



Performance Management 101

Course Outline



Program Overview

This one-day training course is the foundation on understanding and measuring KPI. This focuses on what you need to know to run an effective organization on all levels.

Duration

1 – Day Program

Learning Objectives

At the end of this training, participants will be able to:

- Introduce the participants to the concepts and best practices of managing organizational and individual performance
- Introduce the participants to best practices on how to manage individual performance
- Enable participants to develop KPI's that align with the organization's objectives

Course Methodology

- This course is workshop based focusing on Visual, Auditory, and Tactile learning methods
- Training courseware is designed to complement with the collective experience of participants to come up with optimum learning



Program Outline

The Program is delivered using a combination of instructor-led discussion, group activities, workshop, case study and more fun and learning exercises on practical implementation of the concepts discussed within the training.

The topics presented below define the areas of focus under the program.

The Company and You

- Linking Organizational Goals to the Individual
- Performance Management Defined
- Critical Success Factors

Company Performance Management

- Financial Ratios
- The Balanced Scorecard
- Executive Dashboards



- The Performance Culture

Team Performance Management

- Translating Strategic Goals to Tactical Goals
- KRA's and KPI's of Functional Groups
- Performance Reporting Processes
- Common Pitfalls in Performance Management
- Creating SMART KPI's

Why Choose SAS Management Inc.

We Deliver Results

SAS Management Inc. has consistently proven its capability to deliver and exceed our clients' expectations. We are the only PEOPLECERT® Accredited Training Organization (ATO) in the Philippines. Our pool of consultants and trainers are seasoned industry veterans who have above average qualifications and certifications such as Business Management, Process Improvement, and Organizational Development Programs.

We Create Value

SAS Management Inc. believes in ensuring that our services meet the intended needs of our clients. To us, it is more than just providing training and consulting but rather ensuring that these are the things that our clients really need. This is why SAS Management Inc. is probably the only training provider that does a thorough needs assessment prior to providing a proposal. Our goal for every proposal is to CREATE VALUE for your organization.

SAS Management, Inc. is affiliated and endorsed by the following organizations:

Key Affiliations/Accreditation		Key Partner Programs	Key Partners
			
			
			
			
			