



Why is this course important?

Poor performance and unacceptable workplace behaviour are inevitable challenges for managers.

The problem? Most approaches fail to deliver sustained performance improvement:

- Many managers lack the confidence, experience or skills so avoid performance management altogether
- Some managers have a go – and see short term improvements followed by a fallback to previous unacceptable levels
- Others go in ‘boots and all’ and then spend weeks dealing with the fallout

What do we cover in the course?

You need to be able to address underperformance confidently, skillfully and appropriately. In *Managing Poor Performance*, you will learn:

- How to identify and prevent underperformance
- How your leadership style impacts performance
- How to have uncomfortable discussions using the ‘rule of two reasonables’
- Strategies for conversations with people you don’t like
- How to avoid being held to ransom by your people
- What to do when your manager undermines your performance management efforts
- Three outcomes of performance management – and the one you won’t accept
- The golden rule: never allow someone to comfortably underperform
- Why you are not ‘the baddy’

Keeping it real

You need a day of theory like you need, well, another underperformer! That’s why *Managing Poor Performance* is based on:

- Real workplace scenarios
- Practical application
- Opportunities to discuss your specific issues
- Action plans to improve the performance of every member of your team

Who should attend?

If you manage people and would like to improve workplace performance, book your seat today!

“I should have done this course 20 years ago as a new manager. It would definitely have helped me do a LOT of things differently.”

- Senior manager in the health sector

Dates

Melbourne 9 February 2017
Adelaide 10 February 2017
Hobart 14 February 2017
Brisbane 22 February 2017
Sydney 28 February 2017



Cost:

Standard \$445 per person

Discount code: **earlybird \$375 per person**
(expires 10 days before event)

Register 3 people, 4th person attends free

[Registrations and details here](#)

<https://blog.reallearning.com.au/business-seminars/mpp2017>

Facilitator: [Simon Thiessen](#)