

# WHO & WHY ?



For anyone responsible for managing the performance of others – and themselves – and who wants to have a clear and consistent method for setting and assessing performance.

# Managing Performance: Setting Up For Excellence








## Outcomes

- ✓ Identify which performance level most applies to you
- ✓ Effectively use the PIMST model to set and assess performance requirements
- ✓ Know the difference between hard and soft measures, and how to brief effectively
- ✓ Manage any tension between individual and team performance requirements

## Content

- What do you do? sharing your experience
- 4 performance levels
- The PIMST approach to managing performance
- Hard & soft measures & effective briefing
- Team performance

## Learning Approaches

-  core learning input
-  learning recap quiz
-  your ideas & suggestions
-  solo & paired activities
-  tools & templates
-  facilitator's ideas & suggestions
-  case work

 on site or  online

“

Fantastic day,  
I'm now much clearer  
how to manage the  
performance of others  
more effectively

Team Leader,  
Chichester

”

