

*“Empowering People.  
Strengthening Systems.  
Driving transformative and  
sustainable outcomes in  
Education, Management  
and Project Management  
in crisis and development  
settings through Strategic  
Policy Development,  
rigorous implementation,  
and collaborative capacity  
building”.*

## Team Management, Motivation, and Influencing

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**Growth Nexus**  
Capacity Building Hub



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## SERVICES PACKAGE 7

Building High-Performing,  
Motivated, and Influential  
Teams



## Service Overview

Modern organizations increasingly rely on teams rather than individuals, yet evidence shows that teams often perform worse than expected due to coordination failures, motivation traps, and poor influence practices.

This training integrates three core pillars; Effective Team Management, Motivation and Engagement and Influence and Power – influencing people ethically through relationships, credibility, and value creation.

**The service's price will reflect the high-value, rapid-response nature of the work, adopting the user's suggested price point for market entry.**

## Ideal Client

Team leaders, managers, coordinators, project managers, supervisors

*Driving resilient results through strategic policy and rigorous project management.*

### How to Engage

- **Submit Request:** Send your draft training Request.
- **Confirmation:** We confirm scope and payment within 2 hours.
- **Delivery:** Team structure diagnostic checklist, Role-mapping exercise for participants' own teams, Team motivation and engagement improvement plan, Psychological safety action checklist and Individual influence strategy

## Managing and Structuring Effective Teams

Building the foundation for sustainable team performance covering; What defines effective team performance, Why teams underperform, Structuring teams for success and Practical Tools.

## Motivation, Psychological Safety, and Team Learning

Driving engagement, trust, and continuous improvement covering; Drivers of motivation, Psychological safety, Managing social loafing, Facilitating team learning and Practical Tools.

## Influencing People and Ethical Use of Power

Influencing without authority or coercion covering; Influence through relationships and networks, Understanding power bases: Personal power, Structural power & Cognitive power, Influence tools and tactics: Social proof, Authority and expertise & Reciprocity, framing, and credibility, Ethical boundaries in influence: Avoiding manipulation & Long-term trust vs. short-term compliance, Becoming an energizer and role model and Practical Tools.