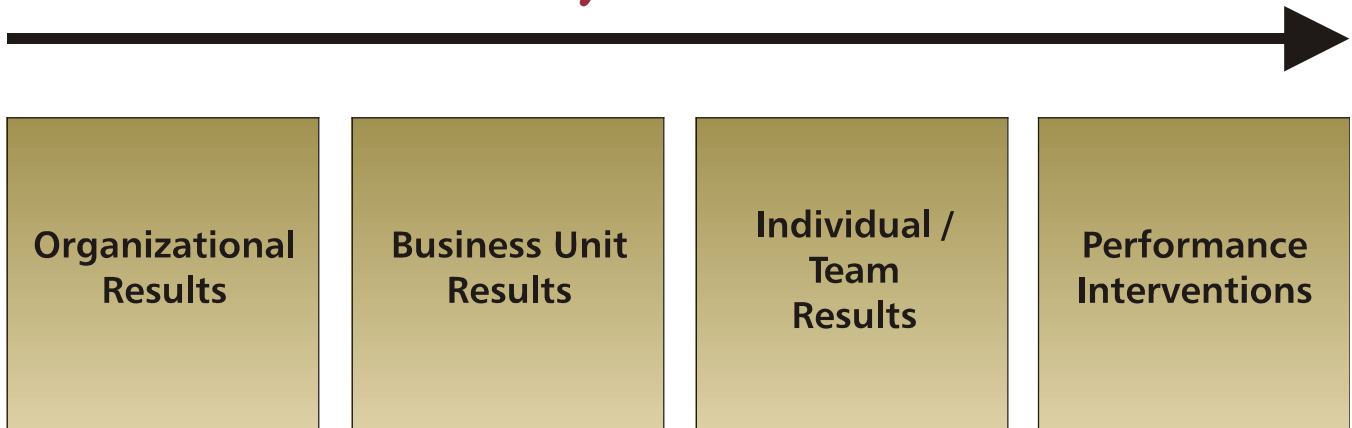


Analysis Process



Performance Value Chain

Basic Approach to Performance Consulting

All too often, the people charged with improving individual, team and organizational performance begin their process by selecting performance interventions (e.g. training, team building, process redesign) without first practicing a performance analysis. This is “superstitious behavior” – allowing the process to be driven by the intervention rather than the intended results. By analyzing a performance issue from left to right (results to interventions), we can ultimately create a true performance value chain that demonstrates how the intervention(s) measurably affect individual, team, business unit and, therefore, organizational results.

What’s Included in the Workshop?

- Performance consulting tools
- Self-assessment instruments
- Between-session phone or e-mail consulting (with package of three only)
- Resource list

These workshops will give you the processes and tools used by successful performance consultants who have made significant contributions to their organizations’ performance. You’ll select a real-life challenge and we’ll apply what we learn to make the experience a valuable one for you.

Workshop Approach

All GMB Performance Group workshops are highly interactive with a strong focus on experiential learning. Relevant case studies will be presented, where participants become part of the problem and work together toward a solution. Unlike lecture style presentations, this hands-on format motivates participants with personal involvement, greatly improving retention. Participants will leave the workshop with plenty of consulting tools to utilize in their organization, including action planning and self-assessment instruments.

For more information or to request this workshop for your organization, contact Bud Benscoter at 919-533-3211 or by e-mail at bud@gmbperformance.com