



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

Super Class

Warm Up – Topic Question



How do you stay motivated at work?

Picture Description

Why are they all clapping?



B



A



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 has been underperforming lately, and I'm fairly certain it's down to their lack of motivation. Any advice on how to improve that?
Mark	That's a toughie . You could start by asking them if they're unhappy with their tasks or working environment.
Fiona	That's a good idea. I didn't think about asking my team if anything was wrong.
Mark	On top of that you should also lead from the front . Show them you're willing to put the work in yourself and they'll follow your example.
Fiona	Thanks for your invaluable advice , Mark.
Mark	No problem. Hopefully it'll all work out just fine. Let me know how it goes.



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.

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 invaluable advice.
- Sure. Go ahead.
- You could start by
- On top of that you should also
- Let me know how it goes.
- *Other*

Advice

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



Talk about one of the following topics for one minute:

1. The keys to self-motivation.
2. Staying motivated in a tough working environment.
3. The challenges of motivating others.

*Other students in the class, ask one question each to the presenter after the speech

- 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?

If I don't start getting more help on this project, I'm going to **run out of steam**.



eat, sleep and breathe (something) – to be so enthusiastic and passionate about something that you think about it constantly

- He **eats, sleeps and breathes** marketing.

start small – to set small goals initially in order to achieve big success

- This project will take us two years to complete so let's **start small!**

run out of steam – to lose motivation, energy or enthusiasm for something

- I know it's only Monday, but I'm already **running out of steam!**