

**COURSE NAME: Getting the very best in people**

Date and venue:

DATE: 16/04/2014  
Engineer's House, Bristol

Course Organiser:

Vassia Karpeta

Course Lecturers:

Miss Carol Brooking  
Mr Kit Maher  
Cascade Theatre Company

**Programme**

**How to motivate without really trying.**

09:15- 09:30	Registration
09:30	Motivation- Why don't they just get on with it?
10:45	Tea/Coffee
11:00	Goals- true gold
12:45	Finish/ Lunch

**Aim:** A seminar to develop dental team members' skills and understanding in the motivation of staff and patients

**Objectives:** By the end of the seminar participants will:

- Be able to identify when someone is motivated and what motivates them

- Be able to understand why people fail to change habits and behaviours
- Be able to get people to set goals for themselves and achieve them
- Have practiced techniques to achieve the above

### **How to build success from Reviews and Appraisal**

13:30 Appraisals- a walk in the park or a “Nightmare on Elm street”?

15:00 Tea/Coffee

15:15 what to do when it doesn’t all go to plan

17:00 Finish

**Aim:** To develop the skills of dental team members in respect of review and appraisal meetings

**Objectives:** By the end of the seminar participants will:

- Have identified barriers to effective reviews and appraisals
- Understand the key stages in making reviews and appraisals effective
- Have strategies for dealing with challenges during appraisals
- Have practised key skills appraising others