

# Principles of High Performance

## Modules:

1. Traditional vs. High Performance Paradigms
2. Characteristics of High Performance
3. Building Trust
4. High Performance Tools & Plans

“A High Performance organization achieves superior, sustainable results by clarifying its strategy, streamlining its processes and creating a culture in which each person is a contributing partner in the business.”

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Roger K. Allen, Ph.D.

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# How to achieve outstanding results in your business

It is becoming more and more difficult for organizations to survive in today's world: 40% of all new businesses fail by the end of the first year; only 12% survive five years; and 2 to 3% survive 10 years.

Unfortunately, most of the responses to the challenges companies face today are ineffective. They attack symptoms while leaving intact the root causes of organizational ineffectiveness. Now, by attending this program, you can learn principles and methodologies that will enable you to achieve outstanding and sustainable results within your organization.

## A few principles of High Performance:

- The strategy and direction of the organization are clear and guide day-to-day actions and decision-making.
- Members of the organization understand the business and are committed to getting results.
- People govern themselves by shared values and guiding principles rather than rigid policies.
- People are organized, when possible, into self-managing teams.
- Processes are streamlined and systems aligned to support the strategy and philosophy of the business.
- The role of management changes from controlling workers to creating an environment in which people can be most effective.

## What you will gain:

As a business owner or a manager, you face two challenges:

- 1) Meeting your short-term business and financial goals;
- 2) Building an organization that will sustain you for the long-run.

The purpose of this program is to accomplish objective #2. You and other members of your organization will attend four 3 - 4 hour modules, each one tailored to your schedule and needs that will teach you how to design your organization to:

- Take control of your future.
- Achieve outstanding results.
- Gain total commitment from your employees.
- Exceed your customers' expectations.

