

Vision “Where”
Desire to achieve

Values Principle or Standard of Behaviour.

Mission “What and Whom”
What we do and Whom do we do it for

Purpose “Why”
Why do we do it

Critical Success Factors

Activities required to ensure success of a Company or Organization.

Objectives

Specific results that a person aims to achieve within a Timeframe.

Key Performance Indicator(KPI)

Measurement of Performance

Actions

1. Your Foundation

2. Building Trust and Credibility

3. Perfect Pricing Simple Selling

4. The 7 Core Self Promotion Strategies



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LEADERSHIP DEVELOPMENT

1. Managing Our Personalities

2. Developing our Leadership Styles

3. Effective Leaders Develop Performance Enhancing Culture

1. Feeling good about yourself and the job that you do

2. Practice habits of courtesy

3. Language of positive communication

4. Effective questioning and listening

5. Perform professionally

1. Knowing each other's vulnerabilities

2. Able to discuss issues

3. Being clear

4. Holding each other accountable

5. Focus on results



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BUSINESS ISSUE

Problem

Solution

Value

Powers

Plan

Focus

WIG

Action Plan

Meetings, Reviews

Accountability

Culture, Measuring Tools
