The Self-paced Performance Measure Blueprint Online Program

What is an online program?

Through a series of convenient, step-by-step, action-oriented online lessons, you will learn how to overcome the most common struggles with KPIs and performance measures.

Is this program for you?

The Performance Measure Blueprint Online Program is for **Strategic Planners, Business Analysts, Performance Measurement Practitioners & Consultants, and results-oriented Managers, Executives and business owners** who:

- ☐ need to generate lots of **buy-in** in their team for measuring and improving performance

- ☐ need to **improve performance** but aren't sure where to start or exactly what to do

- ☐ want a way to **clearly communicate goals** to their team, their customers, their colleagues

- ☐ have **KPIs that just aren't useful or used**, but aren't sure why, or how to change them

- ☐ want to know **the real steps to implement** KPIs that are meaningful and useful and not just about filling in the KPI column in their plans

- ☐ **want a refresher on the essentials** of developing KPIs, to finetune their practice

- ☐ are still waiting to **discover the secrets** of making performance measurement work

What will you learn?

The Performance Measure Blueprint is **not new, not rocket-science and not a flash-in-the-pan fad**. It's about proven how-to techniques, real-life case studies, and loads of time for you to practice straight away what you learn with support from experts.

You will learn how to make your strategy measurable, design meaningful performance measures, get buy-in from people to measure, ensure your measures are implemented efficiently, make your performance reports useful and usable, and ensure your measures focus you on the best times and best ways to improve performance.

The detailed program agenda is on the next page.

Who is your presenter?

Stacey Barr, the Performance Measure Specialist, has specialised in organisational performance measurement since 1993, and this workshop is the culmination of all her most practical learnings and innovations since then.

Stacey is known for her unusually high level of practicality, her easy-going, approachable and authentic presentation style, and her innate ability to balance the technical rigour of performance measurement with the social, human side. Learn more about Stacey at www.staceybarr.com.

How does it work?

We make sure you have all the resources you need to immediately start applying what you learn during the program, quickly and easily:

- **8 Practical How-to Lessons** to give you the step-by-step techniques to measure what matters, in an interactive and engaging style, including voice and PowerPoint slides.

- **A detailed workbook** for each lesson, with the PowerPoint slides, checklists, detailed reference notes and examples.

- **A detailed case study** we examine throughout the program and you can download to guide your own implementation.

- **Practical implementation activities** which Stacey will provide to you in clear written instructions after each lesson.

- **Video recordings** of each lesson, including audio and PowerPoint slides and demonstrations of how to use the various templates.

- **Audio recordings** of each lesson, in case you prefer to listen on your iPod.

- **A lifetime membership to the Program Resource Website** where you have plenty of time to learn online at your own pace, download templates and examples and bonus tools to use with your team and make measuring what matters easy and quick.

Where and when?

All the resources you need for learning and activities are available for download from the program's website. Easy, fun and very practical!

Details are at: www.performancemeasureblueprintonline.com

How to register:

Register securely and easily online at www.performancemeasureblueprintonline.com where discounts are automatically applied for Group Rates.

Alternatively, a fax-back **registration form is attached**, if you prefer offline registration.

If you have any questions, contact us at info@staceybarr.com.

The Performance Measure Blueprint Online Program Lesson Plan

Of course since this is a self-paced program, and you have unlimited personal access to the program website to complete your learning, the following lesson plan can be worked into your own schedule, as best suits you. Each lesson goes for approximately 90 minutes.

LESSON 1: Performance measurement is a process, not an event.
- Why do we struggle with performance measurement?
- Introducing PuMP.
- Warming up your Measures Team to start the PuMP Blueprint.

LESSON 2: Results Mapping: How to make your strategy measurable.
- Recognising an immeasurable strategy.
- Why strategy is so hard to measure.
- How the PuMP® Results Mapping technique makes strategy measurable.
- Practice: create a Results Map from your strategy.

LESSON 3: Measure design – how to select meaningful & feasible performance measures.
- What is a performance measure, really?
- Why traditional measure design doesn't work.
- How to design meaningful performance measures with the PuMP® Measure Design technique.
- Practice: use the Measure Design technique to measure one of your results.

LESSON 4: Measure gallery – how to help people buy-in to performance measures.
- What does buy-in look like?
- Why people don't buy in to performance measures.
- How to easily and quickly stimulate more buy-in through the PuMP® Measure Gallery.
- Practice: design your first Measure Gallery.

LESSON 5: Measure definitions – how to detail the implementation of your measures.
- How specific do we really need to be?
- Why measures rarely come to life.
- How to define the details for implementing your measures using the PuMP® Measure Definition technique.
- Practice: create a Measure Definition for the measure your designed.

LESSON 6: Reporting measures – how to design useful and usable performance reports.
- How bad can a performance report get?
- Why measures are so often ignored.
- How to design graphs and reports to communicate your measures using the PuMP® Report Design technique.
- Practice: design the performance report for your measure.

LESSON 7: Using measures – how to interpret measures to improve performance.
- Lies, damn lies and statistics.
- Why most performance measures don't improve performance.
- How to interpret and respond to your measures using the PuMP® Using Measures technique.
- Practice: find out what YOUR measure has been trying to tell you.

LESSON 8: Integrating your Performance Measure Blueprint into "normal business management".
- The role of the performance measurement process is to link.
- Tips from experience to stimulate your implementation.
- What are you going to do tomorrow?

Stacey Barr's
PERFORMANCE MEASURE
BLUEPRINT
Online Program

Registration Form

Confirmation of your registration will be provided within 5 business days.
Australia: This form is your Tax Invoice for GST purposes.

Who's registering?

Name: _____

Position: _____

Organisation: _____

Email: _____

Address: _____

City: _____ State: _____ Postcode: _____

Phone: _____

To register additional people, please attach their details on the following page.

Payment:

A condition of registering is your agreement to the terms & conditions, to the right.

☐ **I have read & agree to the terms & conditions, to the right.**

Program Rate:

Amounts are in Australian Dollars. GST applies to Australia only. For currency conversions, we use http://www.x-rates.com/calculator.html.

☐ **Self-paced Program:** Start anytime you like, using the latest replays to learn at your own pace
One registrant: $890AUD ($979 with GST)
Groups of 2 to 5: _____ x $790AUD ($869 with GST)
Groups of 6 or more: _____ x $690AUD ($759 with GST)

Payment Method:

Payment prior to the program commencement date is mandatory. To be fair to everyone, you will only receive webinar details or website access when we have received your payment.

☐ **Credit Card:** ☐ Visa ☐ MasterCard ☐ Diners Club ☐ AMEX

Card Number: __ __ __ __ __ __ __ __ __ __ __ __ __ __ __ __

CVV (*last 3 digits on back of card*): __ __ __   Expiry Date: __ __ / __ __

Total Amount: $ _____ *Aussies: did you remember to add GST? See rates above.*

Name on Card: _____

Signature: _____

☐ **Direct Debit** for: $ _____ *BSB: 064105   Account: 1028 5300   SWIFT: CTBAAU2S*

☐ **Cheque (Australia only)** for total: $ _____ *Australia only - payable to Stacey Barr Pty Ltd*

Register by post, fax or email:

Post: PO Box 422, Samford, Qld 4520, Australia
Fax: 07 3112 4116 (international +61 7 3112 4116)
Email: info@staceybarr.com
Online: www.performancemeasureblueprintonline.com

Terms & conditions

Registration is for one person only

Your registration for the program entitles you to access the lessons and resources. You may not allow access to any other person via your membership. They must register themselves independently.

Cancellation Policy

You may make substitutions or cancel your registration at any time prior to setting up your membership on the program website.

After you have set up your membership, there can be no substitutions.

Cancellations may incur a $90 service fee per registrant (Aussies add GST).

No refunds are given for registrants who do not complete the program or who fail to commence the program after 2 weeks following payment. To substitute or cancel, e-mail info@staceybarr.com

** Group Bookings

The group rate is available only for 2 or more people from the same organisation and in the same booking.

If you register groups in two or more bookings, you will only receive the discounts calculated on the number of registrants in each booking.

Currency Converter

The currency converter link provided is for a website that has no relationship whatsoever with Stacey Barr Pty Ltd. It is provided simply for your convenience only and we cannot certify nor be held accountable for its accuracy.

Who else are you registering from your organisation?

Name: _____
Position: _____
Email: _____
Address: _____
City: _____ State: _____ Postcode: _____
Phone: _____

Name: _____
Position: _____
Email: _____
Address: _____
City: _____ State: _____ Postcode: _____
Phone: _____

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To register more people, duplicate this page.