

The Business Case For Managing Performance

What's in it for you?

Investing time in developing your direct reports is sometimes seen as tangential to getting the job done. This breakfast seminar will look at the link between investing in people and its impact on the bottom line. Quite simply the research evidence is compelling: engaged employees are more productive and help improve business results.

What you will get out of it

By attending this breakfast seminar you will:

- Learn the simple rules for building a high performance workplace.
- Know all about performance drivers and performance killers.
- Understand the business case for investing in people's development.
- Understand the causal link between what you do as a manager and how it affects the bottom line.
- Know the 'triggers' for engaging and motivating your direct reports

Key Themes

- The compelling research data that links employee development with improved performance
- The employee/customer profit chain. How it works and why.
- The specific things to do, and avoid, to improve the performance of others.

What's Involved

A high-energy session using pub-style quizzes and exercises to impart the research on business improvement drivers. A quick fire introduction to four separate pieces of research that together make a compelling case for driving profit through people. In particular you will learn why investing time in developing your direct reports and managing them effectively has a massive impact on business performance: engaged employees sell more.

“Clearly, we're a not-for-profit company”

JEFF BEZOS (AMAZON.CO.UK)