

Making Results Count

How to Leverage the Right Measures to Drive Results

In the fast changing marketplace, execution matters more than ever. To deliver exceptional results, business leaders need to be focused with their resources. Sound performance monitoring has become increasingly important to ensure the alignment of execution with strategy.

Performance monitoring is more than just reporting results. It is a way for businesses to build a healthy culture for setting goals, fostering collaboration and sharing problems openly. It is also a strategic tool to filter noise and hone in on what is most important for the business.

This engaging session challenges the participants to examine the effectiveness of their performance measurement practices. They gain a fresh perspective on how to lead with results clarity, and learn pragmatic techniques on developing a healthy culture for performance measurement to accelerate business outcomes.

What you will learn:

- The linkage between strategy, results and execution
- Challenges with measurement and how to overcome them
- Techniques to develop insightful performance indicators
- The core elements of an effective performance measurement framework

“The deliberate thought process for developing meaningful metrics challenges our understanding of the results we want to achieve. Connie’s interactive session kept us engaged in learning this intuitive approach to leverage the right metrics to drive results.”

Brent MacPherson, Director, Operations Centre, FortisBC Energy



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