

Performance Coaching International



(PCI)

72%
of a manager's
WASTED TIME
has root cause in
NOT HAVING A
conversation



(KPMG)



(KPMG)

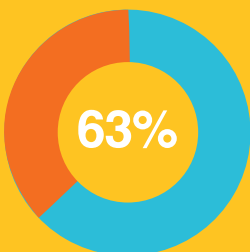
Our programme puts high performance at the top of the Leader's agenda. Practical in style, it lights the blue touch paper on leaders' desires to become high performing team builders. It won't always be comfortable but delegates will learn tools for taking their team leadership performance to the next level. They will know what to do and how to inspire and motivate. They will commit to ensuring team success then deliver on that promise.

PCI aims to leave a lasting legacy. One where team spirit thrives on the rising tides of workloads and

tight schedules. Effectiveness will increase with decisions made fast, at the right level. Engagement will go up. People will be more motivated to go the extra mile in resolving problems and making best use of resources.

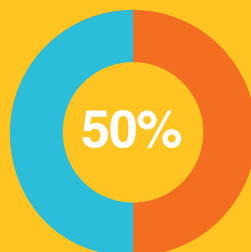
For new entrants this means a consistent smooth induction followed by a warm welcome. Leaders will build relationships, colleagues will invest time in getting to know them, building trust and rapport so they quickly feel established.

THE AVERAGE TEAM
achieves **ONLY 63%**
OF THEIR STRATEGIC **objectives**



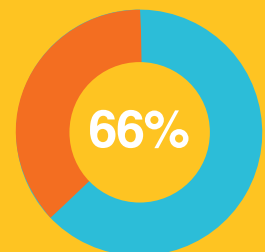
(Harvard Business Review - HBR)

Estimates are that **AT LEAST HALF** of **variance** in
PROJECT SUCCESS RATES
are down to **PEOPLE FACTORS**



(Gallup)

2/3 OF
REMOTE TEAMS
FAIL to satisfy
CUSTOMER
REQUIREMENTS



(Deloitte)

Fresh recruits will give positive feedback. They will stay because they witness regular and honest feedback, and a commitment to development and performance management. They will see an empowering culture supporting creativity, ideas and innovation. Their different perspectives and ways of working will be welcomed when suggested.

80%
OF **CEOs** VIEW
INNOVATION
as **KEY**
to **GROWTH**

(McKinsey)

No. 1
CHARACTERISTIC
of a **HIGH**
performing
TEAM is
TRUST

(Lencioni)

IT TAKES
3000
RAW IDEAS
to arrive at a
SINGLE NEW
commercially viable
service or product offer



(Industrial Research Institute)

POOR
DECISIONS

COST
industry
£50
BILLION
a year

(Dr Mike Waters)

Personal factors are put aside so that stress points, conflict and dysfunctional relationships can be openly acknowledged. Known derailers are managed and lessons learned so that past problems drive future success.

In the new work climate project communications will flow more openly and freely, expectations being clearly set. Evidence will show everyone including remote and virtual teams know the

immediate and longer-term priorities. Morale is high with everyone celebrating its successes.

This programme will feel enjoyable and it will leave delegates with a great sense of reward and personal achievement. In short, it will start a movement, a cultural shift in teams that moves your organisation towards its bigger vision of a more successful future.

I want it! What now?

Let's start with a conversation, potentially a courageous one, but definitely one to set your team, your organisation - and you - on a journey towards richer, more sustainable high performance.



Contact us today:

+44 (0)1708 510345

info@performancecoachinginternational.com