

THE FIRE THAT BURNS WITHIN

UNLOCKING INTRINSIC MOTIVATION
WITH MOTIVATIONAL MAPS®

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WHAT IS IT ALL ABOUT?

Motivation is the fuel that powers individual performance and team success. In this session, David introduces **Motivational Mapping**, a tool designed to give individuals and leaders the awareness to uncover and leverage intrinsic motivators. By identifying these unique drivers, we create an environment that sustains engagement, fosters productivity, and promotes personal fulfilment. This topic empowers participants to deeply understand their own motivations and to inspire and engage others by aligning tasks and roles with individual motivators.

WHY IT MATTERS

External rewards are only effective up to a point; true, lasting motivation must come from within. When individuals connect with what intrinsically drives them, they are more resilient, committed, and inspired. Understanding motivation is essential for creating a positive, high-performance culture where team members are fully engaged, and leaders can tailor their approach to meet the unique needs of each individual.

WHAT WE'LL COVER

- **The Truth about Intrinsic Motivation:**
Why outdated 'carrot and stick' approaches simply won't work.
- **Motivational Maps®:**
Understanding the 9 core motivators and how they influence behaviour.
- **Identifying Your Motivational Preferences:**
What are your personal drivers and what fuels them?
- **Leveraging Motivation in Teams:**
Use motivational insights to create an engaging, high-energy team culture.
- **Sustaining Motivation:**
Ways to maintain motivation and adapt environments to support individual needs.

OUTCOMES & TAKEAWAYS

- Discover your key motivational drivers and align choices with your values.
- Learn to recognise and ignite your team's motivators for high performance.
- Gain tools to sustain engagement, even in tough times.
- Strengthen leadership skills to inspire through purpose and intrinsic motivation.
- Take away a blueprint to foster a culture of passion, purpose, and productivity.

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