

## Crucial Performance Conversations

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2 Day  
Workshop



8 - 15  
Participants



Your Place  
of Business

Even the most **effective leaders** have  
trouble with **poor performance**  
**feedback!**



Usually, through no fault of their own, other than  
they have **never learnt how.**

To have what can sometimes be difficult performance conversations, managers must be **further skilled** to **create meaningful, ongoing performance conversations** that result in **clear performance goals and outcomes.**

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### Overview

Performance conversations can be emotional, risky and elicit a range of different reactions from different employees. Managers therefore **under-communicate, avoid, delay** or even **convince themselves** that today isn't a good day to be a having performance conversations.



**NOW WATCH THIS!**

Employees, in turn, become actively disengaged and less likely to perform as they have no feedback on how they are doing anyway so what is really the point...



**Do you see the vicious cycle here?**

Our Crucial Performance Conversations workshop aims to:

- \* Understand how high performance can be driven through quality conversations.
  - \* Prepare for high-stakes performance situations with a proven technique.
  - \* Use new techniques, skills and tools together to enable successful crucial performance conversations.
  - \* Create a positive performance discussion experience, even when the conversation is a tough one.
  - \* Enable managers to actively choose to engage in crucial performance conversations, rather than avoid or delay them.
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**If you believe performance management is all about the "conversation", and less about the annual review....**

**If you want tools and training to help you effectively deliver ongoing performance conversations....**

"It's amazing how one  
little conversation can  
change things forever."

*Author Unknown*

**...Contact us!**

