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Member Webinar

Effective People Management |
Tips & Techniques





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About Me

- 25+ years' global experience across multiple sectors
- Specialised in Talent Management
- Focused on developing leaders of all levels

Effective People Management

- Managing Inclusively
- Motivating your Team
- Influencing Stakeholders





Question?

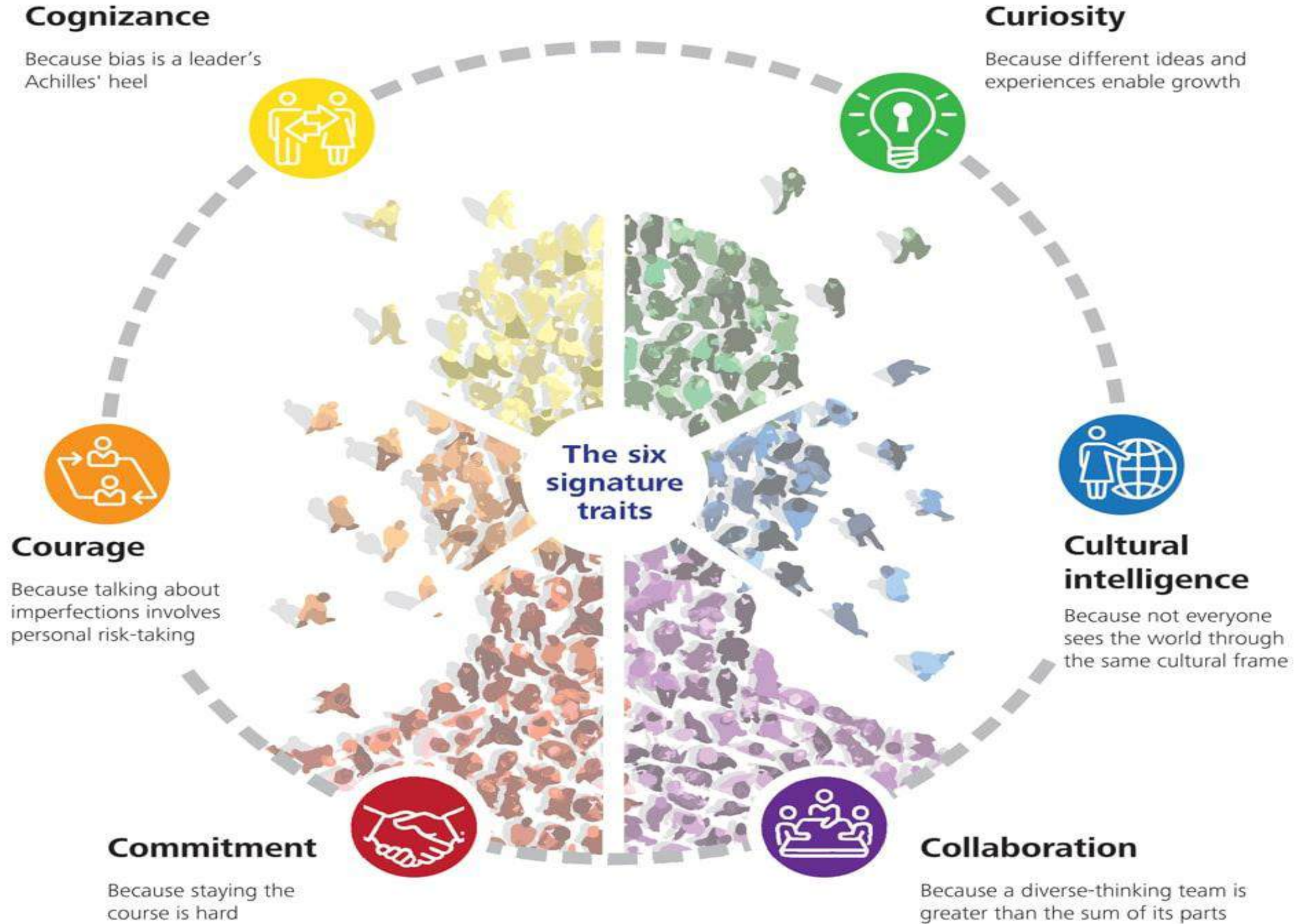
What do you think of when you hear the term ***Inclusive Leadership***?

Inclusive Leadership

Inclusive leadership is the practice of leading with empathy, respect and an open mind to perspectives and contributions from all team members. Inclusive leaders seek to foster diverse teams and make everyone feel empowered to do their best work.

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Are you an Inclusive Leader?

Am I open to hearing
new ideas from my
team members?

Am I attentive to new
opportunities to
improve work
processes suggested
by my team?

Do I engage in
discussions with my
team about desired
goals and explore new
ways to achieve them?

Am I available when
my team encounters
problems?

Do I maintain a
consistent presence
within the team, being
readily available when
needed?

Am I accessible for
questions that my team
members may have?

Am I willing to listen to
and consider the
requests of my team
members?

Do I encourage my
team to approach me
with emerging issues?

Am I accessible for
discussing and
addressing emerging
problems with my
team?

INTRINSIC VS. EXTRINSIC MOTIVATION: WHY WE DO WHAT WE DO

Because of the interest and enjoyment in the task itself

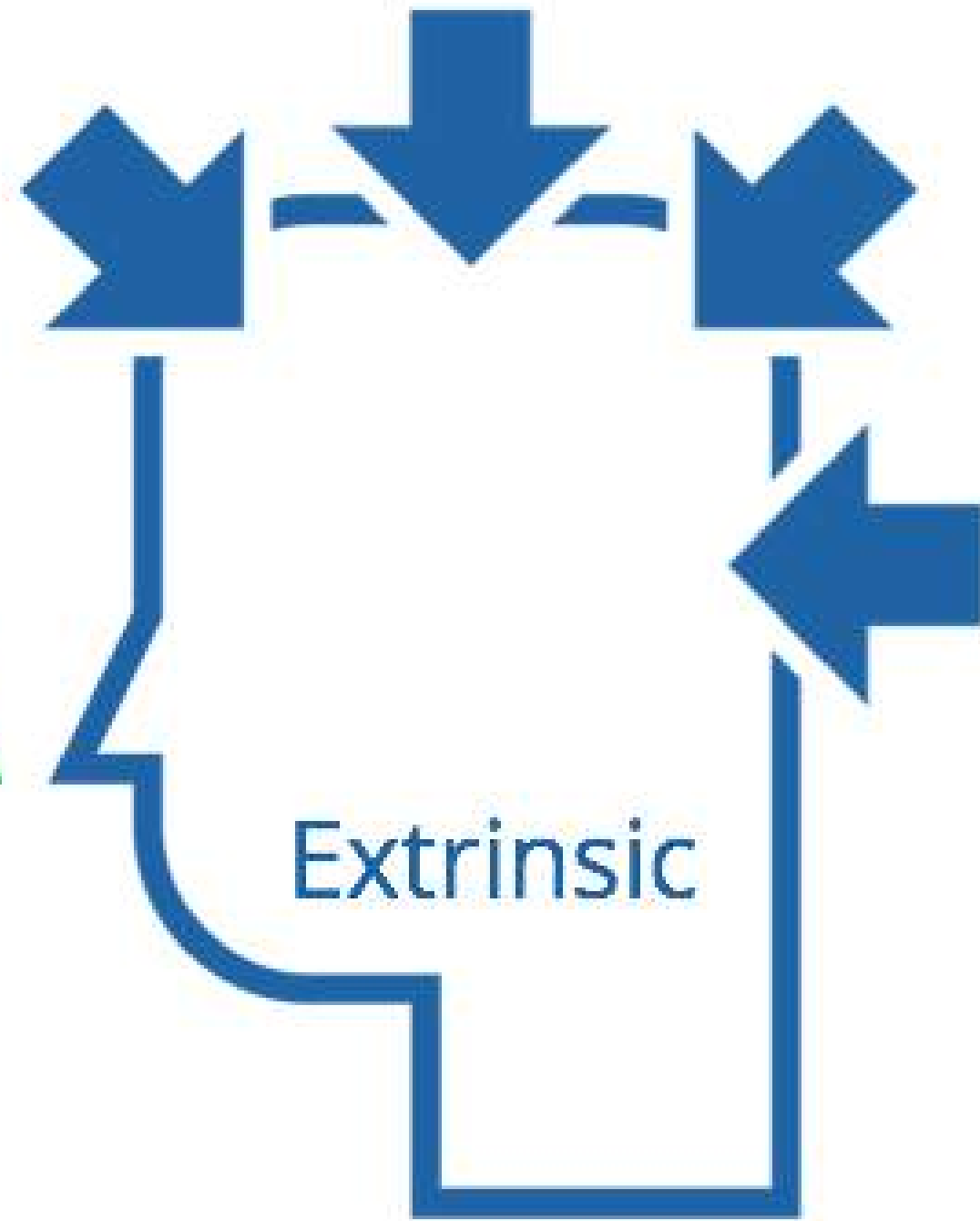
- Enjoyment
- Purpose
- Growth
- Curiosity
- Passion
- Self-expression
- Fun



Intrinsic

Because of the outcome that will result by doing the task

- Promotions
- Pay raises
- Bonuses
- Benefits
- Prizes
- Winning
- Perks



Extrinsic

3 Tips for Motivating

01

Establish Clear Goals

02

Reward Achievements

03

Lead by Example

4 KEYS TO INFLUENCE OTHERS

1. ORGANIZATIONAL INTELLIGENCE
2. TEAM PROMOTION
3. TRUST BUILDING
4. LEVERAGING NETWORKS



3 TACTICS TO INFLUENCE PEOPLE



Logical appeals

tap into people's rational and intellectual positions.



Emotional appeals

connect your message, goal, or project to individual goals and values.



Cooperative appeals

involve collaboration, consultation, and alliances.

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QUESTIONS & ANSWERS?

Ask Away.

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