



# Improving Management Skills & Motivating Others to Perform

According to Lee Iacocca, “*Management is nothing more than motivating other people.*” It sounds simple, but you need to know what inspires and motivates others to be a successful manager or business owner. This workshop will begin with learning about different personality preferences and how to effectively communicate with different personality styles. Once you learn to speak their language, then you can develop an action plan to motivate

## Key Benefits of This Course

- Assess Your Personality Preference and Learn How to Identify Others
- Learn How to Communicate to Each Employee with Their Personality Preference in Mind
- Learn How to Give Effective Feedback
- Develop Strategies for Difficult Discussions
- Identify Motivators Unique to Each Employee
- Choose Motivators with Measurable Performance Outcomes

This will be a very fun, interactive and hands-on course. Questions, examples and group discussions will be an integral part of learning during this session. Worksheets, quick reference guides, an action plan and other resources will be provided to all participants.

**BOOK NOW**

2.5-4 hour session  
In Person or Online

For more info, contact Jeanne Dau at: (217) 549-2564  
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