HR Management · HR320

# Performance Management Professional

Manchester (UK) · 30 Nov 2026 - 4 Dec 2026

| Date | Venue | Duration |
|---|---|---|
| **30 Nov 2026 - 4 Dec 2026** | **Manchester (UK)** | **1 Week** |
| Fee | Ref | Language |
| **£5,150 GBP** | **HR320** | **English** |

## Introduction

Performance management is a critical function that aligns individual, team, and organizational efforts toward achieving strategic goals. The Certified Performance Management Professional course is designed to equip participants with practical tools, frameworks, and methodologies to design, implement, and manage effective performance management systems.

This intensive 5-day program provides a deep understanding of performance metrics, KPIs, cascading goals, appraisal techniques, feedback systems, and the integration of performance data into decision-making. Participants will gain both theoretical grounding and hands-on experience, empowering them to drive high performance and continuous improvement in their organizations.

## Course Objectives of Performance Management Professional

### Upon completing this program, participants will be able to:

- Understand the key components and lifecycle of an effective performance management system
- Develop and implement strategic KPIs and performance indicators
- Align individual and team goals with organizational strategy
- Conduct meaningful performance appraisals and feedback conversations
- Use performance data to inform strategic decisions and promote accountability
- Drive a performance-driven culture across the organization

## Course Methodology of Performance Management Professional

- Lectures and Expert Insights: Leading industry experts will share their insights and best practices.
- Case Studies: Analyze real-world talent acquisition challenges and solutions.
- Group Discussions: Engage in meaningful discussions and share experiences with peers.
- Role-Playing and Simulations: Practice recruitment scenarios to enhance skills.
- Hands-on Workshops: Gain practical experience in using recruitment tools and techniques.

## Organizational Impact of Performance Management

# Professional

### This training program will have a positive impact on organizations by:

- Increased alignment between individual contributions and strategic goals
- Improved employee engagement, accountability, and motivation
- Better talent retention and development through continuous feedback
- Stronger decision-making based on measurable performance outcomes
- Greater adaptability to change and focus on continuous improvement

# Personal Impact of Performance Management Professional

### Participants will experience personal growth and development, including:

- Gain a globally recognized certification in performance management
- Learn practical skills for designing and managing performance frameworks
- Improve their ability to lead appraisal discussions and develop performance plans
- Enhance their leadership, communication, and coaching capabilities
- Increase their value and credibility within HR, L&D, and management functions

# Who Should Attend

### This training program is ideal for:

- HR professionals and performance management officers
- Learning and development professionals
- Department heads and team leaders
- Strategy and planning officers
- Anyone responsible for appraisals, KPIs, or performance improvement initiatives

# Course Outlines

### Day 1

### Foundations of Performance Management

- Introduction to performance management principles
- Historical evolution and modern trends
- Benefits and challenges of performance management systems
- Key terms: KPIs, OKRs, targets, outcomes, inputs
- Aligning performance management with strategy

### Day 2

### Designing an Effective Performance Management Framework

- Performance planning lifecycle
- Setting objectives at organizational, team, and individual levels
- Developing KPIs and metrics: SMART and CLEAR criteria
- Balanced scorecard and cascading goals
- Designing a performance framework

### Day 3

### Monitoring and Evaluating Performance

- Collecting and analyzing performance data
- Performance dashboards and scorecards
- Conducting performance appraisals: methods and tools
- Common rating errors and biases
- Practice session: giving constructive feedback

## Day 4

## Developing a High-Performance Culture

- Motivating employees through goal-setting
- Coaching for performance improvement
- Linking rewards, recognition, and consequences to results
- Case studies: high-performance organizations
- Building accountability and continuous feedback loops

## Day 5

## Performance Improvement and Strategic Integration

- Identifying performance gaps and root causes
- Performance improvement plans (PIPs)
- Integrating performance data with talent management and succession planning
- Governance, ethics, and confidentiality in performance management

### Register or ask about this course online

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