

# The 7P's of *higher performance*

1. **PLANNING**
2. **PRIORITISING**
3. **PERSEVERANCE**
4. **PATIENCE**
5. **PERSPECTIVE**
6. **PROJECT MANAGEMENT**
7. **PERFORMANCE MANAGEMENT**

## Plan of action

The 7P's of Higher Performance program gives participants a toolkit of ideas and practical skills to apply to their daily tasks. By utilising these skills, your people will be empowered to easily accomplish and subsequently stretch their performance targets.

1. *Planning* - Fail to plan and plan to fail
2. *Prioritising* - The ability to constantly juggle never ending deadlines
3. *Perseverance* - Staying powerful
4. *Patience* - Knowing when to sit back and wait
5. *Perspective* - Seeing the woods from the trees
6. *Project Management* - A skill you have got to master
7. *Performance Management* - Make sure all your team are outcomes based

“ It is an immutable law in business that words are words, explanations are explanations, promises are promises but only performance is reality.

- HAROLD GENEEN

”

## Key Learning Outcomes

At the conclusion of this program participants will possess the skills to:

- Understand the 7P's critical path to outcome based results
- Break large projects into bite sized pieces
- Frame a holistic perspective instead of a myopic perspective
- Plan and prioritise tasks and deadlines
- Change workplace crisis management paradigms
- Develop sticking power when projects derail
- Keep the team informed, motivated and engaged
- Build personal resilience
- Be confident having crucial conversations
- Set workplace parameters and boundaries
- Agree performance and behavioural metrics
- Deal with difficult staff
- Be comfortable raising performance bars
- Position rewards with achievements
- Understand Project Management 101
- Understand how expectations are formed in the minds of employees
- Think on your feet
- Develop patience and tolerance
- Celebrate diversity in the workplace

## Would you like to attend this program?

- For maximum effectiveness, this program is best conducted as an in-house program.
- **Ideal group size** 4 - 12 participants.
- **Venue** For your convenience, you can choose to conduct this program at your business premises. Alternatively, we can provide a training venue at a small additional cost.
- **Duration** This program can be adapted to meet your requirements.
- **Cost** Price on request.
- **Target Audience** Supervisors, Team Leaders and Management.

If you would like more information on this training program, please contact:

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