

# Motivational Maps®

## Licensed Practitioner Accreditation

### 1.0 What Is a Motivational Map?

The Motivational Map is an ISO accredited online self-perception inventory that crucially focuses on motivation rather than personality. The Map (which takes 15 minutes to complete online), helps people understand motivation at a deeper level and what they can do with that knowledge to improve performance.

The map provides a solid foundation to give insight on how to measure motivation and raises awareness around 9 key motivators and how people can address these hot buttons to improve results. It gives specific actions you can take to maintain consistently high levels of motivation and energy longer-term.

Motivational Maps  
can be accessed in  
three ways...

- As an individual
- As a team within an organisation.
- As an organisation

Practical uses of the map include:

- Improved self-awareness and decision making
- Improved team performance
- An effective change management tool that maps and measures organisational cultural change.

### 2.0 Your Accreditation Journey:

#### Pre-course work:

- Watch a series of online video tutorials
- Receive a hard copy of "Mapping Motivation" by James Sale, along with your accreditation support materials
- Complete your own Motivational Map (if you have not already done so)

#### Attend Training Course: (Workshop or 3 x Online sessions)

- Understanding Maps
- Reading Individual Maps
- Team Dynamics
- Workshop facilitation
- Back Office Training

#### Post-course work:

- Confirmation of Learning call
- Access to videos and FPG helpdesk for 1 month
- Full access to Motivational Maps website for additional resources

### **3.0 Training Formats:**

#### **3.1 Face to Face Training Programmes:**

This is a 1-day programme that can be delivered for either an open group (delegates from different companies) or as an on-demand, in-house programme - this will be run at your own in-house training venue.

A minimum number of 3 delegates is required for both face to face programmes. FPG reserves the right to re-arrange the training date should the minimum number of delegates not be reached.

#### **3.2 Online Training:**

FPG can accredit users in Motivational Maps over 3 x interactive, live webinars. The webinars are carried out over the Zoom Video Communications software as either 90minute, or 120-minute calls.

### **4.0 Training Dates and Location:**

Open Face to Face Programmes:

- Saturday 27<sup>th</sup> April, Location TBC
- Saturday 22<sup>nd</sup> June, Location TBC
- Friday 27<sup>th</sup> September, Location TBC
- Sunday 17<sup>th</sup> November, Location TBC

In-house Programme: On Demand at client venue.

Online Programme (UK times):

- Part 1: Monday 1<sup>st</sup> April / 12:30 - 2:30pm
- Part 2: Wednesday 3<sup>rd</sup> April / 3:00 - 5:00pm
- Part 3: Thursday 2<sup>nd</sup> May / 2:00 - 4:00pm

### **5.0 Training Objectives:**

#### **You Will Learn How To:**

- Help increase individual's self-awareness by understanding what motivates them, and how this is unique to them and differs from person to person
- Show individuals how to benefit from their Motivational Maps®
- Use the Motivational Maps® to coach individuals
- Use the Motivational Maps® to coach managers and their team members
- Generate Motivational Maps® for individuals
- Use Team Motivational Maps® to increase understanding of the team

- Generate Motivational Maps® for teams
- Deliver a Motivational Map® team workshop.

## 6.0 What Your Training Covers:

### 6.1 *Pre-Training Preparation*

*Via online videos and the Mapping Motivation book you will cover:*

- What Is Motivation?
- The importance of Motivation in the workplace, and how it relates to performance and engagement
- The origins of Motivational Maps®
- The 3 clusters of Motivation
- The 9 Motivators
- Understanding Individual Motivational Maps® Reports

### 6.2 *Training – 1 Day Workshop or 3 x Online Webinars*

- Practise interpreting Motivational Maps® for individuals
- Demonstration of a mini-coaching session using Motivational Maps
- Demonstration of how to use Motivational Maps alongside other profiling profiles
- Practice identifying coaching opportunities
- Demonstration of how to generate Motivational Maps and manage your back office
- Licence agreement, tools and resources
- Practise interpreting Motivational Maps® for teams
- Demonstration/walk through of how to create Team Motivational Maps.

### 6.3 *What's Included in the Price:*

The price per person includes:

- Online videos for pre-learning and access for one month after completion of your training
- Motivational Map book and accreditation support materials
- Face to Face or Online training led by a licensed Motivational Map Practitioner
- All training materials, manual and debrief templates, one set of Motivational Map cards
- Your own Motivational Map
- Two “practise” Motivational Map credits to be used for final Confirmation of Learning
- 60-minute Confirmation of Learning Call with a Licensed Motivational Map Practitioner (post programme)
- Access to online tools and resources on the Motivational Maps website (post programme)
- Motivational Map Practitioner Certificate



- Motivational Maps Contract
- Access to the FPG help desk to support you managing your back office – easy once you know how!

## 7.0 Licensed Practitioner Accreditation Pricing (per person):

### 7.1 Group Accreditation Programme:

- Open & Inhouse Programme: Intensive accreditation programme - £1,500 + VAT per person
- Online Intensive accreditation programme - £1,200 + VAT per person

### 7.2 Annual Fee:

There is an annual renewal fee of £195 + VAT on the anniversary of signature of contract. This covers on-going support from the FPG office, membership of FPG's Motivational Maps community, continual sharing of new ideas, professional development and access to our Motivational Map experts.

## 8.0 Purchasing Maps Post Accreditation

You will purchase maps directly from FPG post accreditation. The fee structure for you purchasing maps is as follows:

- 1 – 100 maps @ £40 each \*
- 101 – 400 maps @ £20 each \*\*
- 401 – 600 maps @ £16 each \*\*
- 601 – 800 maps @ 14 each \*\*
- 801++ maps @ £12 each \*\*

\* purchased in blocks of 5

\*\* in one single transaction

The recommended retail price of a Motivational Map report is £75 + VAT (you are asked never to overtly publish this price, but bundle the maps with your coaching, workshops, webinars or team sessions). The suggested retail price for a team map is usually around £150 per team

Please note, there is no additional charge to you for creating Team Maps (only your time spent collating team members data in the back-office, which is quick and easy).

Motivational Map Card Set @ £5 each + P/P



## 9.0 Terms and Conditions:

A booking is confirmed on 100% payment of the full fee. FPG reserve the right to cancel a 'reserved' place if full payment has not been received.

The following cancellation (Including transfer date) fees apply from the date of the event:

61 – 15 working days = 65%

14 – 0 working days = 100%

Due to the nature of this training we are unable to accept a change of delegate beyond 30 days of the training date.

FPG reserve the right to re-arrange the training date should the minimum number of delegates not be reached. Prices correct at the time of publishing and subject to change.

## 10.0 How to Book:

To make a booking, or for any further enquiries, please contact Milly in our Client Services Team at [milly@fullpotentialgroup.com](mailto:milly@fullpotentialgroup.com) or call the office on 01628 488990.