



Performance Management

Summary

The Performance Management course is for anyone and very much focuses on getting the best out of individuals and teams. This is a 2 day course.

Objectives

- Acquire new knowledge
- Acquire new tools, models and processes
- Reflect on personal style, influence and charisma
- Feel inspired around the positive psychology approach
- Feel stimulated by other elite performance examples, tips and lessons

Content

- The Worlds of Business and Non-Business Performance
- The roles involved: Manager, Leader, Coach, Trainer, etc
- Five reasons why people don't
- Having a Vision and Values
- Comfort, Panic and Stretch
- Goal Setting, Stretchy Goals and SMART Objectives
- Performance Management
- Giving feedback
- Coaching
- 12 Step Strategy to Success
- Motivation
- Positive Positioning and Communication
- Positive Psychology
- Team Evolution
- Situational Leadership
- Lessons from Sport
- Personal Objectives, Questions and current Challenges

What next?

We recommend the following to further deepen the learning and maintain momentum:

- Personal Development Programme
- 1:1 Personal Development Coaching (minimum of 3 sessions)
- Other *Velocity Made Good* bespoke Performance Management Courses such as Cargo, Last Leg, Lofty Goals, etc (Please ask)
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"We have been lucky enough to have been working with Paula recently which has been great. As well as being a top trainer, she has undertaken numerous and various mad adventures such as sailing round the world (as you do). And so her words of advice and wisdom were much appreciated."

A medical group attendee