

Driven for Results - 2 Day

Course Description: This two-day course will focus on developing strategies for analysis and pinpointing ways to impact performance and increase the results of each employee in a positive way. Participants will learn techniques for benchmarking performance and establishing a gap between desired and preferred performance. Attendees will explore how to attain a higher level of productivity in a shorter period of time. In addition, this course supports Lombardo Core Competency number 53.

<i>Course Objectives</i>	<i>Lombardo Core Competencies</i>
<ul style="list-style-type: none"> • Discuss advantages of performance management • Identify performance needs • Compare performance to organizational directives • Analyze ways to communicate performance expectations • Define ways in discovering the performance gap • Examine how to break down the performance into understandable steps • Define how to map the performance map 	<p><i>Can be counted on to exceed goals successfully</i></p>
<ul style="list-style-type: none"> • Examine best practices of setting goals for individuals as well as teams • Discuss training and the performance gap • Review monitoring of performance indicators • Show how to link operational goals to performance • Examine ways to produce results • Discuss strengths and weaknesses of working outside the country • Review an Earned Value Analysis activity • Examine balanced score cards and their usage in the workplace 	<p><i>Very bottom line oriented</i></p>
<ul style="list-style-type: none"> • Manage a session on coaching performance toward the goal • Analyze mentoring roles in advancing performance 	<p><i>Is constantly and consistently one of the top performers</i></p>

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<i>Course Objectives</i>	<i>Lombardo Core Competencies</i>
<ul style="list-style-type: none"> • Classify benchmarking techniques of present performance • Examine the impact of incorporating best practices • Evaluate how to create a performance results matrix • Recommend a performance development plan to transition workers toward peak performance • Examine how to build internal talent resources • Discuss the benefits of results oriented programs such as Six Sigma, Project Management, and Quality Improvement. • Discuss best practices for transferring the knowledge from one worker to others 	<p style="text-align: center;"><i>Steadfastly pushes self and others for results</i></p>