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Performance Consulting A Strategic Process

Performance Consulting: A Strategic Process to Improve, Measure, and Sustain Organizational Results. In America, organizations spend \$175 billion in training initiatives and more than \$500 billion in human resource solutions every year yet often have little to show for it.

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Performance consultants are effective because they partner with clients to clarify business goals and determine root causes for gaps between desired and current results. Only then are specific solutions agreed upon and implemented. This third edition of the classic book that introduced performance consulting adds a wealth of new material.

Performance Consulting: A Strategic Process to Improve

Conversation as a Core Strategic Process Conversation as Communication Every conversation is an opportunity to delve deeper, be more innovative, reinforce values, explain strategic priorities, support, inspire, ask questions, provide information and advice, share history, and (most of all) listen.

Performance Consulting: A Strategic Process to Improve

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The best companies break the process into stages that progress from a review of the critical and emerging strategic issues toward a detailed plan for the year and beyond. Clearly, long-term vision, medium-term strategy, and short-term plans need to be revisited with different frequencies—and those frequencies need to reflect the particulars of the sector.

What Is Strategic Benchmarking and What Are Its Pros and Cons?

▫ Performance Consulting Process . Performance Consulting ▫ The Mental Model and Logic (3 tools) ▫ Need Hierarchy ▫ Components of a Gaps Map ▫ Gaps Map Template for Data Input. First Phase: Identify Strategic Opportunities (8 tools) ▫ Organization and Industry Knowledge Assessment Tool ▫ Client Relationship Strategy Worksheet ▫ Assessment of Performance Consulting Capability

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What Is Performance Consulting? Simply put, performance consulting consists of identifying a business need, its cause(s) and the training strategy (if applicable) that can meet that need. Importantly, not all business problems can or should be solved with training; therefore, identifying whether training is a possible or good solution is an important step in the performance consulting process.

Performance Consulting: A Strategic Process to Improve

Question asked for strategic benchmarking are as follows: We are interested in improving the performance of our company; Our board has started the process already, but we want a best practice to ensure we are moving towards the target in the right way. We believe benchmarking can help your see your operations in a new light.

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