



**@ASK Training**  
Attitude | Skills | Knowledge

# Eight Emotional Drivers for a Happier Life at Work

**Course Code:**

ASKEED

**Course Duration:**

1 day, 9.00am - 5.00pm

**Course Fee:**

\$600 (\$648 Inc. 8% GST) per participant

**Course Venue:**

Hotel

**Course Dates:**

<https://asktraining.com.sg/course-calendar/>



## Course Synopsis

When we work with others, whether in our job or with our family, we deal with people who are driven by emotional needs (drivers) that are different from ours.

There are 8 fundamental human drivers that guide our everyday actions and decisions. The presence or absence of these drivers can motivate or demotivate performance and how we feel about our life and work.

The drivers are based on a human psycho-emotional need, so we are constantly filling these drivers (“our emotional tank”). They are cultivated through the environment. The ranking of these drivers can change with time based on our environment, experiences, and especially traumas. Therefore, it is crucial to understand your strongest/top drivers. This can be deciphered through a **card game analysis**.

Understanding how people with specific drivers act and react in a group will give us the ability to influence that group. Besides, it also helps employers who are conscious of their employee’s top “emotional drivers” to know how to employ the right employees and retain productive employees.

## Course Objectives

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- Enhance your understanding of the 8 fundamental “emotional drivers”.
- Apply knowledge to rank your personal top 3 drivers.
- Identify the consequences of overusing any “emotional driver” in your life on yourself and others around you.
- Improve your ability to communicate more effectively and better build a connection with people with different “emotional drivers”.
- Enhance your ability to motivate and secure the buy-in of those with different “emotional drivers”.

## Course Outline

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- The secret to understanding "emotional drivers" and how to identify yours?
- How did your top 3 "emotional drivers" influence your past decision-making process, or why did you miss certain opportunities?
- How to use your "emotional drivers" to effectively guide future decision-making?
- Make more "*intelligent*" actions to avoid overusing "emotional drivers."
- How do you meaningfully delegate and communicate the change to team members of different "emotional drivers"?
- What to do if others have different "emotional drivers" from your own?
- How to enhance your likeability to communicate, motivate, build rapport, and secure the buy-in of team members with different "emotional drivers"?