



## Feedback – The Good, The Bad and The Delivery

*How to Motivate Your Team and Win More Business*

**ALAN FAIRWEATHER**   
THE MOTIVATION DOCTOR

Feedback is one of the Top 3 Factors that motivate people at work. The majority of employees want to know when they're doing well and when they could be doing better.

There are managers who are happy to receive feedback and resultantly, are comfortable giving it to others. There are managers who are less comfortable receiving feedback, and tend to believe that their team feel the same way. This is often the biggest danger because many managers don't receive feedback from their manager and subconsciously feel – *"Why should I give feedback to my guys when I don't get it?"*

Whether you receive feedback or not; whether you feel uncomfortable giving it or not – you still need to do it for your people. Almost everyone wants feedback – how much, is just a matter of degree.

This programme is run in workshop fashion with team exercises and group discussion. Participants are encouraged to raise real life situations and discuss the challenges that they face

### AIMS OF THE WORKSHOP

- To develop skills in giving feedback
- To develop coaching skills
- To increase team motivation
- To secure more sales

### LEARNING OUTCOMES

By the end of this course, participants will have learned how to:

- Give Confirming and Productive Feedback
- Describe performance
- Deal with ineffective behavior
- Motivate individual team members

### WHO SHOULD ATTEND

Business Owners, Managers and Team Leaders

### OUTLINE PROGRAMME

(This one-day programme can also be delivered as a Keynote Speech at your next meeting or Conference)

- Identifying the responsibilities of a manager/coach
- How to give feedback on a Business level/Human level
- Developing a Coaching Plan
- Feedback on effective/ineffective behaviour
- The Pygmalion Effect in Management
- The eight steps to effective feedback
- Putting feedback in perspective
- Principles of motivation in the workplace
- Identifying what motivates people at work

### Action Plans

#### The Motivation Doctor

Alan Fairweather is an International Speaker and Motivation expert who, for the past sixteen years, has been turning 'adequate' managers into consistent top performers.

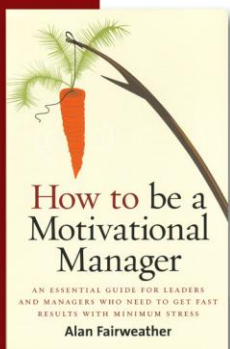
Alan did the job of a manager, and did it effectively, for 15 years. He founded his business in 1993 and works with people and organisations to achieve business results through behaviour change.

*"Alan is the Master of Motivation. He makes it all seem so simple and explains how it genuinely is! He draws from his own experiences to help us get the best from our people."* Neil McRobb -

Managing Director, Mc Robb Display

This best selling book is available at Amazon and other online retailers

**Schedule Alan for your next  
Conference or meeting**



VISIT ALAN ONLINE [www.themotivationdoctor.com](http://www.themotivationdoctor.com) [www.howtogetmoresales.com](http://www.howtogetmoresales.com)

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