



"Motivating your team: bonuses and beyond

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Motivation: Is it needed?

- **What does motivation do for your team?**
- **Should motivation be necessary to get the best out of your team?**
- **When motivation fails within your team, how can you get it back?**



Methods of Motivation

- **Individuals – tapping into the mindset**
- **Team Building – departmental**
- **Company – Head Office**



Management Questions:



➤ **What impact does a bonus have on staff motivation?**



➤ **Does the type of bonus impact directly on the type of performance staff give their employers daily?**



➤ **Do staff take jobs purely based on the bonuses offered?**





Staff Questions:

- **What is more important to you when achieving job satisfaction?**
- **Would more training and development to ensure core skills for ensuring a good work performance, be appreciated?**
- **What effect does it have on your performance when management get bonuses based on your results?**
- **Is your motivation directly affected by what you are paid or what you could achieve as a bonus?**



Conclusion:

- **To give bonuses or not to give bonuses – that is the question?**