

# DRIVING RESULTS THROUGH PEOPLE

*Getting people to deliver more - with the same .....*



## OVERVIEW

A business has an expectation of a minimum level of performance from their people and if this isn't achieved it represents a significant cost to the organisation. Just think if all of your people performed 10% better?

In this two day workshop, participants will work through solutions to their real performance challenges to generate an immediate improved contribution from their teams. This is NOT a simple performance management programme; it

focuses on the behavioural characteristics that sit behind the process of managing people and works through individual barriers and resistances.

## SUITABILITY

This programme is suitable for individuals who have responsibility for managing and developing others. The programme will provide participants with tools and techniques to ensure they are enabling employees to deliver consistently and at their full potential.

## PROGRAMME OBJECTIVES

As a result of attending this programme, participants will:

- Understand the commercial impacts of managing performance.
- Explore the quality of their current employee relationships.
- Identify the barriers to managing performance and how to overcome them.
- Be able to confidently and easily have difficult conversations.
- Know how to motivate individuals in a way that recognises their personal drivers.
- Focus on improving and stretching the performance of others through development.
- Have explored and planned to deal with real performance issues.

## PROGRAMME OUTCOMES

At the end of the two day event, participants will be guided as they develop a plan of action to develop the contribution of their people. Measures of success will be identified and actions committed to.

*Happen facilitators bring with them experience, understanding and professionalism that clients find both inspiring and refreshing. We provide tailored development solutions and we can deliver this programme in conjunction with your performance management processes if required.*

*For further information or to arrange a meeting please contact [Lindsey Holman 07872 300840](mailto:lindseyholman@happenconsulting.com)  
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