

Managing Performance & Results

MAXIMUM VALUE TO THE ORGANIZATION

GETTING THE RESULTS

CONTINUOUS PERFORMANCE IMPROVEMENT

STRATEGIC MANAGER
DECIDING

SELLING MANAGER
DOING

“KNOW WHAT’S EXPECTED”

“KNOW HOW I’M DOING”

“KNOW HOW TO GET BETTER”

STRATEGIC MANAGER
DECIDING

PEOPLE MANAGER
DEALING

PERFORMANCE PLANNING

PERFORMANCE APPRAISAL

PERFORMANCE EXECUTION

