture are taken into consideration so that behavioural and skill based improvement can be measured and monitored more effectively.

His experience as a trainer/consultant includes:

- Anthony P. Scott Ltd
- Trinidad and Tobago Police Service
- Bryden Pi Ltd
- Roche Diabetes Care
- Tender Heart Veterinary Clinic
- Baxter International
- Arthur Lok Jack Graduate School of Business
- Oceanfreight Trinidad Ltd
- The University of The West Indies
- U-The Caribbean Health Digest
• Plant Solutions Ltd
• Abbott Nutrition International
• Caribbean Communication Network (CCN)
• Qualitech Machining Services
• University of the Southern Caribbean
• Holy Name Convent
• Score Valves Trinidad and Tobago Ltd

Anthony possesses a Bachelor of Sciences degree (University of Guelph, Ontario, Canada) and an MBA (Andrew’s University, Berrien Springs, Michigan, 2008).
PROGRAMME DETAILS

Date: 25th & 26th January, 2017

Venue: The Institute of Critical Thinking, The UWI St. Augustine Campus

Time: 9am to 4pm

Cost: TT $ 5000.00
Cost inclusive of training material, certificate, lunch and refreshment.

Payment can be made through Cash, Credit Card/Linx or Company Cheque made payable to:-
“The University of the West Indies”.
Cancellations will incur an administrative charge of 50% workshop fee.

Register now:

Contact:

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