

Learn how to bring clarity and focus to goal setting. Ensure that your people understand what they have to achieve and motivate them to stretch to new levels of performance.

Focus: Performance management of Procurement teams
Duration: 1 day

Participants: Supervisors, managers and project leaders of procurement change

Training method: Interactive course with practical application of performance management

Course Content

The main topics covered in the programme are:

- Understand why objectives are important.
- Understand the power of goal setting.
- Identify what you really want.
- Achieving more through focus.
- Goal setting, scoping, SMART, SMART² & Goal balance
- Achieving goals, anchoring goals & driving accountability
- Understand how to capture the successes and move on to achieve the next one.
- Learn how to tap into the value of praise in future goal commitment.

Course Benefits

At the end of the course delegates will be able to:

- Clarity about the impact created by effective goals
- The opportunity to reflect on actual work goals
- A stimulus to think about life goals
- Strategies and techniques for creating effective goals
- An understanding of the need for goal balance to be successful
- How to create a new way of anchoring goals into daily work and life
- How to stick with goals over the long view
- How to track and celebrate successes