

## ***Motivating your team: A three-pronged approach***

**RICK PAYNE**

**TECHNICAL MANAGER, BUSINESS AND  
MANAGEMENT FACULTY**

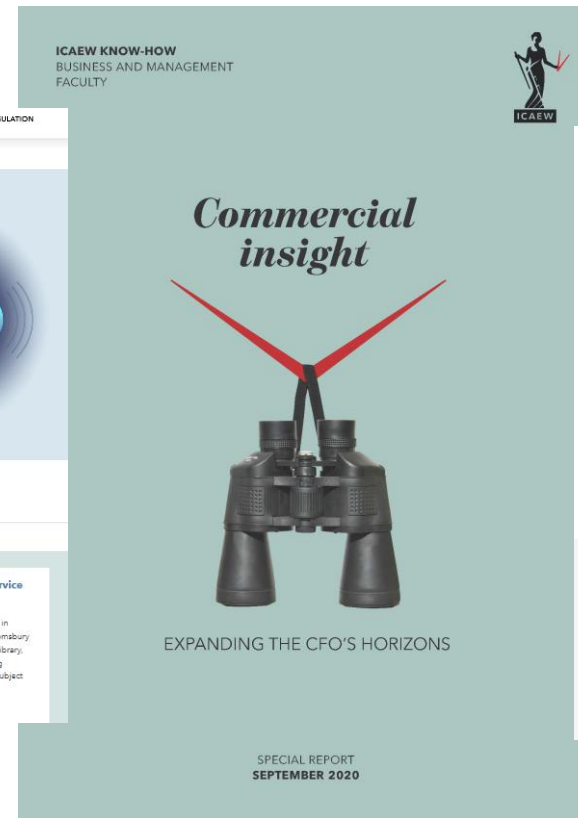
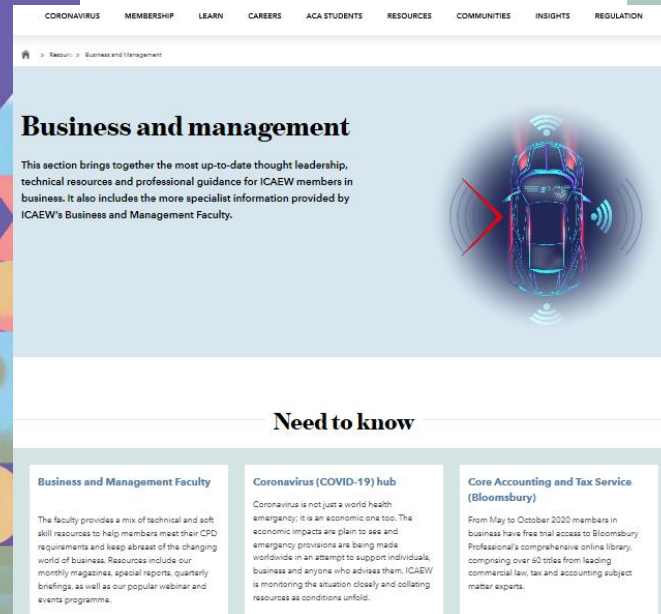
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## ***Today's presenter***



***Rick Payne  
Business and Management Faculty***

# Business and Management Faculty



## Tourism in the UK - post covid



How UK tourism should respond to lockdown lifting.

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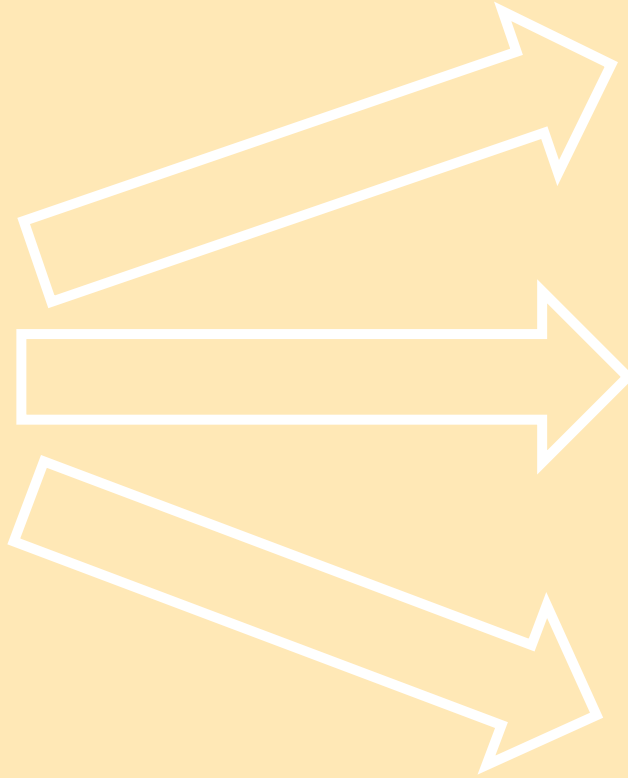
# *Motivating your team: A three-pronged approach*

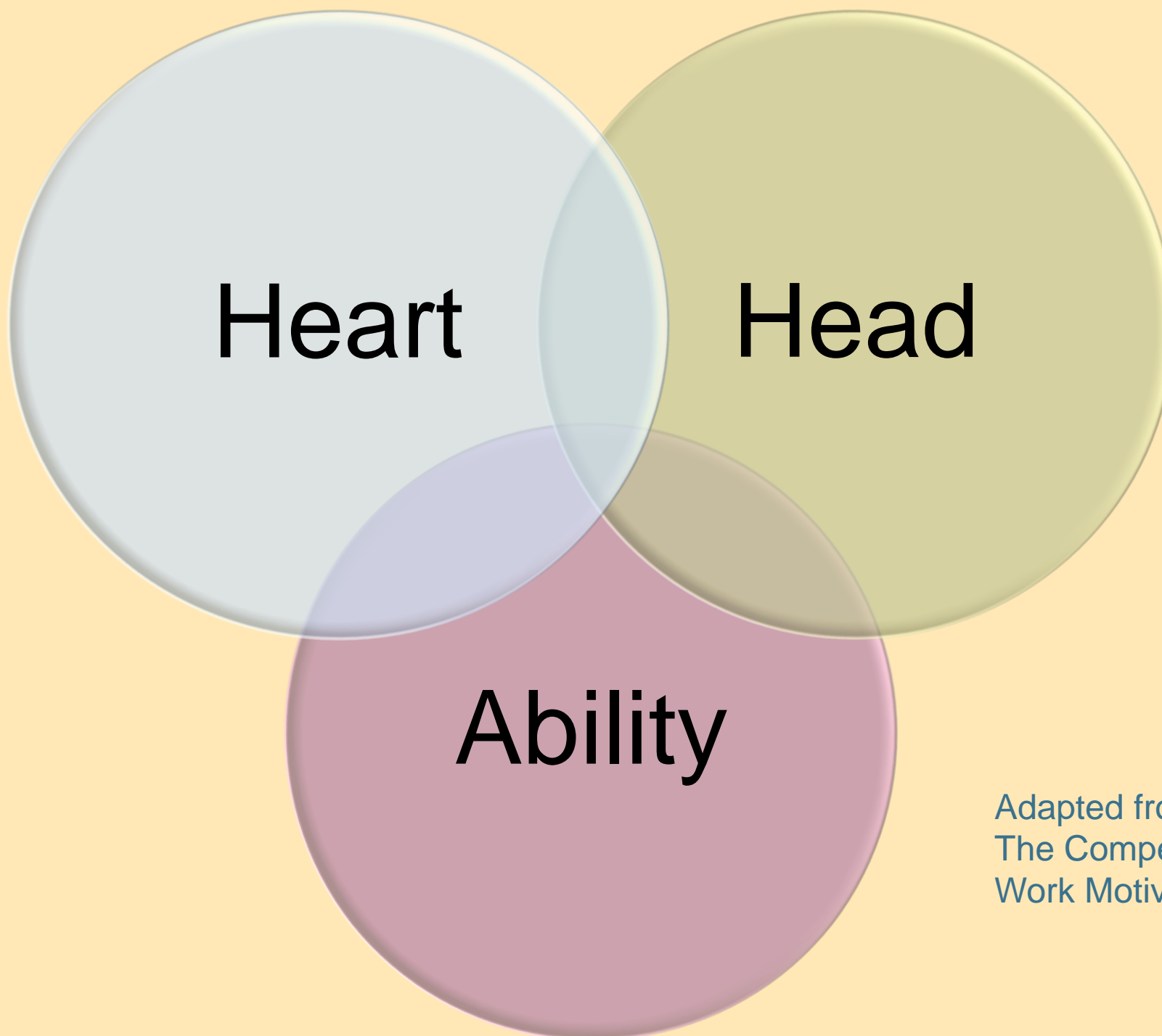
RICK PAYNE, BUSINESS AND MANAGEMENT FACULTY

# *Outline*

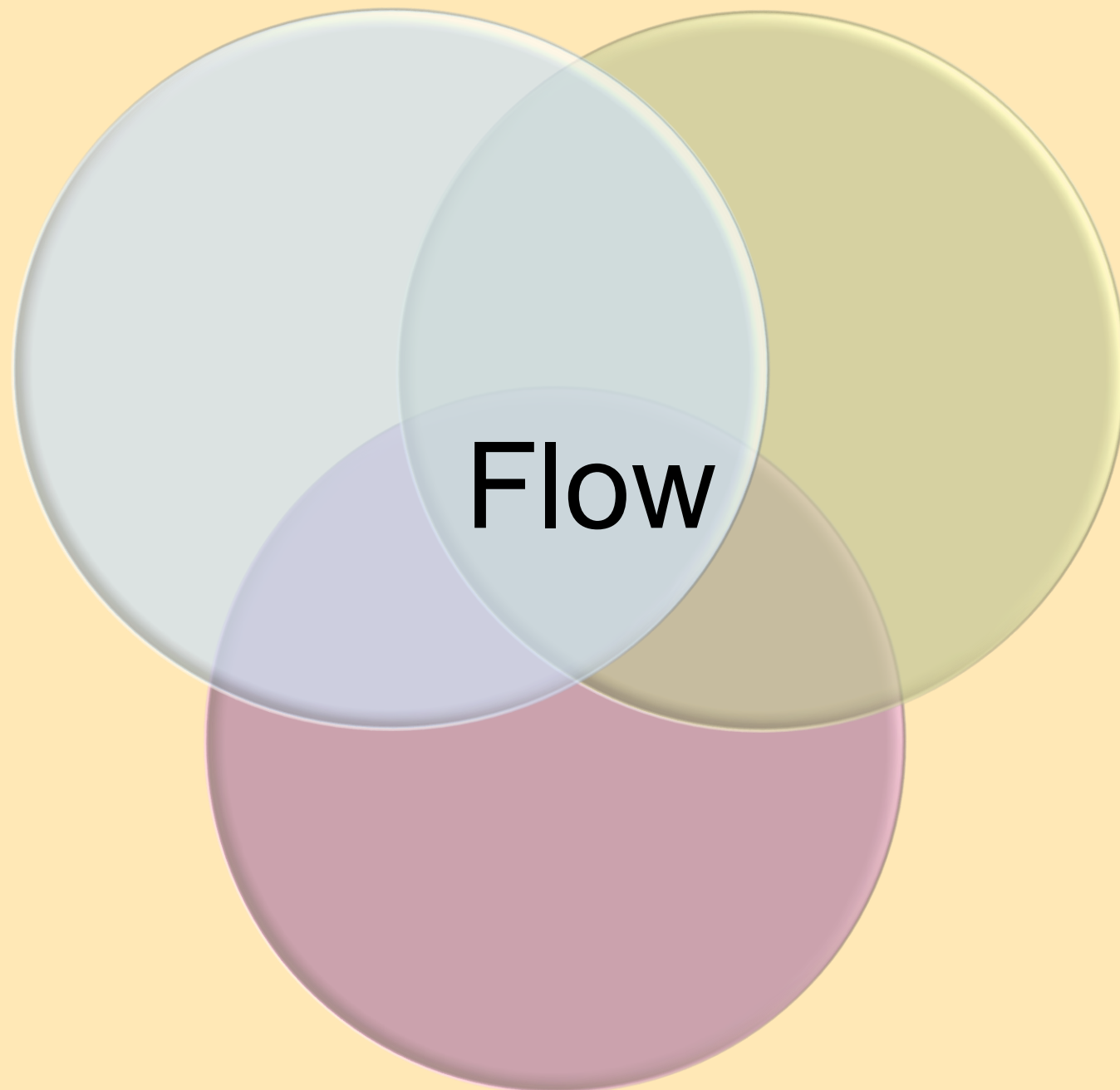
- Motivation defined
- Summary motivation model
- Putting the model into practice

***Motivation – the attributes that move us to do something***



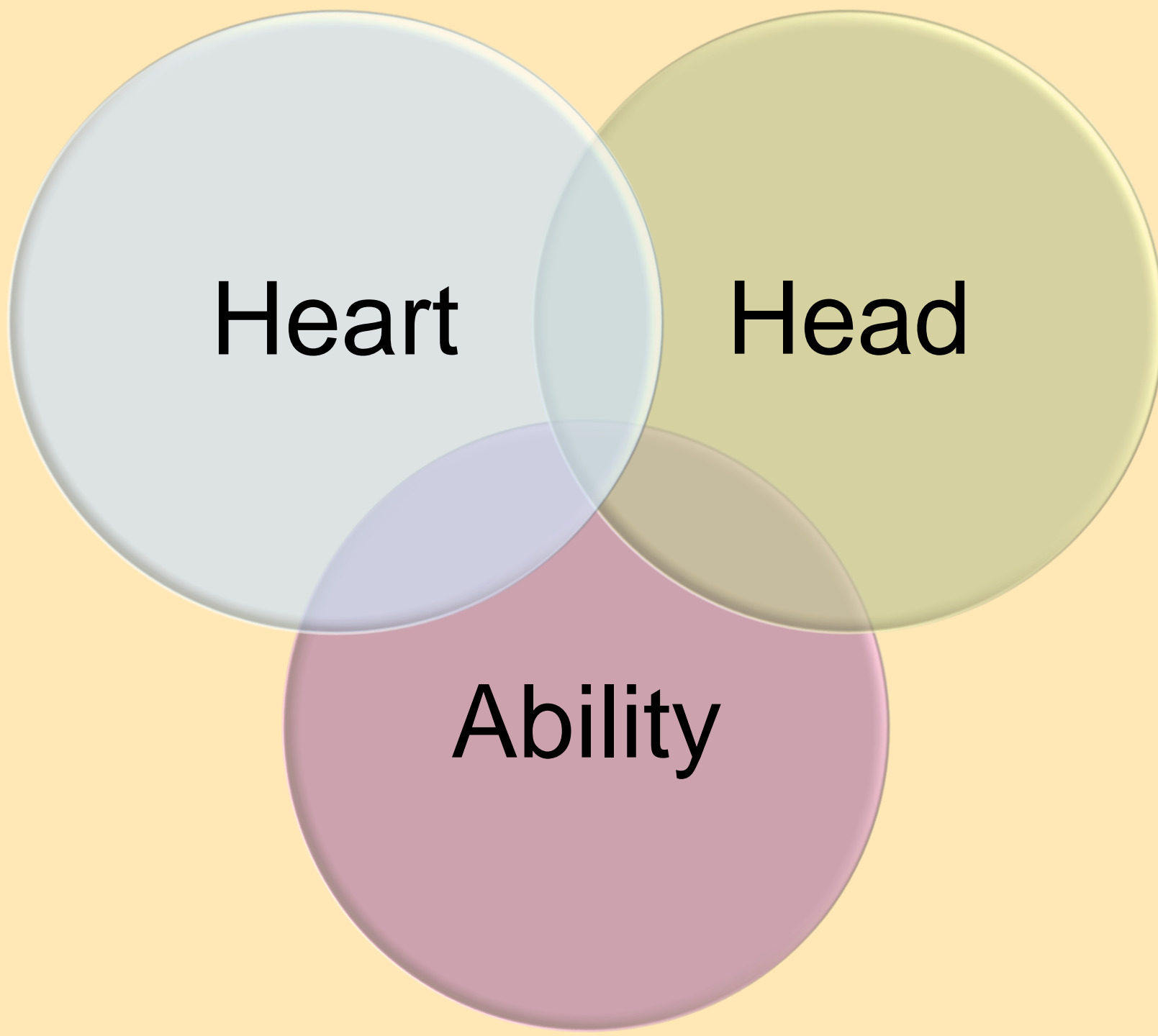


Adapted from H. M. Kehr, 2004  
The Compensatory Model of  
Work Motivation

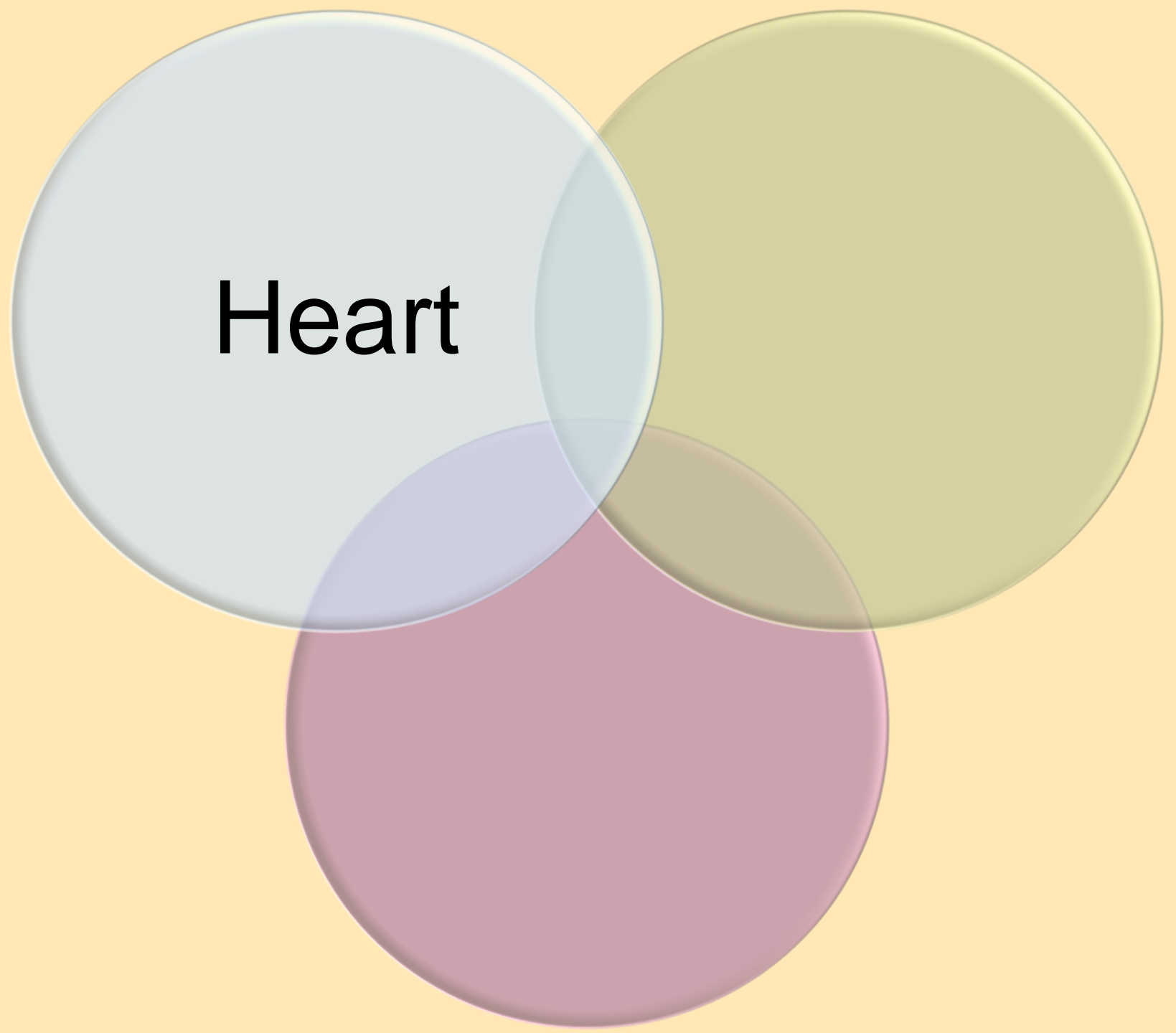


Flow





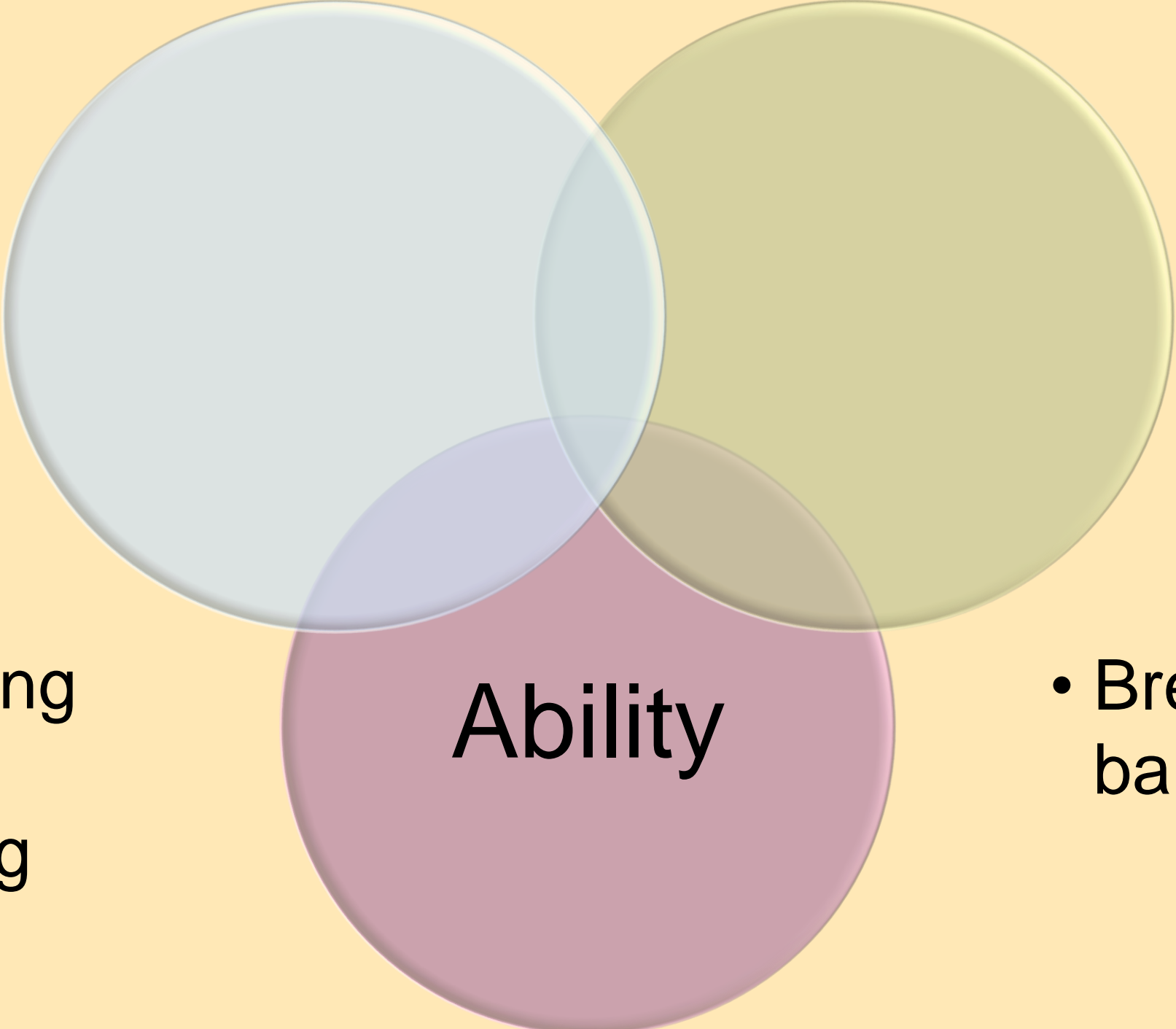
- Selection
- Job Design





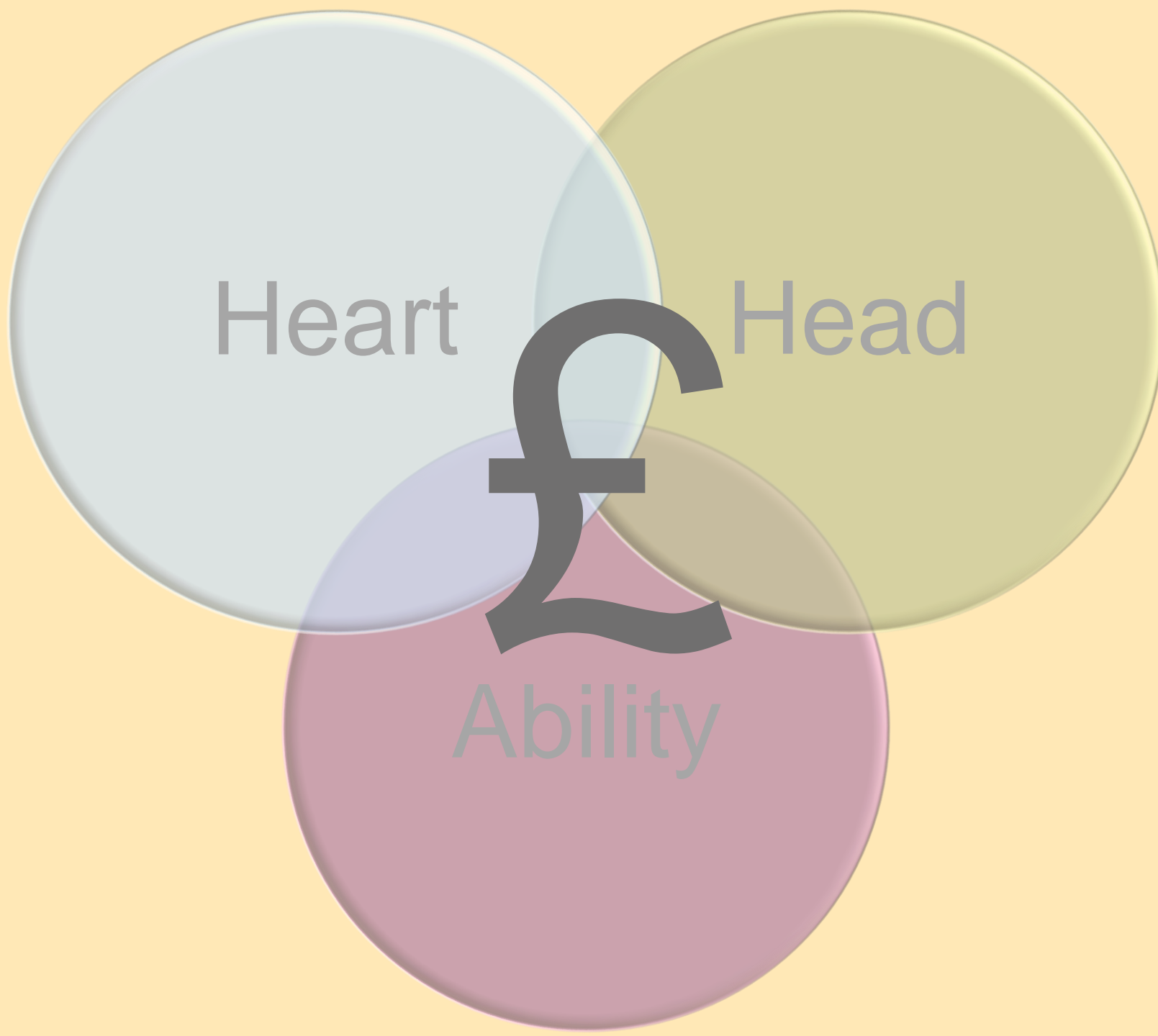
# Head

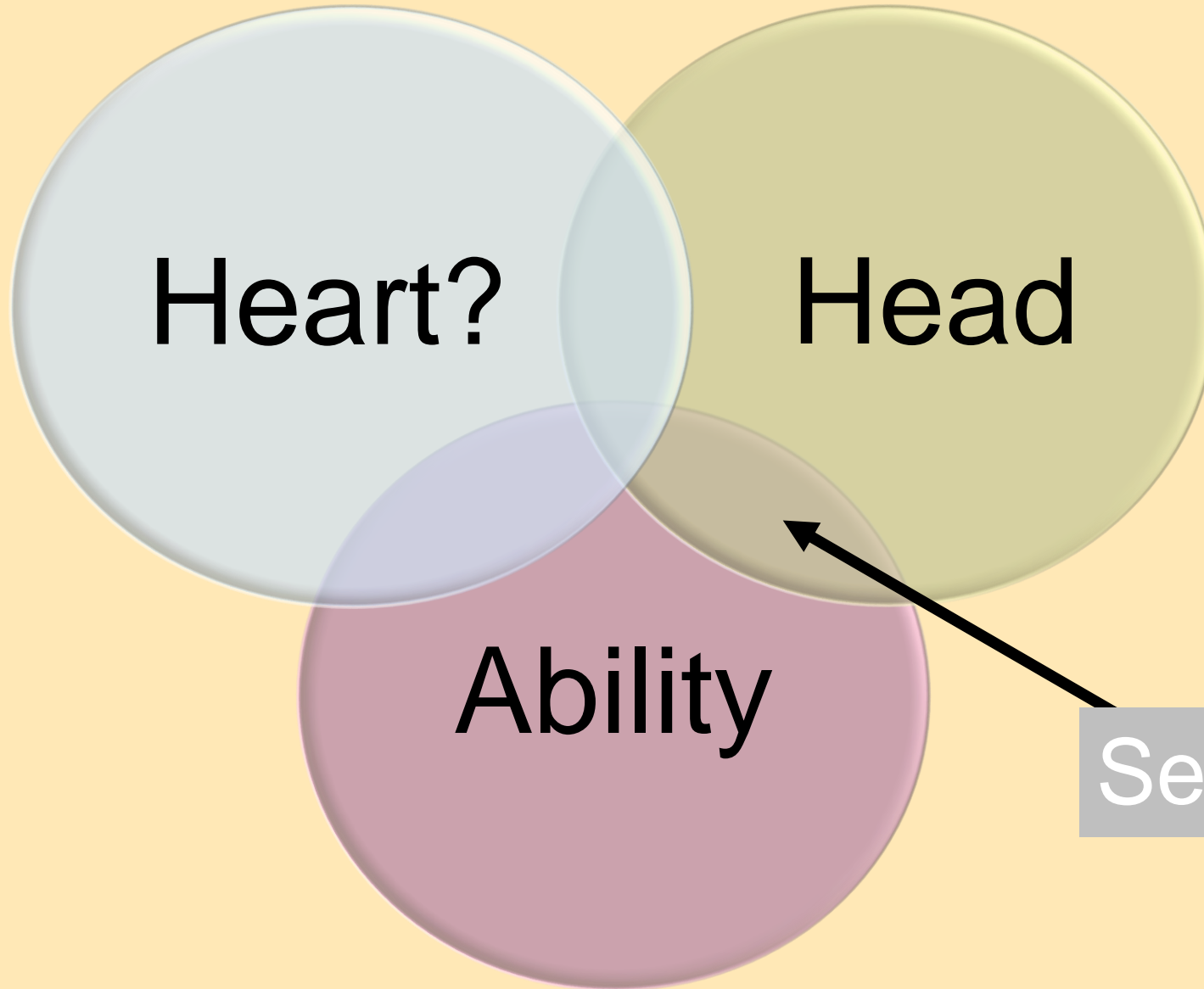
- Belief in Organisation
- Team loyalty
- Management quality
- Career advancement
- Incentives

- 
- Coaching
  - Training

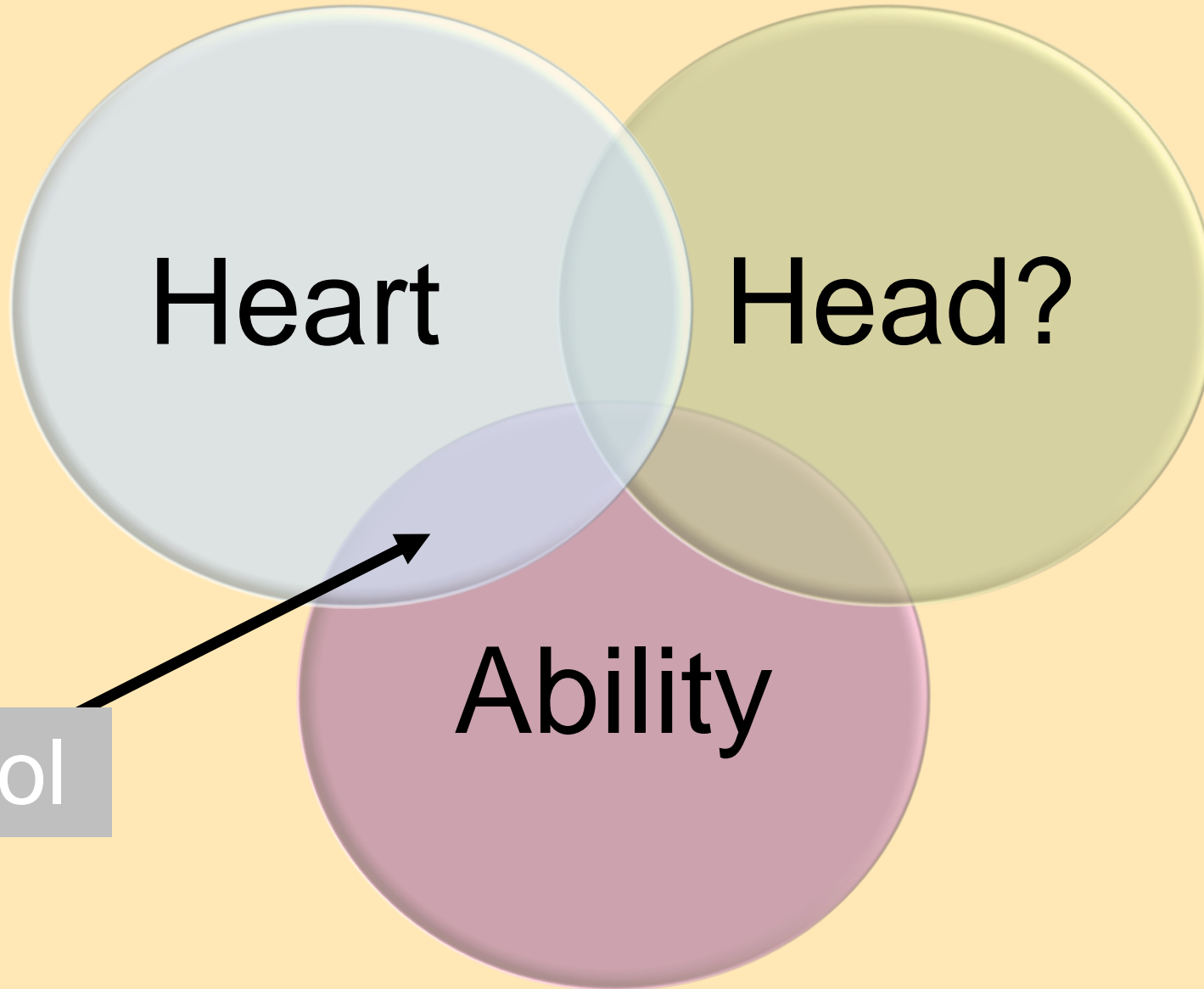
**Ability**

- Break down barriers



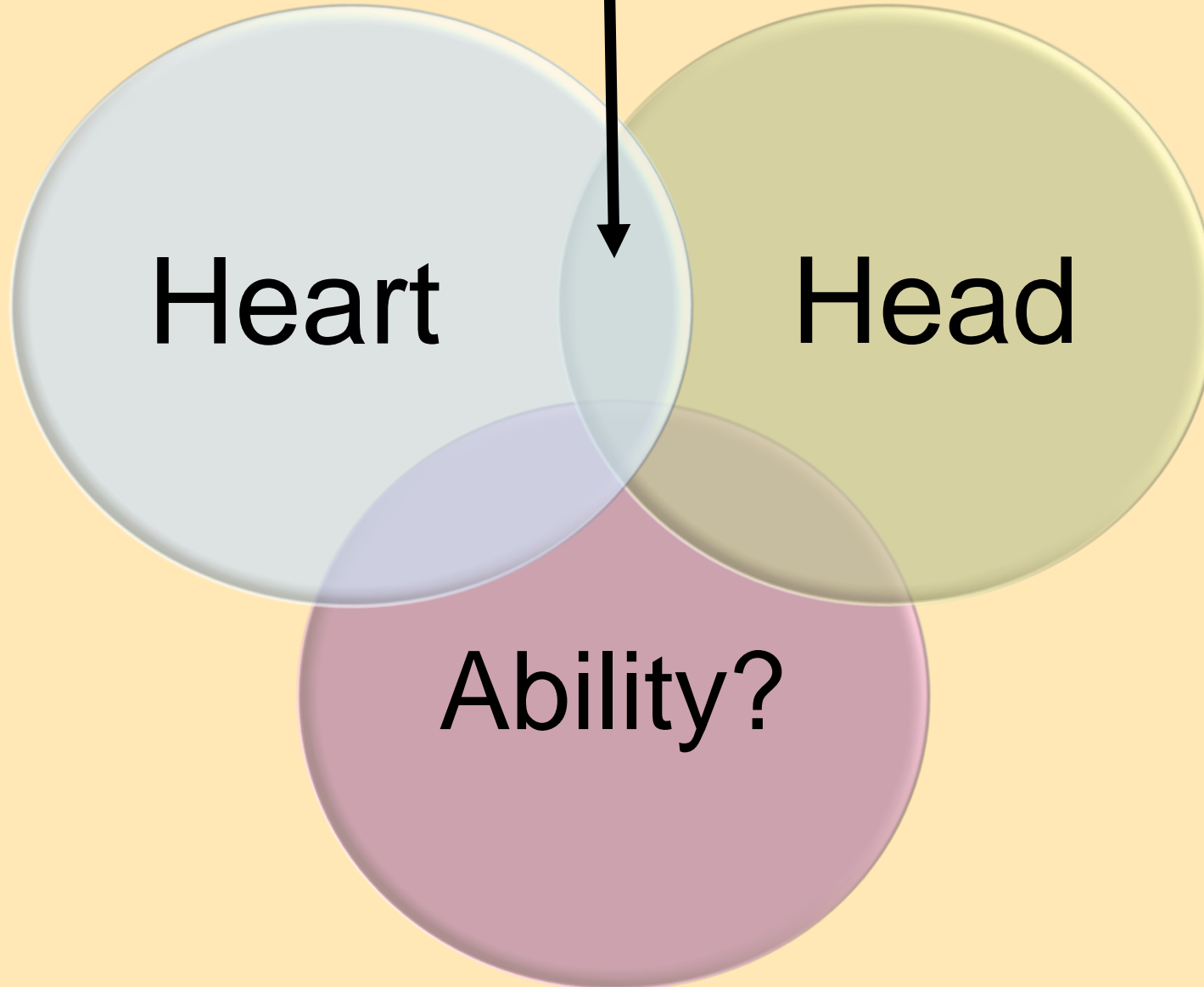


Self Control



Self Control

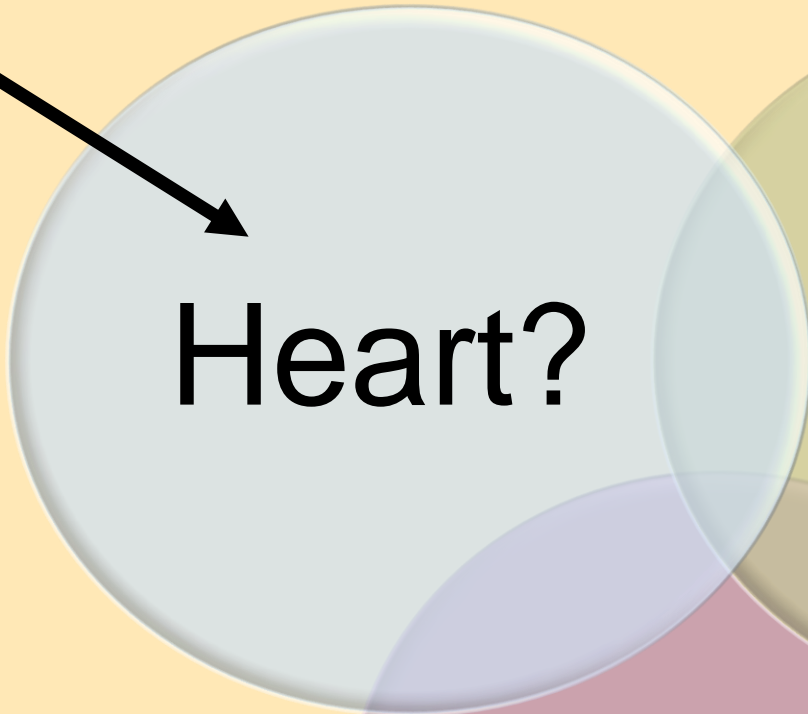
# Problem Solving



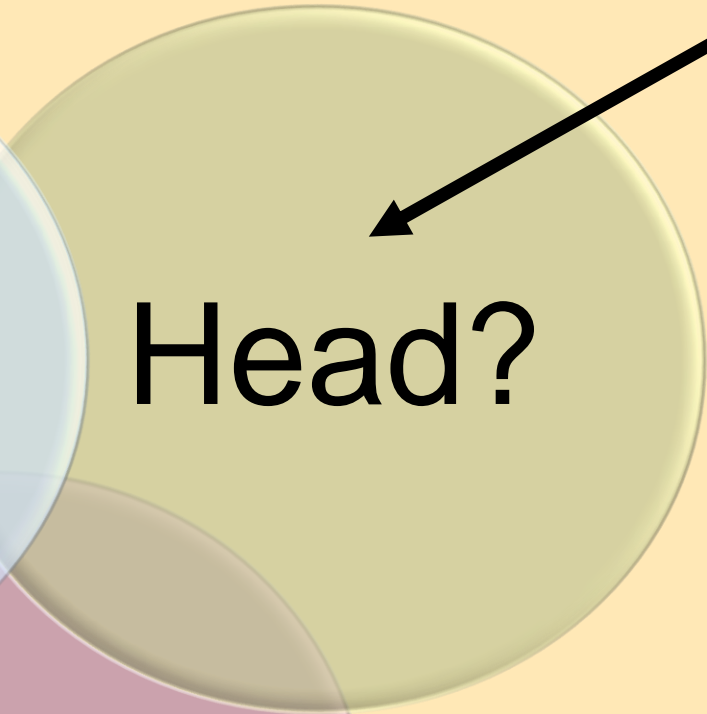


Self Control and  
problem solving

Self Control and  
problem solving



Heart?



Head?



Ability?

Self Control and  
problem solving

Heart



Self Control and  
problem solving

Head?

Ability?

*“Make a careful list of all things done to you that you abhorred. Don’t do them to others, ever”*



*“Make another list of all things done to you that you loved. Do them for others, always”*

Dee Ward Hock, founder and former CEO of Visa

# Upcoming BAM webinars

## 60 minute webinars – 10.00am

*Future proof your organisation – an internal audit approach to operational resilience*

11 March

*Digital downtime*

16 March

*Modern slavery: how to prepare a s54 statement*

17 March

*Using scenario planning to navigate uncertainty*

14 April

*Business resilience*

27 April

*Skills to future proof your career*

5 May

*Economic update*

9 June

## 20 minute webinars – 12.30pm

*Data valuation: the key to more value creation*

26 April

*Managing bribery and corruption in a downturn*

12 May

*Why You? 101 job interview questions you'll never fear again*

21 September

*Catching a money launderer*

13 October

## Online learning – 10am

*Get the job you want*

14 September

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***Thank you for attending***

***Contact the Business & Management Faculty***

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***Upcoming BAM webinars and events***

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