

## Ignite the fire within

Motivational Maps are unique in their simplicity, application and usefulness. By measuring emotional energy they help overcome personal and career development issues, support managers and teams to achieve greater productivity, and strategically can turbo-charge organisational progress.



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### Motivational Maps can help businesses...

1. Improve team performance
2. Reduce stress and sickness and enhance well-being
3. Improve staff retention
4. Recruit the best candidate for every position
5. Leverage team performance and address motivational issues with team members
6. Impact sales, engagement and culture
7. Provide a common language through which everyone can understand what they want and align with team and organisational objectives
8. Give management an overview of what is really going on with their employees
9. Provide a cost-effective change management tool that actually maps the organisational culture

### The Nine Motivational Preferences

- SEARCHER:** meaningful and purpose in work
- SPIRIT:** freedom and autonomy
- CREATOR:** new ideas, innovation and change
- EXPERT:** learning mastery and specialisation
- BUILDER:** money, competition and possessions
- DIRECTOR:** power control and greater influence
- STAR:** public recognition and praise
- FRIEND:** fulfilling relationships at work
- DEFENDER:** security and stability

### So what is a Motivational Map?

The Motivational Map is an ISO accredited online self-perception inventory that crucially focuses on motivation rather than personality. The Map, (which takes 15 minutes to complete online), will give a summary of your motivators, your current level of motivation and your motivational action plan. It helps people to understand motivation at a deeper level and what they can do with that knowledge to improve performance.



### Motivational Maps help individuals...

1. Make good career decisions
2. Determine how their motivation is likely to change
3. See how well their current role is fulfilling their core career drivers
4. Develop leadership and coaching skills
5. Achieve greater fulfilment from their work

### Do you know.....?

**64%** of employees leave their boss rather than the job.

*Forbes, 2014*

## 3 ways to ignite the fire within:

### Individual & Team Motivational Map Profiles

The personal Motivational Map profile, shows overall % motivation score. The 9 motivators are ranked in order of what motivates you most. Each motivator has a score showing exactly how important the motivator is to you right now. Then you'll have specific strategies and quick tips to boost your top motivators and manage the impact of your bottom motivator to help maintain higher levels of motivation longer-term.

Team maps reveal the overall motivation level of the team as well as individual motivators for each team member. You'll see collectively what drives the team and what supports team purpose and delivery of objectives. The map also highlights potential areas of conflict in the team with strategies to minimise de-motivation and drive team performance and engagement to higher levels.

**Prices: please contact us for details**

### Group & Team Motivation Workshops

Bring motivation to life with a half or full-day experiential workshop to drive engagement, boost energy and enhance performance. Participants will have a greater understanding of their own motivators as well as knowing what drives their colleagues or team mates.

More generalised experiential workshops can fire up groups of 8 – 800 people with everyone walking away knowing what lights their fire and practical actions to maintain high levels of motivation.

Specific intact team sessions work well with 2 – 20 team members and also include a team profile and exploration of team dynamics.

**Prices: please contact us for details**

### Motivational Maps Accreditation

If you want to be licensed to debrief individual and team motivation profiles, we can accredit you.

Accreditation involves online learning and either attending 1 x full day intensive workshop or join 3 x 2 hour online webinars, and a final assessment.

We get you fully up-to-speed debriefing individual maps and learning how to use motivational maps in teams and with larger groups so you can start to measure and map entire organisations.

You'll then receive training to become self-sufficient, managing your own motivation mapping software. Mentoring is available afterwards to support you.

**Prices: please contact us for details**

*Full Potential Group specialises in high-impact leadership development, team performance and coaching which creates business growth by unlocking the talent within. We have developed over 300,000 people in over 1,000 organisations, including companies such as Nationwide, Tesco, Heinz, United Utilities and Diabetes UK.*