

# PERFORMANCE MANAGEMENT 2 DAY WORKSHOP

1. UNDERSTANDING HUMAN BEHAVIOUR: JOHARI WINDOW AND TRANSACTIONAL ANALYSIS
2. SITUATIONAL LEADERSHIP
3. MANAGING PEOPLE;
  - 3.1 HOW TO MOTIVATE PEOPLE
  - 3.2 HOW TO SET GOALS



**21 & 22 OCTOBER**

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Dear Member

The Durban Chamber in partnership with George Werner will be hosting a two days Workshop on Performance Management.

**Benefits:**

- This is a complete well-structured, practical system with documents and templates that can be implemented immediately
- Work performance will improve.
- Employees will be more engaged, happy and motivated when the system is implemented.
- Delegates will learn more about latest technology, ideas and developments in Performance Management.

**Content:**

1. Understanding Human Behaviour:
  - Johari Window and Transactional Analysis
2. Situational Leadership
3. Managing People;
  - 3.1 How to motivate people
  - 3.2 How to set goals
  - 3.3 How to measure work performance
  - 3.4 How to delegate responsibility
  - 3.5 How to stimulate innovation
  - 3.6 How to exercise management controls
  - 3.7 Dealing with Low Performers
4. Performance Management System

**Presenter:**

George Werner is a postgraduate trainer ( with a Master's degree in Industrial Psychology), coach and developer of human potential. He was a training manager as Sasol where he was responsible for implementation and development of Performance Management systems as well as assisting companies in the Dairy Industry, Alton group, Sappi, Transnet and many more.

Excellent results were achieved with an improvement in work performance and motivation of employees.

- Profits and productivity will improve.
- Employees will

**Then this workshop is for you!**

**21 & 22 October  
08:00 - 16:00**

**Costing  
DCCI Members: R1700.00  
Non Members: R2200.00**

**Venue:**  
Durban Chamber of Commerce and Industry  
Conference Centre,  
Lion Match Office Park  
892 Umgeni Road  
[Google Map](#)

NB: For enquiries contact [Prudence Sakala](#) on 031 335 1000

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