

MANAGING PERFORMANCE

How to Maximize Team Performance in a Hybrid World

Sheila Singam

Date: 20 October 2023
Time: 9:00am - 5:00pm
Program Fee: RM3,000 / USD 750

Hybrid

Are you looking for a fresh challenge or to advance in your career? Then learning to manage the performance of others is crucial! As you progress at work, taking on bigger projects or getting a promotion usually comes with managing people. In the *2020 QS Global Employer Survey*, three of the top five most important skills ranked by employers were directly related to working with people: namely, communication, teamwork, and interpersonal skills.

COURSE DESCRIPTION

By learning how to manage, motivate, and steer teams effectively, you'll be able to stand out from your peers and advance by leaps and strides. Understanding how to manage performance is not only related to direct reports you lead – the concepts you'll gain in this course are applicable to managing partners, suppliers, vendors, and also for managing up.

Designed for leaders and managers at all levels, the **Managing Performance** course draws upon a well-established coaching framework, the Skill and Will matrix. As many leadership experts have asserted, performance is a result of Skill and Willingness to Perform. Many individuals may start out with roughly the same skills and qualifications but end up at opposite ends of the performance scale. Often, this boils down to a lack of motivation.

When the crux of performance is the willingness to perform (or the lack of it), the solution is often to focus on motivation. This one-day program addresses some of the more common ailments that impact motivation. More importantly, using powerful conversations as a tool, it will arm you with techniques on how to manage motivation and performance issues at the workplace.

GAIN AN EXECUTIVE CERTIFICATE

The **Managing Performance** course is part of ASB's Executive Certificate 'Leadership Track', designed for professionals who are seeking an in-depth, comprehensive certification of their mastery and understanding in these topics.

WHAT YOU WILL LEARN

- What constitutes performance, what is motivation and what really drives it in the corporate environment?
- How Skill and Will supports and impacts each other
- Practical skills: Using powerful conversations to manage performance

WHO WILL BENEFIT

Mid- to Senior career professionals

For professionals in leadership and managerial roles, who aspire to advance in their careers and gain the confidence to lead teams for better performance.

Entrepreneurs and Business Owners

Understand how to better lead and manage your teams to maximize business performance, through powerful conversations and understanding the Skill and Will matrix.

LEARNING REQUIREMENTS

In order to earn a Certificate of Completion, participants must attend the required sessions and complete all assignments by the given deadlines.



FACULTY PROFILE

Sheila Singam



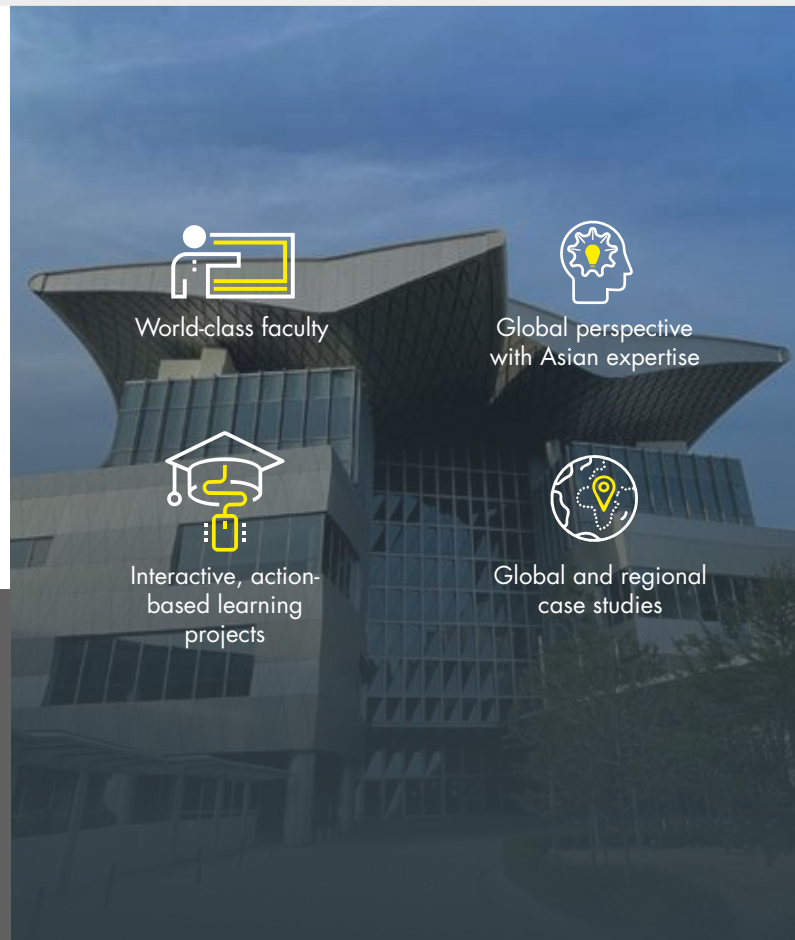
Sheila Singam has almost two decades of experience in training and development. She has delivered profound programmes on leadership, coaching, culture, communication, innovation and stakeholder management for numerous organisations across multiple industries that include financial services, FMCG, construction, property development, oil & gas, pharmaceutical, hospitality, regulators and government. An adjunct faculty member of ASB, she has been featured regularly on Malaysia's premier business radio station, BFM89.9 and on talk shows on ASTRO.

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Great leaders create a circle of trust and provide opportunities for their people to grow and realise their inherent potential

- Sheila Singam



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