



Performance Management 201

Course Outline



Program Overview

This two-day training course provides a more hands-on approach to measuring KPI properly as well as leading teams and individuals to perform at their best. It goes a step up further focusing on leading individual and their performances

Duration

2 – Day Program

Learning Objectives

At the end of this training, participants will be able to:

- Understand results of KPI performance and identify root causes of such performance
- Understand various techniques that can be used to improve the performance of teams and individuals
- Apply various principles and concepts to managing the performance of different levels of employees
- Understand the importance and impact of properly managing resources from an economic perspective
- Apply concepts and principles to manage the emotional culture of a team
- Understand the common pitfalls of managing performance
- Know the various tips on enhancing team performance

Course Methodology

- This course is workshop based focusing on Visual, Auditory, and Tactile learning methods
- Training courseware is designed to complement with the collective experience of participants to come up with optimum learning



Program Outline

The Program is delivered using a combination of instructor-led discussion, group activities, workshop, case study and more fun and learning exercises on practical implementation of the concepts discussed within the training.

The topics presented below define the areas of focus under the program.

Measuring and Assessing KPI's

- Is your KPI working?
- Assessing the value chain
- Seven Basic Quality Tools*
- PESTLE/SWOT Techniques*



Improvement Techniques

- Stepping Up or Changing the Game
- Motivation Techniques
- Strengths Focus

Leading Individual Performance

- Managing your A-Players*
- Managing your Hi-Potentials*
- Managing your Average Joes*
- Managing your Low Performers*
- Managing Out*
- Managing Rookies vs. Veterans*

Leading Team Performance

- The Economics and the People Business
- Managing your Emotional Culture*
- The Five Traps of Performance Management
- Tips on Enhancing Team Performance
- Final Case Study*

Why Choose SAS Management Inc.

We Deliver Results

SAS Management Inc. has consistently proven its capability to deliver and exceed our clients' expectations. We are the only PEOPLECERT® Accredited Training Organization (ATO) in the Philippines. Our pool of consultants and trainers are seasoned industry veterans who have above average qualifications and certifications such as Business Management, Process Improvement, and Organizational Development Programs.

We Create Value

SAS Management Inc. believes in ensuring that our services meet the intended needs of our clients. To us, it is more than just providing training and consulting but rather ensuring that these are the things that our clients really need. This is why SAS Management Inc. is probably the only training provider that does a thorough needs assessment prior to providing a proposal. Our goal for every proposal is to CREATE VALUE for your organization.

SAS Management, Inc. is affiliated and endorsed by the following organizations:

Key Affiliations/Accreditation	Key Partner Programs	Key Partners
 	 	    
		   



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