February 9th,2021

1-hour Webinar | 10:30 AM (GMT +3) Kuwait Time



PERFORMANCE MANAGEMENT
THAT WORKS
Generating Productivity Where Control is Dead

DON PHIN
Strategist, Executive Coach
and Leadership Trainer

donphin.com

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OVERVIEW

PERFORMANCE MANAGEMENT has been around since ancient times. In the past it was based on the idea of control, which is dead as an approach to managing knowledge workers. Most companies feel they need to revamp their performance management approach...and for good reason... as most don't actually improve performance!

OUTLINES

- Introduction- how employee performance impacts the bottom-line
- Your responsibility to employees.
- Hiring top performers solves much of the problem.
- The importance of clarity around strategy, objectives and results.
- Moving from Expectations to Agreements.
- Monitoring, listening, and feedback.
- Employee engagement drives "discretionary effort."
- Letting go of poor performers.
- Rewarding performance.
- Using online programs to manage performance.

LEARNING OUTCOMES

- The importance of hiring the right employee.
- Performance begins with clarity.
- The two most important questions to ask.
- Moving from Expectations to Agreements
- Maybe I can step up my engagement!

WHO SHOULD ATTEND

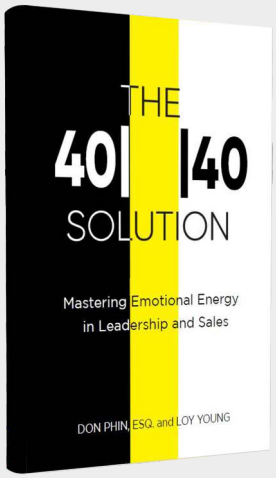
Leaders, Top & Middle Managers.

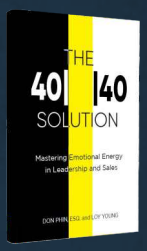


DON PHIN

Strategist, Executive Coach and Leadership Trainer

DON PHIN has been a California based employment lawyer and entrepreneur. After 17 years in litigation, he began a consulting career that evolved to creating one of the first online HR Programs, **HRThatWorks,** which Don sold to **ThinkHR** in 2014. He has self-published seven books, the most recent being the 40/ /40 Solution to Managing the Emotional Energy of Leadership and Sales. **Don** is a top trainer for **LinkedIn** with his programs having been viewed world-wide more than 350,000 times. He has spoke to more than 6,000 CEO's through the **Vistage** organization. Today Don does public speaking, workshops and executive coaching.





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VIGOR ENTERPRISE is a multi-functional business entity that powers five business units. Through its five subsidiaries, it offers services, pertaining to different functions like human resource, marketing and sales, events management, engineering, finance, E-commerce and information technology.

VDLH - VIGOR DIGITAL LEARNING HUB is a digital platform that helps organizations to continue their learning journeys for their employees by providing learning solutions that needed for mastering different knowledge and skills for greater performance through various updated and important topics.

FOR REGISTRATION & INQUIRES

+965 553 18844

+965 2221 9073

contact@vigorenterprise.com

FOR MORE INFORMATION

www.vigorenterprise.com

@vigorenterprise @Vigorenterprise

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/company/vigor-enterprise

OFFICES

GCC Office [Kuwait]

Floor 13, Al-Gas Tower, Ahmed Al-Jaber St., Sharq, Kuwait City, Kuwait.

North America Office [Canada]

2572 Daniel-Johnson Boulevard, 2nd Floor Laval, Quebec, H7T 2R3, Canada

North Africa Office [Egypt]

Building 113, Al Hekma St., District 7, Neighborhood 1 , Sheikh zayed city,Giza, Egypt