

learning
equals
development

EQV Course Outline



■ Performance Management (Ref BS-M-PFM)

■ 1 Day

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Performance Management (Ref BS-M-PFM) (1 Day)

Business Benefit

Performance Management plays a key role in ensuring that those all important business goals are met. This course enables managers to break down organisational goals and create meaningful targets for their teams and departments. It then goes on to equip them with the tools and skills to monitor progress against those targets and ensure that the desired results are delivered.

Who Should Attend?

Managers or supervisors who are responsible for delivering results to pre-set targets.

Learning Objectives

By the end of this course you will be able to...

- Interpret organisational goals and convert them into targets for your team or department.
- Set team and individual objectives that satisfy the S.M.A.R.T. criteria.
- Get individual 'buy in' from targets.
- Demonstrate a system for breaking down long term goals into short term targets and tasks.
- Demonstrate a system for monitoring progress against target.
- Describe the actions needed to make up 'shortfalls'.
- Create a 'Timetable for Success'.

Course Content

- Making your contribution to organisational goals.
- Setting and agreeing objectives using the S.M.A.R.T. criteria.
- Getting people to 'buy in' to targets.
- Breaking down long term goals into short term targets.
- Monitoring progress against plan.
- Making up shortfalls.
- Creating a 'Timetable for Success'.

You may also be interested in

Basic Management
Effective Delegation
Leadership
Information Gathering, Analysing & Using for Decisions

Dates: 05 Jan • 04 Feb • 04 Mar • 02 Apr • 06 May
03 Jun • 08 Jul • 10 Aug • 07 Sep • 12 Oct
09 Nov • 07 Dec

Price: **£395**
per person

The EQV Promise

We ensure that our courses are well received and are delivered by trainers that have actual commercial competency in their chosen subject.

Not only is this essential for our accreditation purposes but it ensures that the trainers will be able to include relevant experiences they themselves have learnt from. This generates appropriate engagement and empathy in the training environment.

When the course is completed we will report back to you about how the training has been received and can indeed evaluate the training right from start to finish after the skills transfer period. This information can come from your account manager who is your main point of contact at all times.

The EQV Experience

Our training courses take the attendee on a journey of learning and development. Throughout the course everyone is engaged in a stimulating and participative way.

Our courses are designed to encompass many different kind of learning activities making sure they appeal to different natural styles of learning that individuals have.

Activities may include a selection of syndicate work, discussion, pair work, case studies, games, role play, quizzes and presentations.

During the event an individual works on their own implementation plan so that they have a clear plan of how they are going to support their own skills transfer back in the workplace. Whilst it is important for the attendees to enjoy the workshop we want to ensure they apply as much as possible back in the workplace.

Our Training Centre

Set in the heart of beautiful rolling Leicestershire countryside, our idyllic training facilities not only provide attendees with the perfect environment to concentrate on their individual learning experience but also provide the practicality of ample parking and fully designed and equipped training rooms.

You will be greeted upon arrival by our training coordinator who is your point of contact throughout the day should have any specific queries.

A delicious buffet lunch is provided catering for a variety of dietary needs.

What Delegates Say about this course

"Excellent course very engaging"

"Very informative, I look forward to utilising it in the future to meet and exceed goals"

"Good clear presentation"

