

Implementing performance management



Prospero House, London: 21st September 2011

Ramada Hotel, Brighton: 27th September 2011

Time: 9.15am – 4.30pm

Price range: £229 - £299 (plus VAT)

Performance management is about getting the most...*plus more*...out of people, so your business succeeds through the ongoing delivery and development of staff.

“Many leaders and managers of SMEs that I know have all come to a point then they have felt that performance management is needed – I am one of them!

“This might be because they can see a staff member is under-performing, because they feel a whole team could achieve more or because they want a fair way of rewarding those who are performing well.

“It is a tough task to achieve in a small to medium sized organisation as the set up of the entire business will need to change. It raises many questions from the leader of how they can introduce performance management successfully.” David Cottrell, founder of the asphaleia group.

This highly informative and practical training session has been designed against a piece of research David completed in 2009, focusing on the needs of SME leaders. The learning on offer will answer common questions asked by SME leaders including what does a performance management system look like, what are the benefits, what performance management tools are available and how can performance be measured.

This workshop provides an overview of implementing performance management processes into growing small to medium sized organisations from all sectors:

- What to consider when planning and implementing these systems
- What is meant by performance?
- Discussion and practice use of performance management tools
- Tips and techniques for measuring performance
- Hear from an SME leader currently implementing performance management processes

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