

# Motivational Maps Licensed Practitioner Course for Coaches



If you have ever been in search for a tool that your clients will:

- Understand straight away
- Start them positively on their journey to self awareness
- Have the resources they need to take action to improve their energy, motivation and engagement

This is the one to go for!

On top of that, it is

- Quick and easy for you to administer and your clients to complete
- Cost effective
- ISO accredited

## So what is it?

The Motivational Map is an ISO accredited online self-perception inventory that crucially focuses on motivation rather than personality. And when we talk about motivation we mean the energy that drives people and therefore you can equate that to what engages them.

It takes all of 12 minutes to complete online and not only enables people to understand what motivates them at a deeper level, but will also help them decide what to do with that knowledge in order to improve their own performance as well as the teams' and the organisations'.

There are three primary sources to the Motivational Map:

- Maslow's Hierarchy of needs
- Edgar Schein's Career Anchors
- The Enneagram.

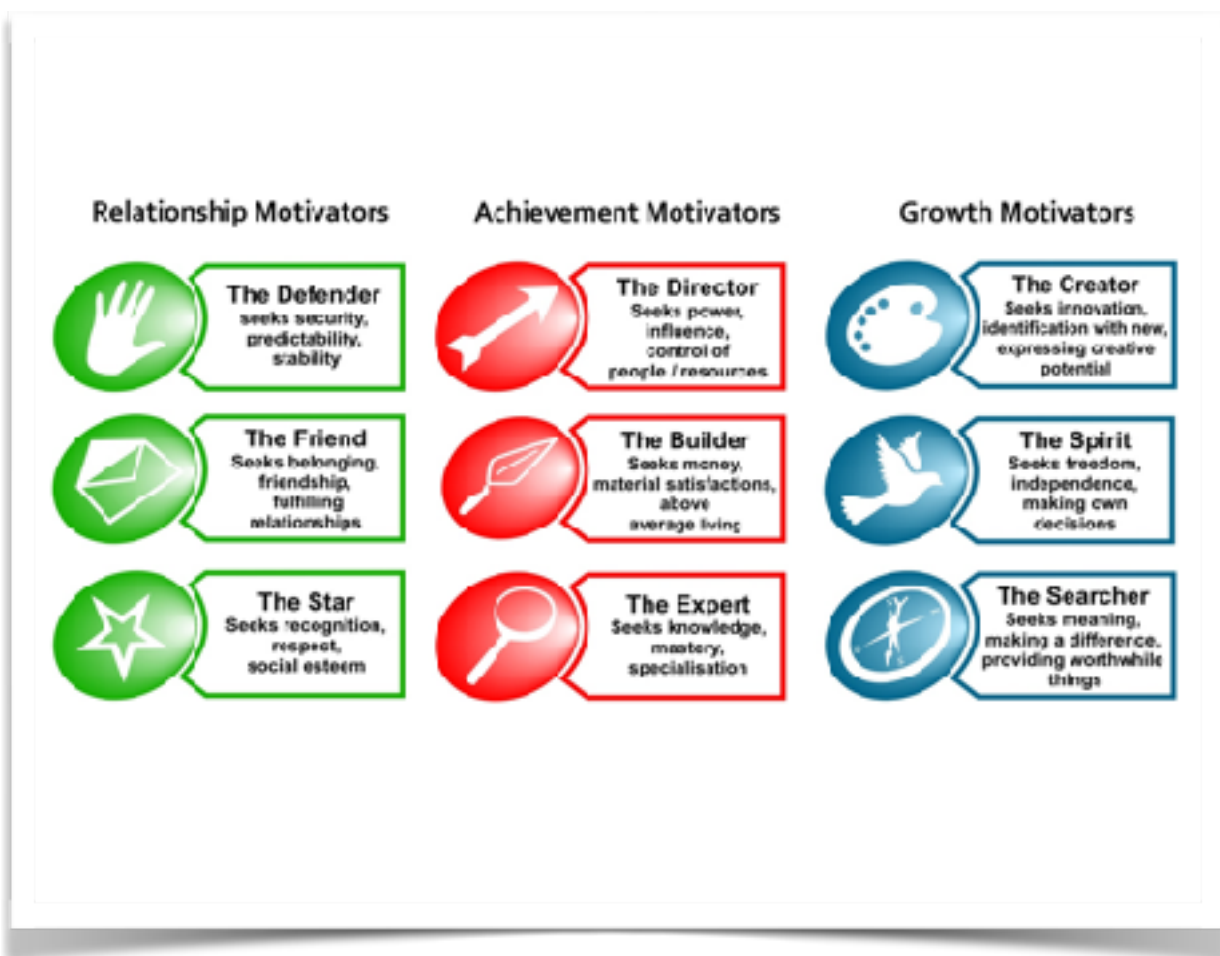


Each individual who completes a map will receive a personalised report by return and will either have feedback from a map practitioner or will have access to an online course that will enable them to work through their map on their own.

There is a team map available for the manager, and the leaders of the organisation could also have access to an organisational map (additional accreditation required with James Sale, the creator of the Maps).

So now you will have the opportunity to look at engagement at an individual, team and organisational level and take action appropriately.

## What I love about the Maps



- Identifies 9 motivators and only one is money
- Measures the energy you have across the 9 motivators rather than a skill set or personality trait
- Quick and simple to fill out
- Reports are easy for your client to understand
- Reports are positive so the conversation with your client starts in the right way
- Astoundingly accurate at pointing at the areas where your client may need to focus to feel energised and in flow
- Amazing quality of conversation that goes much deeper than the simplicity of the maps suggests (particularly in the hands of experienced coaches)
- Cost effective tool that can be used at an individual, team and organisational level
- ISO accredited
- About 400+ licensed practitioners worldwide – so enough for validity but still new enough for us to offer something different

- Comprehensive back office that allows you to manage your maps
- Team maps (which you have available at no extra cost to you but can charge to your clients)
- Online module available for those wanting to go through the map on their own (potential source of passive revenue for yourself)

## Availability in languages other than English

At the moment The reports are only available in English but the questions are currently also available in Italian, German, French, Portuguese, Greek and Lithuanian!  
More languages to come soon.

## Course details

Minimum 4 people and maximum 10

### Content

- Introduction to motivation and performance
- Origins of Motivational Maps
- Map validity
- The motivational pyramid
- Hot buttons of motivation
- Understanding the structure of the maps
- Reading the 22 numbers
- Team data table analysis
- Reading Team maps
- Feeding back the maps
- A look at more challenging maps
- Administration and back office

### Format

- Pre- reading and or videos to support your learning and give you a head start
- 3 x 2 hour webinars over 2 days
- Practice feedback with a partner from the course between webinar one and two on first day using Zoom rooms

### Post course

Feedback and support with your first few maps

Monthly drop-in online clinic where I will continue to answer questions and where we can share experiences of using the Maps

## Investment

Special offer of £850 + VAT\* and will include 11 maps that you can use (full price is £1200+vat with only 8 maps).

\* If you are in Europe and are VAT registered, the VAT will not apply to you

## Next Dates

January 30th and 31st 2018