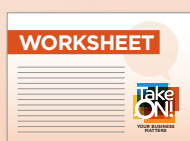


AT A GLANCE:



M DRIVING RESULTS



WHAT'S THIS THEME ABOUT?

Driving Results is about understanding the goals or objectives that you or others have set, and then organising yourself and your team to achieve them. It's about focusing on the stuff that produces results and keeping a close eye on progress. Ultimately, it's about having a plan - and the determination to see it through.

WHY IS THIS IMPORTANT?

"It has long since come to my attention that people of accomplishment rarely sat back and let things happen to them. They went out and happened to things" - Elinor Smith

Most managers really do care about achieving good results. Nobody wants to be the under-achiever in the pack, because when it comes to promotions and bonuses, it's the managers with the best results that get the prize.

But you don't have to be aggressive and ruthless to get results. This Management Matters theme uncovers the tricks of the trade that will have your managers driving for results in a collaborative and inspiring manner.

IDEAL OUTCOMES

'Driving Results' is about your management team knowing:

- What they want to achieve and how to get there
- How to get the most out of their teams
- That they can't do it alone - they need the cooperation of their team and other business units
- How to keep the momentum going

'Driving Results' is about your management team being able to:

- Empower their teams to deliver results
- Set stretch goals for themselves and their teams
- Influence and negotiate with other parts of the business to get what they need
- Boldly take risks to produce results
- Consistently exceed goals

CONVERSATION SHAPER

