

Setting Performance Expectations®

Achieving business results requires aligning an employee's individual goals with the overall organizational strategy. As a leader, you must help people see how their efforts contribute to the success—or failure—of the organization.

This program will help drive performance and accountability by helping people understand what is expected of them and gaining their commitment to achieving it. When leaders conduct effective setting expectation discussions, people feel more motivated to perform well because they see how their efforts make a difference.

In this session you will:

- Ensure mutual understanding of performance expectations.
- Help others identify performance expectations that align with the organization's goals.
- Gain individual or team commitment to fulfilling the expectations in the performance plan.
- Handle challenging situations that can arise during setting expectations discussions.

*A Development Dimensions International Program

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