

## Personal Motivation & Self-Control

### Workshop Program

**Instructors:** Daniele dell'Erba

daniele@mychangecoach.com

**Duration:** 9h (3x3h sessions)

**1 ECTS**

**Group size:** up to 16 participants

#### 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.

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 (sessions 2 and 3).

#### 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

Sharing of concepts and tools, individual reflection and exercises plus group discussion. This is a PowerPoint-free workshop.

#### Expectations regarding session attendance

You are expected to be on time and to participate actively by making sense of what is being discussed in terms of your personal objectives and challenges. Personal reflection and group participation are considered to be critical to extract value from the sessions and as such are considered the key to pass/fail.

#### Extra-class assignments

Optional: Create your Future-Self Vision and a supporting Personal Action Plan. You get the option (entirely at your discretion) to monitor your progress over a 4 weeks period and report by mail to the instructor.

#### Evaluation

To pass participants must attend all sessions on time, complete the individual exercises as well as participating actively in the group discussion.

## Reference reading

All relevant references will be provided by the instructor in class.

## About the instructors

**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 the end of 2001 when he started his own change practice working for a variety of clients across a number of industries and countries. His corporate clients include companies such as AstraZeneca, Axa, Electrolux, Akzo Nobel, etc.

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 I, 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 a Certified NLP Master Practitioner and Life Coach. He is also certified as Emotional Intelligence Coach.

Daniele is founder and director of *My Change Coach* ([www.mychangecoach.com](http://www.mychangecoach.com))

He is the author of *Happiness Design: How to Design Your Ideal Life and Make it Happen* (<http://www.amazon.com/dp/B00HVI3VQO>)