

*Your career, Your industry, Your institute*



Duration: 2 days

Date: 5th & 6th July 2022  
9.30am - 4pm

Venue: The ECMS, National  
Foundry Training Centre,  
Tipton Road, Tipton,  
West Midlands,  
DY4 7UW

# How does better performance look?

## Who is it for?

Our practical 2-day 'How does better performance look?' course is designed to explore performance management strategies against company objectives to increase overall performance. Increasing stronger performance is at the forefront of any companies' priorities.

This course will be ideal for anybody who manages people or relationships, and anyone seeking to improve their knowledge and understanding of how to improve performance of themselves and their team. If you are planning to take on a leadership or management role, new to this style or role or simply need a fresh perspective on increasing performance to close gaps, then this course is for you! It is a relevant to those involved in performance management at any level in any role, including those such as marketing, sales, training, HR and development.

Some example topics covered during the course are;

- How to use Strategic Alignment in everyday situations
- Set goals to motivate performance
- What does better performance look like?
- Understand why people perform poorly – Are you the cause of poor performance?
- Understand and align strategy, operational management, and tactical delivery
- Gain commitment from the most awkward of staff
- The role of praise in good performance
- Avoid that common mistake managers often make during performance management

**Price: ICME/CMF Member Price £450 pp plus VAT\***

\* Price includes attendance, drinks, lunches and Certificate

**Non Member Price £550 pp plus VAT\*\***

\*\* Price includes attendance, drinks, lunches and Certificate

## What will you learn?

- Increase knowledge of what role strategic alignment plays in performance management
- What better performance looks like to you and your team
- Increased understanding of how to align performance to company objectives
- How to gain commitment from difficult staff
- How to positively praise to make positive impacts on performance
- How to motivate high performing teams
- Why individuals or teams perform poorly
- How to increase successful performance

## What impact will it have?

- Maintain or even increase productivity, morale and efficiency
- Better engagement through a high performing culture
- Improve performance and bridge performance gaps
- Address issues before they become larger problems
- Promote staff personal responsibility and accountability for performance and development
- Increase effectiveness of challenging conversations
- Develop own skills, behaviours and confidence for increasing performance successfully

**Help with Fees:** Foundry Training Trust grant support will be available† towards the cost of the course. A grant of £225 is available towards the fees for this course. Additional grant funding is also available towards the costs of travel and accommodation. Visit [www.foundrytrainingtrust.uk](http://www.foundrytrainingtrust.uk) to contact the Clerk of the Trust for details and for the application form.

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