



Korean-German Chamber
of Commerce and Industry
한독상공회의소



“Performance Management Leadership Seminar”

- Understand fast changing business reality and the importance of performance
- Leadership foundation in managing performance in my team as a leader
- Define the performance process and apply knowledge/skills to a team
- Review members' performance results with system and tools, support their development with coaching process Develop leadership and recognize the role of manager in the organization

Target

Newly appointed manager/ Team Manager (who manages team performance)

Curriculum

- 1) Business changes and organization performance
 - Fast changing business reality
 - Organization/Team's strength regarding changes in the market
 - Changes in the last 2 years and changes coming 2 years in my team/organization
 - Triangle of success, Role model and competencies to make performance in business
- 2) Foundation for performance management leadership
 - Overview and importance of performance management leadership
 - Challenges and objectives in making performance as a leader
 - 5 success drivers for performance management leadership and objective setting
- 3) Define the performance process
 - Create a picture of what a job looks like when it is being done well
 - Write a document that defines performance expectations
 - Identify key skills, knowledge, and abilities essential to job performance
 - Translate organization objectives into daily activities with measurable results
- 4) Appraisal system and the Coaching Process
 - Conduct “RAVE” performance reviews
 - Describe the Cycle of Development and how it relates to training
 - Apply the steps of the Coaching Process to improve performance in others

Expected Results/Benefits

Understanding the business improving knowledge/skills to make performance with developing own performance results description as a leader



Korean-German Chamber
of Commerce and Industry
한독상공회의소



Lecturer: Dale Carnegie Training

Founded in 1912, Dale Carnegie Training has evolved from one man's belief in the power of self-improvement to a performance-based training company with offices worldwide. We focus on giving people in business the opportunity to sharpen their skills and improve their performance in order to build positive, steady, and profitable results.

Headquartered in Hauppauge, New York, Dale Carnegie Training is represented in all 50 of the United States and over 90 countries. More than 2700 trainers present Dale Carnegie Training programs in more than 30 languages. Dale Carnegie Training is dedicated to serving the business community worldwide. In fact, approximately 8 million people have completed Dale Carnegie Training.

Dale Carnegie Training emphasizes practical principles and processes by designing programs that offer people the knowledge, skills and practices they need to add value to the business. Connecting proven solutions (Leadership, Teamwork, Sales, Presentation, Customer Service) with real-world challenges, Dale Carnegie Training is recognized internationally as the leader in bringing out the best in people.

Training References

WIKI, Bluebell Korea, Edwards Korea, Thyssenkruf Korea, Continental Automotive Korea, Audi Korea, Starbucks Korea, WeMakePrice, Swatch Group Korea, Hyundai Mobis, Shinhan Finance Group, Volvo Korea, Fendi Korea, GS Retail, Google Korea, Oracle Korea, KOTRA etc.

Participant's feedback of KGCCI – Dale Carnegie Seminar in 2017

"The training was very organized."

"Useful information and easy to understand materials, Learned specific leadership skills that were so vague before."

"As a middle manager level, this seminar is very useful and valuable."

"I was deeply inspired that I've missed a lot in my work place through this course. No doubt that this will help me work in future."

Schedule

Date & time: Thursday, 1st February 2018 10:00 - 18:00 (7 hours, 12:00-13:00 lunch break)

Location: KGCCI conference room (7th Fl.)

Language: Korean

Session fee: KRW 500,000 + VAT

Please register until 29th January 2018 on our website: <http://korea.ahk.de/events/seminars/>

For more inquiries of registration, please contact:

Ms. Seong-Eun Cho (secho@kgcci.com / Tel.: 02-3780-4665)