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# Motivational Conversations

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Working with children and young people requires you to bring out the best in them to ensure they achieve their potential. You also need to work together to improve outcomes.

One of the greatest skills you can have is to hold a motivational conversation. It is a powerful technique in bringing about behaviour change and improvement.

Telling someone what to do and how they must change often leads to resistance and challenge, however when you use motivational techniques change is more likely to occur and be sustainable.

This course will provide you with knowledge and awareness of how to use and have motivational conversations. Using these techniques raises self-awareness and helps to identify and consider choices, develop skills, and change attitudes and behaviours.

The course is suitable for all school staff including pastoral support staff, teachers, school managers, department heads etc.

It is useful for working with directly with children and for challenging/supporting each other towards improvement and dealing with change.

## Learning Outcomes

- Have knowledge and basic awareness of the use of motivational techniques in practice
- Knowledge of theoretical underpinnings of Motivational techniques and behaviour change
- Take away skills and tools for use
- Able to articulate and understand the Cycle of Change
- Able to reflect on current practice
- Able to apply principles of behaviour change in practice- working with resistance and ambivalence
- Able to hold a “motivational conversation”

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