

ENHANCING STAFF PERFORMANCE

Motivation is “a reason for acting or behaving in a particular way”.
A person’s output is greater if their key motivators are being met.



Motivational Maps®
is a tool to help build
performance & profitability
by improving staff
motivation & engagement

Benefits to your business of using Motivational Maps®

- Improve productivity/performance of staff leading to increase in profitability
- Improve staff retention & staff engagement
- Improve team performance by understanding what drives your team and where possible conflicts may exist
- Tracking engagement and motivation levels over time
- Improved recruitment decisions
- A tool to assist with having difficult conversations with staff

When might it be useful in your business?

- For succession planning
- To use alongside development plans for staff with potential
- 360 degree reviews for staff applying for promotions
- To aid staff retention
- For a new manager to understand their team and the team dynamics
- Individual or team performance concerns
- Merger or culture integration/new leadership team
- Recruitment at a senior level



“The maps are really accurate and I was surprised at how much I learnt about what motivates me. Since using the maps, I have been focusing on building on my three top motivators and have noticed a significant improvement in my confidence, relationships with colleagues and feeling of belonging in my team. I would highly recommend them.”

“It was very interesting to read about my motivators and help me understand how best to satisfy them. Also it was great share my motivators with members of my team including my manager. By having a better understanding of my motivators my manager has been able to ensure that the content of my work is now more directed to my strength and interests.”