

USING GOALS AND REWARDS AS A STRATEGIC TOOL FOR RESULTS

(Training in English)

How to achieve greater motivation and effectiveness in your employees? How to aid strategic change and improvement?

Goals and reward systems can be used as a strategic tool for improving organization effectiveness, achieving results, and supporting strategic change programs.

A strategic tool for results.

Mark Louis Uhrich
M. Uhrich and Associates

TRAINER

Mark Louis UHRICH, *M. Uhrich and Associates*

Mark Louis Uhrich, French-American, has proven experience in the management of international business teams within major corporations. His professional experience notably includes developing people and teams to correct difficulties and to achieve high performance, effectiveness, and motivation.

He is a registered professional trainer and conducts management training programs in France and internationally. Professor Uhrich also teaches internationally in several university level institutions and has been an invited speaker on the subject of “*Driving Strategic Change that Works*”.

PROGRAM CONTENT

The program includes:

- The use of objectives to motivate personnel
- Appropriate performance measurement to support objectives
- Reward systems as a tool to drive desired behavior and performance
- Leading strategic change through use of goals, measurements, and rewards
- Developing people and teams by using individual and team goals and rewards

This program is interactive. It combines theory (concepts, tools) with practical application (sharing of experience, case studies, role-play...)

Program participants will have the opportunity to work on constructing their plan to achieve the needed results according to their specific situations. Personalized coaching is available.

At the end of this training program, participants will be able establish goal, measurement, and reward systems as a strategic tool for obtaining strategic results.

PROGRAM OBJECTIVES

As a result of this program, participants will be capable of designing goal, measurement, and rewards in a strategic manner to

- Motivate desired behavior in employees and teams
- Support strategic change and improvement
- Aid in building teamwork and effectiveness in the organization
- Support achieving needed business results.

WHO SHOULD PARTICIPATE

Directors, Managers, Team Leaders, Project Managers and Transitional Managers
Human Resource Managers/Directors, HR professionals/specialists

ORGANIZATION

Format: one day (from 8h30 to 17h00)

Dates:

18 November 2010

25 March 2011

Program Costs:

AmCham members: 325€

Non-members : 485€

Place : AmCham Training Center, Lyon

Included in the fee are program materials and a working lunch

The training will be conducted in English. (*Questions et clarifications en français si nécessaire.*)

Ce cours de formation peut être inclus dans votre budget annuel de formation.