

CAR DEALERSHIP LEADERSHIP TRAINING PROGRAMME



Title: Managing Performance Improvement (Bronze)

Audience: Car dealership management positions

Length: 2 days

Format: Interactive workshop

Training Course Overview:

Do you know how to set clear goals and objectives? Can you carry out an effective 1:1 review? This course will help you understand the importance of managing performance improvement within your team and the link to achieving overall car dealership goals and objectives. You will be able to confidently deliver 'motivational' and 'developmental' feedback to your team and set SMART objectives to improve personal, team and car dealership performance.

Key Learning Areas:

- Car dealership objectives – what are they?
- The performance cycle.
- Management responsibilities.
- What do we mean by performance management & why do we do it?
- What constitutes effective performance management?
- The employee performance review. Making them happen.
- Personal development.
- Setting individual objectives.
- Coaching - the goals and qualities of a good coach.
- Giving constructive and effective feedback.
- 'Motivational' and 'developmental' feedback – how and when should it be given?
- Challenging performance gaps – PRO v GROW.

Are you interested? Call us on 01325 637251 or complete the contact form on www.motorvise.com

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