

# The Maps training modules

Achieve your goals and help others reach theirs...

- 1 Motivation & Performance
- 2 What is Motivation
- 3 Origins of Motivational Maps
- 4 Map Validity
- 5 The Motivational Pyramid
- 6 Hot Buttons of Motivation
- 7 Understanding the Structure of the Maps
- 8 Reading the 22 Numbers
- 9 How Maps Help Organisations
- 10 Reading the Structure of the Maps
- 11 Nine Stage Sequence of Team Data Table Analysis
- 12 Reading Team Maps
- 13 9 Stage Approach to Team Maps
- 14 Logging Team Information and Reward Strategies
- 15 Understanding Teams and Extra Team Diagnostics
- 16 Using Maps with Appraisal Systems
- 17 Motivational Maps Model of Leadership
- 18 Organisational Maps
- 19 Psychology of Selling
- 20 Maps and Hot Buttons
- 21 Selling Maps
- 22 Key Benefits of Maps
- 23 Positioning Maps
- 24 Maps Revenue Model
- 25 Marketing Maps with LinkedIn
- 26 Motivation and Engagement
- 27 Opportunities with Maps

## The Benefits

Access to unique intellectual property which will enable you to differentiate yourself from other coaches, consultants and training providers

Offer a product that continues to add value to the client, even after you have completed your project.

Develop a unique, proprietary and in-depth expertise on motivation and performance.

Benefit from extensive ongoing support

The flexibility to integrate with and extend your existing business model

## Map Practitioner Training

❖ Access to comprehensive training and support material via web resources

❖ Includes a guide to operating the admin console

❖ Email and telephone support



the business of motivation

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