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and professionally Satisfying customers and increasing sales Building long term relationships with important customers

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Win-Win Performance Appraisals: What to Do Before, During, and After the Review to Get the Best Results for Yourself and Your Employees Lawrence Holpp, 2011-09-16 Increase Productivity with High Impact Performance Reviews Performance appraisals may not be everyone s favorite task Done right though they serve as a vital part of company strategy and document in black and white your contribution to the organization s success Win Win Performance Appraisals gives you the knowledge insight and tools to transform every performance review from a painful one hour sit down into a collaborative process for achieving long term goals GET ALL THE INSIGHT TIPS AND TACTICS TO Align objectives with corporate strategy Write unbiased productive evaluations Hold face to face reviews focused on moving forward not looking back Avoid possible legal pitfalls Conduct follow up reviews that benefit you and your employee

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