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A STRAITEGIC PROCESS TO IMPROVE.

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ORGANIZATIONAL RESULTS

Dana Gaines Robinson (James C. Robinson Jack J. Phillips | Patricia Pulliam Phillips Dick Handstone

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Performance Consulting Dana Gaines Robinson, James C. Robinson, Jack J. Phillips, Patricia Pulliam Phillips, Dick Handshaw, 2015-06-01 A potent tool and practical resource for everyone who practices in the talent development and organizational improvement field Chip R Bell author of Inside Your Customer's Imagination NEW EDITION REVISED AND UPDATED In America organizations spend 175 billion in training initiatives and more than 500 billion in human resource solutions every year yet often have little to show for it One reason is that people jump to solutions before they identify the causes of the problem Performance consultants are effective because they partner with clients to clarify business goals and determine root causes for gaps between desired and current results Only then are specific solutions agreed upon and implemented This third edition of the classic book that introduced performance consulting adds a wealth of new material There are new case examples throughout and four new chapters providing detailed steps for measuring results from performance consulting initiatives on five different levels including ROI The book includes a never before published Alignment and Measurement Model allowing you to connect organizational needs and performance consulting initiatives designed to address those needs with the appropriate level of measurement This remains a profoundly practical book featuring tools models and checklists It will enable you to make a difference in your organization that is valued measurable and sustainable This book offers leaders and practitioners the evidence based approach that will drive lasting strategic impact in our organizations It s the most exciting business book of the decade Jean Larkin EdD Vice President Talent Performance Consulting Dana Gaines Robinson, James C. Robinson, Jack J. Phillips, 2015-12-17 In Management Tyco America organizations spend 175 billion in training initiatives and more than 500 billion in human resource solutions every year yet often have little to show for it One reason is that people jump to solutions before they identify the causes of the problem Performance consultants are effective because they partner with clients to clarify business goals and determine root causes for gaps between desired and current results Only then are specific solutions agreed upon and implemented This third edition of the classic book that introduced performance consulting adds a wealth of new material There are new case examples throughout and four new chapters providing detailed steps for measuring results from performance consulting initiatives on five different levels including ROI The book includes a never before published Alignment and Measurement Model allowing you to connect organizational needs and performance consulting initiatives designed to address those needs with the appropriate level of measurement This remains a profoundly practical book featuring tools models and checklists It will enable you to make a difference in your organization that is valued measurable and sustainable **PERFORMANCE** CONSULTING DANA GAINES ROBINSON HANDSHAW (JAMES C. ROBINSON, JACK J. PHILLIPS, PATRICIA PULLIAM.).2015 Measurement and Evaluation on a Shoestring Alaina Szlachta, 2024-11-26 Are you being asked to measure and evaluate the effectiveness of the learning programs you created for your company but don't know where to start

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High-Performance Coaching for Managers William J. Rothwell, Behnam Bakhshandeh, 2022-07-05 Coaching is a necessary skill for managers It is important as a fundamental part of an organization s talent efforts including talent acquisition development and retention strategies For a coaching program to succeed in an organization it should be recognized as a useful approach throughout the organization and become part of the fabric of the corporate culture Performance Coaching for Managers provides an important tool for organizations to use to train their managers on coaching This book differs significantly from other books in the coaching market Many books on coaching cast coaches as facilitators who question their clients the coachees helping them to articulate their own problems formulate their own solutions develop their own action plans to solve problems and measure the success of efforts to implement those plans That is called a nondirective approach But this book adopts a directive approach by casting the coach as a manager who diagnoses the problems with worker job performance and offers specific advice on how to solve those problems While there is nothing wrong with a nondirective approach it does not always work well in job performance reviews in which the manager must inform the worker about gaps between what is needed the desired and what is performed the actual The significant difference between what is currently available in the market and what is offered in this book is the authors collective experience of over 70 combined years of hands on research and delivery experiences in the Human Resources Development field According to the Harvard Business Review 2015 workers generally expect their immediate supervisors to give them honest feedback on how well they do their jobs and specific advice on what to do if they are not performing in alignment with organizational expectations When workers do not receive advice but instead are questioned about their own views they regard their managers as either incompetent or disingenuous Effective managers should be able to offer direction to their employees After all managers are responsible for ensuring that their organizational units deliver the results needed by the organization If they fail to do that the organization does not achieve its strategic goals This book gives managers direction in how to offer directive coaching to their workers

Sustainable Organizational Change Joshua D. Burton, Barbara Carter, 2025-09-26 The Social Change Model for Systems SCMS is a robust system for facilitating organizational change SCMS integrates technical and social controls to ensure organizational effectiveness This book introduces SCMS as an alternative to traditional control systems emphasizing the

interplay between diagnostic and interactive social controls to shape organizational belief and boundary systems SCMS promotes a structured evidence based method for assessing organizational climate addressing challenges incorporating social characteristics and developing effective social strategies. The model highlights the importance of ongoing reassessment and iterative change management through frameworks such as Agile ADKAR and the Plan Do Study Act cycle Key benefits of SCMS include fostering trust equity and engagement improving decision making and enhancing employee satisfaction The study provides practical applications of SCMS through case studies demonstrating SCMS s role in improving work unit climates and organizational performance By bridging the gap between hierarchical control and methods that include employee input SCMS provides a flexible adaptive strategy for leaders and HR managers to implement sustainable organizational changes Chief Talent Officer Tamar Elkeles, Jack J. Phillips, 2016-12-08 In the face of rapid changes and challenges to the business environment learning and talent are key to the success of businesses This is an area in which the Chief Learning Officer the CLO is vital and has evolved into a Chief Talent Officer role in organizations The Chief Talent Officer is now responsible for working to drive value focusing on issues such as talent organization design and development culture business alignment managing resources innovation technology utilization customer service and ROI Chief Talent Officer discusses the critical value adding role of the next generation CLO and the strategies that can be used to fulfill this role With a wealth of perspectives from some of the world's best talent executives this book illuminates the role from the CLO s perspective This revised and refreshed edition of the text includes the latest illustrative examples explanations and data The reader is shown the role of the CLO from diverse multinational points of view and taken through the varying aspects of business strategy in a range of international environments This book is a vital tool for managers and students providing techniques and methods for the training talent and HR communities alike It will help its readers to demonstrate and understand the potential value that can be added to any organization when it is managed and organized well and equipped **Performance Consulting** Dana Gaines Robinson, James C. Robinson, 1995 The traditional with appropriate leadership training process confuses training activity with performance improvement by focusing on employees learning needs rather than on their performance needs Traditional programs focus on developing excellent learning experiences while failing to ensure that the newly acquired skills are transferred to the job Thus to be effective training professionals must become performance consultants shifting their focus from training delivery to the performance of the company and its individual contributors Dana Jim Robinson describe an approach suitable for use in any organizational setting or industry and with any content area Dozens of useful tools illustrative exercises and a case study that threads through the book show how the techniques described are applied in an organizational setting Transportation Research Record ,1998 TMA Journal .1999 C.P.M. Articles for Exam Preparation ,2000 APICS, the Performance Advantage, 2000-07 **HR Focus** .2004 Strategic Finance, 2000 Training and Development Organizations Directory Janice W. McLean, 1994 This reference is

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