



This week...

Fiona is the head of a department that is not performing well. She asks one of her close colleagues, Mark, for advice on how to motivate her team and improve performance.

Lesson Objectives...

- Motivating a team
- Giving advice

Business English Conversation

Advanced Class

Warm Up – Topic Question



How do you stay motivated at work?

Picture Description

Why are they all clapping?



B



A



What is he writing on the note paper?

Fiona	Could I pick your brains for a minute, Mark? I could really do with your help!
Mark	Sure, Fiona. Go ahead.
Fiona	The team I'm in charge of hasn't been performing well lately, and I'm pretty sure it's due to their lack of motivation. What do you think I should do?
Mark	That's tricky. You could ask them if they're unhappy with their tasks or working environment.
Fiona	That's a good idea. I didn't think about that.
Mark	You should also be leading by example. Show them you're putting in as much or more effort than them and they'll work hard for you.
Fiona	Thanks for your advice, Mark.
Mark	No problem. Hopefully it'll all work out just fine.

Hopefully it'll work and
all the staff will be
satisfied.

1. I'm pretty sure it's due to
2. You could ask them if
3. You should also
4. **Hopefully it'll**



Role Play – Motivation

Student A is having a difficult time motivating the staff members in his/her department. Student A asks Student B for some advice on how to motivate his/her team.



Student A: Ask Student B if he/she has time to talk.

Student B: Tell Student A that you do have time.

Student A: Ask Student B for some **Advice** on how to motivate your team.

Key Phrases

- Can I pick your brains for a minute?
- I need some advice about motivating my team.
- That's a good idea.
- Thanks for your advice.
- Sure. Go ahead.
- You could start by
- You should also
- Hopefully it'll work out fine.
- *Other*

Advice

- offer incentives
- ask them about any issues
- set a good example
- arrange a staff retreat
- improve the working environment
- *other*

Agree or Disagree



1. Motivating yourself is harder than motivating others.
2. Only highly motivated people can be successful.
3. Setting goals is the key to self-motivation.

- Does your motivation decrease towards the end of the week?
- Do others rely on you to motivate them at work?
- Do you consider yourself to be a 'driven' individual?

- effort - *I'm really proud of your **effort**.*
- environment - *This is a tough **environment** to work in.*
- example - *You're a good **example** to the others.*
- leading - *You're at your best when you're **leading** others.*
- motivation - *We all require **motivation** now and then.*
- pretty - *It's **pretty** late, so let's continue tomorrow.*
- tricky - *I know things have been **tricky** lately.*