

## Driven for Results - 2 Days

**CEUs - 1.3**

**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"> <li>• Discuss advantages of performance management</li> <li>• Identify performance needs</li> <li>• Compare performance to organizational directives</li> <li>• Analyze ways to communicate performance expectations</li> <li>• Define ways in discovering the performance gap</li> <li>• Examine how to break down the performance into understandable steps</li> <li>• Define how to map the performance map</li> </ul>	<p><b><i>Can be counted on to exceed goals successfully</i></b></p>
<ul style="list-style-type: none"> <li>• Examine best practices of setting goals for individuals as well as teams</li> <li>• Discuss training and the performance gap</li> <li>• Review monitoring of performance indicators</li> <li>• Show how to link operational goals to performance</li> <li>• Examine ways to produce results</li> <li>• Discuss strengths and weaknesses of working outside the country</li> <li>• Review an Earned Value Analysis activity</li> <li>• Examine balanced score cards and their usage in the workplace</li> </ul>	<p><b><i>Very bottom line oriented</i></b></p>

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