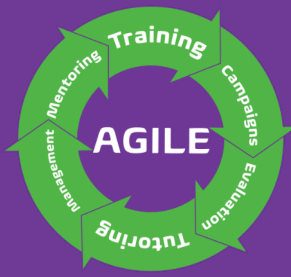




SALES SUPPORT

**PERFORMANCE
MANAGEMENT**





Performance Management

Performance Management is often considered a taboo topic.

You need to remember the desired outcome!

Improved Performance should always be the goal, as we are all aware it costs much less to help improve an employee's performance rather than to replace/recruit/start over!

When Performance Managing an Employee, it is the OBLIGATION of the company to offer all required assistance and support to the Employee through the process.

Often this is a difficult time for the line manager & clearly for the employee.

This can become confrontational if the line manager tries to give the additional training and support infield through this process.

It makes sense to bring in outside support for the Employee.

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