

Motivation Analysis

In order to motivate your team or staff, you must first understand what people are motivated by.

Typical motivational examples could be:

- Achievement
- Recognition
- Stimulating job or tasks
- Responsibility
- Advancement
- Growth in the Job
- The Company ethos and environment
- Good Supervision
- Relationships with team members
- Relationships with leaders
- Working Conditions
- Money
- Personal Life
- Status
- Job Security
- Career advancement
- Feeling appreciated
- Flexible working time

Please note, this is not an exhaustive list and you may have additional motivational factors in mind.

1. For a team member of your choice, select what 5 responses that would motivate this employee, based on Maslow's Hierarchy of Needs and the above examples.
2. Now start to think of ways in how you can effectively apply some techniques to align to their motivational needs.
3. Repeat this activity for all team members.

		Name:	
	Motivational Needs	Priority (1-5)	
1			
2			
3			
4			
5			