

## MAXIMISING BUSINESS & INDIVIDUAL PERFORMANCE COURSE OUTLINE: ½ DAY

**This course is for all business managers**

OBJECTIVES	
<ol style="list-style-type: none"> <li>1. To define high performance</li> <li>2. To examine factors that affect performance</li> <li>3. To identify good practices that can be applied to your business</li> <li>4. To examine leadership and line management and the impact of management style on a business</li> </ol>	
CONTENT	
<p><b>SESSION 1:</b> Defining High Performance</p> <ul style="list-style-type: none"> <li>▪ What is high performance?</li> <li>▪ The Performance Model</li> <li>▪ Introduction to case study (Bacardi-Martini Ltd)</li> </ul>	<p><b>SESSION 3:</b> The High Performing Organisation</p> <ul style="list-style-type: none"> <li>▪ Cast study (Bacardi-Martini Ltd)</li> <li>▪ Applying practices to your business</li> </ul>
<p><b>SESSION 2:</b> Factors Affecting Performance</p> <ul style="list-style-type: none"> <li>▪ HR Practices</li> <li>▪ Employee Involvement Practices</li> <li>▪ Reward and Recognition Practices</li> </ul>	<p><b>SESSION 4:</b> Leadership and Line Management</p> <ul style="list-style-type: none"> <li>▪ Visible Leadership</li> <li>▪ Management Style</li> <li>▪ Motivation</li> <li>▪ Training for managers</li> <li>▪ Standards and Discipline</li> </ul>

**TO BOOK A PLACE ON THIS COURSE OR FOR FURTHER INFORMATION, PLEASE CALL THE HJS PEOPLE TEAM ON 02380 234222.**