

Workshop on Performance Management



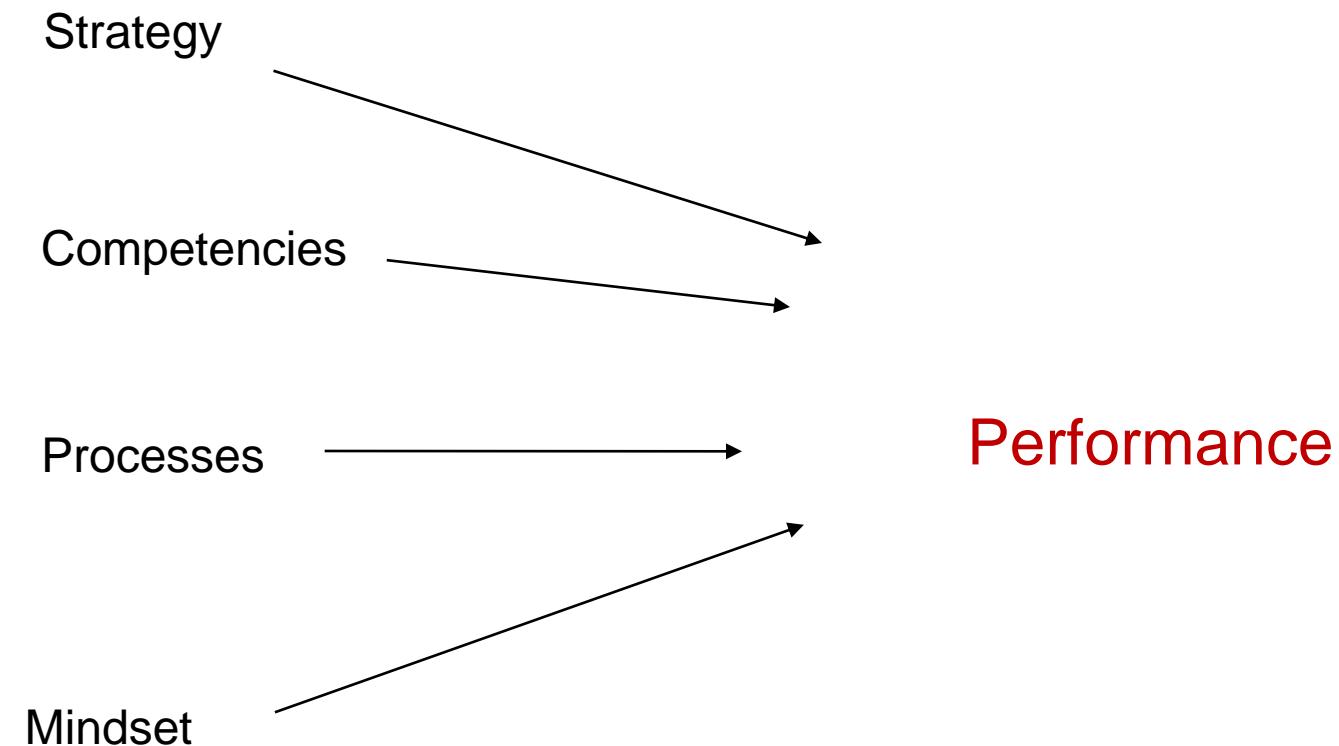
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- “Insycon has designed the performance enhancement framework and the systematic facilitation process for enhancing the performance enhancement competency of learners.

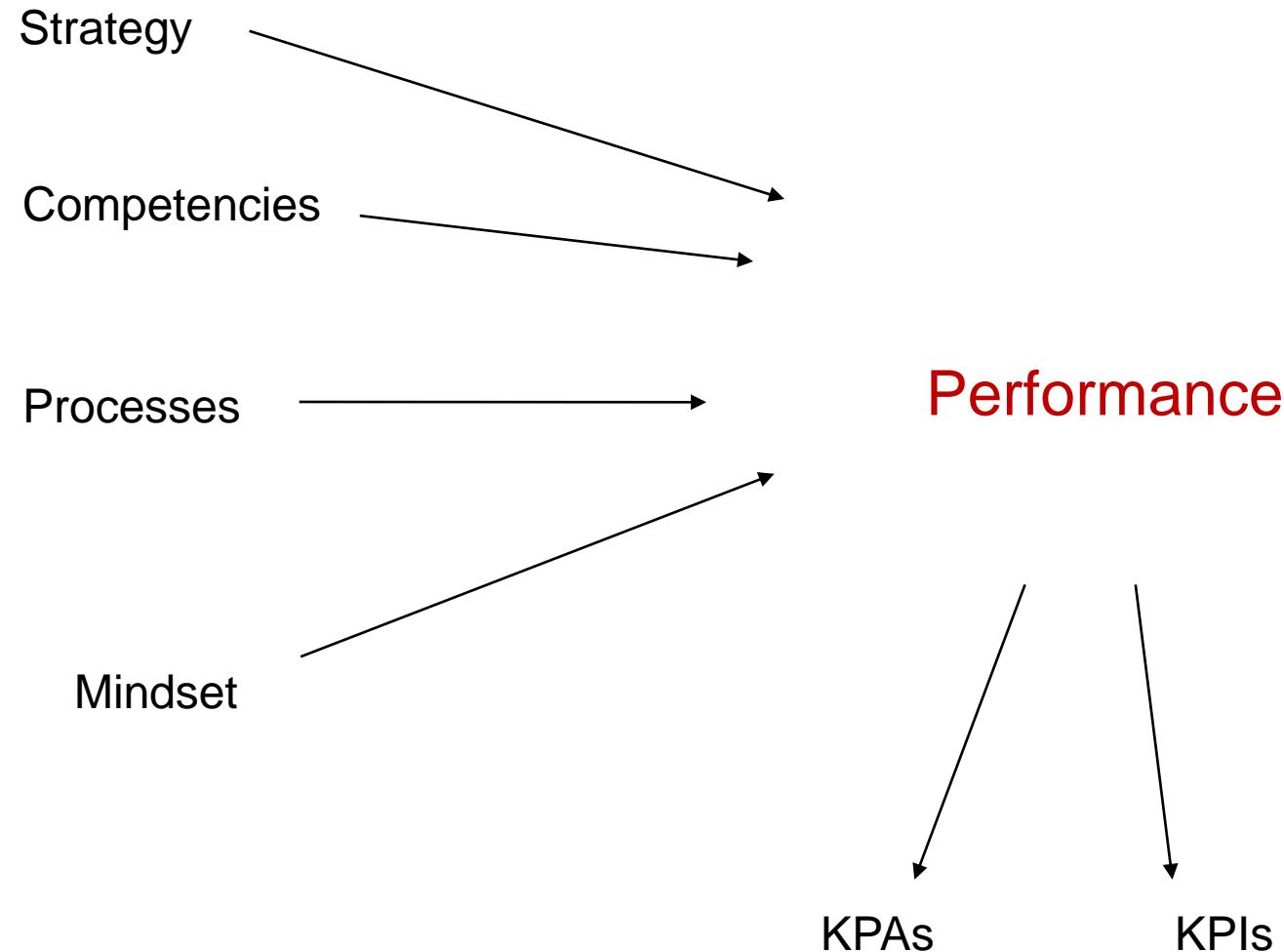
Key Objectives

- To assimilate the framework for managing performance.
- To analyse and apply the following elements of the Performance Management:
 - Key Performance Areas and Key Performance Indicators.
 - Competency mapping and competency enhancement
 - Process mapping and improvement
 - Strategy formulation and execution
 - Mindset development

Performance Management Framework



Performance Management Framework



Learning Process

- Case Analysis
 - Strategic Position : Plant Head
 - Strategic personnel: Exclusive field force(Sales)
 - Team: Sr. Management Team of a unit.
- On line collaborative learning.

Competency

- Competency mapping
- Competency development



Managing Processes

- Process mapping
- Process gaps.



Strategy

- Formulating and
- executing strategy



Mindset

- Mindset analysis
- & catalysing change in mindset.



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