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## Managing Poor Performance



### DURATION

1 Day

### COURSE OVERVIEW

During this course you will learn how to manage poor performance with regard to your company procedures.

### TARGET AUDIENCE

This course is designed for people who have a responsibility for their staff, their performance and their development.

### LEARNING OBJECTIVES

On completion of this course, delegates will be able to:

- Describe the difference between disciplinary and capability procedures.
- Describe the different stages of the disciplinary and capability procedures.
- Use the disciplinary and capability procedures as appropriate.
- Use appropriate questioning, listening and feedback skills to explore different issues.

### PRE-REQUISITES

Although not essential, you will get the most from this program if you are currently responsible for staff and have concerns about how and when to manage poor performance, whether through competence or behaviour.

Please bring a copy of your company's Disciplinary and Capability procedures to use as reference throughout the day.

### COURSE OUTLINE

The following topics will be covered during this course:

- Standards of performance.
- Identifying performance gaps.
- Exploring performance gaps.
- Giving feedback.
- Managing reactions to feedback.
- Questioning and listening skills.
- Disciplinary procedures in general.
- Capability procedures in general.
- Record keeping.
- Case studies and practice.