



Stacey Barr

as your speaker



KPI Buy-in: Engaging everyone to pursue performance excellence through measurement

Especially for: CEOs, Senior Executives,
Managers, Strategy &
Performance Professionals

As a keynote or webinar: 20 to 90 minutes

As a workshop: 2 to 3 hours

Focus

There are 3 embedded practices in organisations today that prevent people from buying in to the strategic goals and KPIs.

These practices are at the root of the cynicism and apathy people feel toward the company strategy and even their own goals. And no amount of communicating and consulting will fix this.

Find out what these practices are, and what to do instead to build a performance culture where everyone is excitedly contributing to business/organisational success.

Outcome

Learn how to get people to truly become engaged in the goals of the organisation, how they contribute to those goals through their work, and even in measuring performance in pursuit of those goals.

Specifically, discover:

- the 3 practices that are deeply rooted in organisational management that are the biggest obstacles to getting buy-in to KPIs
- why these 3 practices have such a negative effect, despite how commonly accepted they are
- some practical things to do to uproot these buy-in-stifling practices, and get everyone onto the same path for performance excellence

Delivery

As a **keynote** a white paper will be available to download from Stacey's website, or available for the event organizer to provide printed copies.

As a **webinar** a white paper will be available to download from Stacey's website.

As a **workshop** it will provide ample time for group discussion, Q&A and exercises to apply the ideas for immediate benefit to participants. Handouts of examples and checklists will be included.

About Stacey...

Stacey Barr is a globally recognised performance measurement thought-leader who challenges many of the long-held beliefs and bad habits people have about how performance measures ought to be chosen, created and used.

People share similar struggles with performance measurement. They can't find meaningful measures, especially for goals that seem immeasurable. They can't get staff engaged in measuring and improving performance. They don't have measures that drive lasting performance improvement. Stacey once struggled with these challenges also, and that was her inspiration for creating PuMP and sharing it with the world.

"Stacey, I would say 'insights' would be a gross understatement of what I've learned on performance measurement from you..." -- Jerry Stigall, Director, Organization Development, Strategy, & Policy, Douglas County Government

"Stacey, the workshop that you ran was revelational - truly." -- Todd MacDougall, CEO, Corcom

"I never thought developing performance measures for the public sector organisation could be so painless, simplified and practical." -- Charles Assey, Strategic Planning and Performance Review, Bank of Tanzania Dar es Salaam

Contact Stacey:

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