



## Personal Motivation & Self-Control

### Program

**Instructor(s): Daniele dell'Erba**

**Number of hours invested by student: 8h**

**Group size: 20**

**Points: 16**

### Workshop objectives

You will understand how your “operating system” works and how to (re)program it in order to improve your personal motivation and self-control so you can perform better and realize your full potential. (session 1)

The workshop will help you discover what has the potential to truly motivate you (session 1) as well as equip you with practical skills to change your state of mind and behaviours at point of need (session 2).

### Workshop description

Personal Motivation: understanding and leveraging your personal strategic drivers

- Understand what motivation is and how it works: extrinsic vs. intrinsic, push vs. pull
- Clarify what you need and value the most to prioritize what truly matters to you
- Design your future self-vision to unleash powerful outcome-oriented motivation
- Learn and apply Decision-Making principles to select the option with the highest motivating potential
- Self Control: learning and applying practical techniques to gain awareness and control of yourself
- Understand the link between Motivation and Self-Control: transform every problem into an opportunity to prove you are making progress towards realizing your future self vision
- Uncover and leveraging the hidden message behind your negative feelings
- Control and (re)program your state of mind: learn and apply Neuro-Linguistic Programming to become aware and in control of how you feel and what you do
- Put the learning in context and make it real: tackle two practical issues that are holding you back on a day to day basis (e.g. fear, anger, procrastination, bad-habits, nervousness, etc.)

### Workshop methodology

*The workshop will be a mix of synchronous and asynchronous (based on an approximate 60-40 ratio). I will share a little pre-reading to get you thinking and prime you for the topics that will be presented in the workshop. There will be breaks and time for you to do some personal reflection and breaks before reconvening to discuss and move forward.*

*Online synchronous sessions will not exceed 1.5 hours. The workshop is designed to be relatively informal and as engaging as possible.*

### Expectations regarding session attendance

You are expected to prepare for the session according to the instructions given, to be on time and to actively contribute to this session with your questions. Lack of materials or preparation will be considered by the instructor as inability to fulfil the session goals and equivalent to missing the session.



### Extra-live session assignments

Personal reflection during and optionally in between sessions for you to create a vision statement about your future self and professional career path where relevant.

### Evaluation

Overall Pass / Fail; you must pass all components of evaluation to be approved:

- contribution to class (pass requires attendance on time and for the total duration of the workshop, preparation and active participation)

Career Accelerator Lab approval guidelines apply.

### Reference reading

Extracts from instructor's book on specific topics including motivation, values and coaching tools. Don't be put off by this as there will only be a handful of pages to get through as food for thought.

### About the instructor(s)

Daniele dell'Erba is an international coach, change management consultant, author and trainer, who has been helping people and organizations deal with change since 1998.

Daniele was a consultant in the London office of the global consulting firm Accenture until 2001 when he started his own change practice working for a variety of clients across a number of industries and countries. He is a specialist in behavioural and cultural change as well as customer experience and sales force effectiveness.

He has taught at the Lisbon MBA Program (a partnership of the Catholic University of Portugal, Nova University and the Massachusetts Institute of Technology) and he also teaches at the UCP School of Economics and Business for Masters and Executive Education programs.

He holds a Master of Sciences degree in Organizational Psychology and Management from the London School of Economics and has attended Executive MBA level education delivered by the Chicago Graduate School of Business (whilst at Accenture). He was awarded the prestigious European Union Marie Curie Fellowship for Doctoral research in Change Management with the Euro PhD program in the University of Rome, University of Lisbon (ISCTE and INDEG) and the London School of Economics.

Since 1997 he has been studying extensively coaching and NLP in the UK and the USA and is an NLP Master Practitioner and Emotional Intelligence Coach.

He speaks fluently Italian, English, French, Portuguese and Spanish.

You can visit Daniele's profile in LinkedIn: <http://www.linkedin.com/in/mychangecoach>

You can watch Daniele's Ted Talk on Managing the Psychology of Big change [here](https://www.youtube.com/watch?v=IKINXMgvxhY) (<https://www.youtube.com/watch?v=IKINXMgvxhY>)

He is the author of **Happiness Design: How to Design Your Ideal Life and Make It Happen** available on <http://www.amazon.com/dp/B00HVI3VQQ>

**Contact:** [daniele@mychangecoach.com](mailto:daniele@mychangecoach.com)