



How to get ONE person to do TWO people's jobs

Without paying them any more to do it

08.30 Coffee and introduction

A concise run-through of expectations

09.00 "Watch my lips; It's the economy..."

Employees could care less. Lesson number one is to recognise that to change behaviour we have to change how people feel.

09.45 "But they've heard it all before!"

If it was as easy as explaining what needs doing and why, then you would have been successful at doing it already. What's been done before doesn't work, so it's time to try something new.

10.30 Stronger Coffee

10.45 "What would Derren Brown do?"

We don't need to play mind games or magic tricks but we do need to utilise some effective psychological 'levers' to shift people from one thinking track to another.

12.15 "The magic of motivation and willingness"

Everybody wants something; the trick is to figure out how to find out what that 'something' is and then link the achievement of that to the task in hand.

13.00 Lunch

14.00 "Just what IS real empowerment?"

Properly empowered people just get on with things; they need less managing, less attention and less time than the rest because they know what's expected of them, and they've genuinely agreed to do it.

14.45 "It's not efficiency that drives savings, it's effectiveness"

Willingness and a positive attitude is one thing, but the number of hours in a day is something else entirely; without help in making more of the time and other resources available it's hard for anyone to achieve their full potential.

15.30 Tea

15.45 "Turning good ideas into action"

An exploration of case study examples from the group, that allow for a detailed exploration of the challenges to be faced and the best ways of overcoming them.

16.30 "Off we go!"

Priorities, plans and committed actions are reviewed in light of the overall workshop experience.

Register your interest and find out when a workshop is being run in your area:

These workshops are run around the UK (Including central London) and are for closed groups (all delegates coming from one company or group). Costs are available on application and will vary depending on numbers, materials to be provided and the choice of facility and location. To register your interest email martin@martingoodyer.com or call 00442476305203