


Webinar on

Using the Balanced Scorecard to Create Better Performance

Learning Objectives

- The Purpose of the Balanced Scorecard*
- Background of the Balanced Scorecard*
- Selecting the entity to use for the Scorecard*
- Reviewing and Summarizing the measurable things*
- Assigning weights and values*
- Creating the dashboard*
- An example used by the restaurant hospitality industry*
- Using the Balanced Scorecard to bonus and compensation*
- Course Level - Intermediate–HRCI Certified*





We will discuss using the balanced scorecard as a basis for a manager and executive bonus system.

PRESENTED BY:

Grant Schneider is president and founder of Performance Development Strategies. His company helps organizations achieve greater results by aligning people in the organization with the organization's mission and strategy. Grant helps these organizations create change, develop managers and executives, and create high performing teams resulting in engaged employees and loyal customers.

On-Demand Webinar

Duration : 60 Minutes

Price: \$200

Webinar Description

The balanced scorecard is not new. However, not enough companies are using it.

This session will go over how to construct a balanced scorecard. We will cover how to survey the key deliverables for success, how to measure them, how to set standards, and how to assign values to each.

We will discuss using the balanced scorecard as a basis for a manager and executive bonus system. We will use an actual example highlighting the restaurant/hospitality industry.



Who Should Attend ?

HR Professionals

CEO

Senior Vice President

Vice President

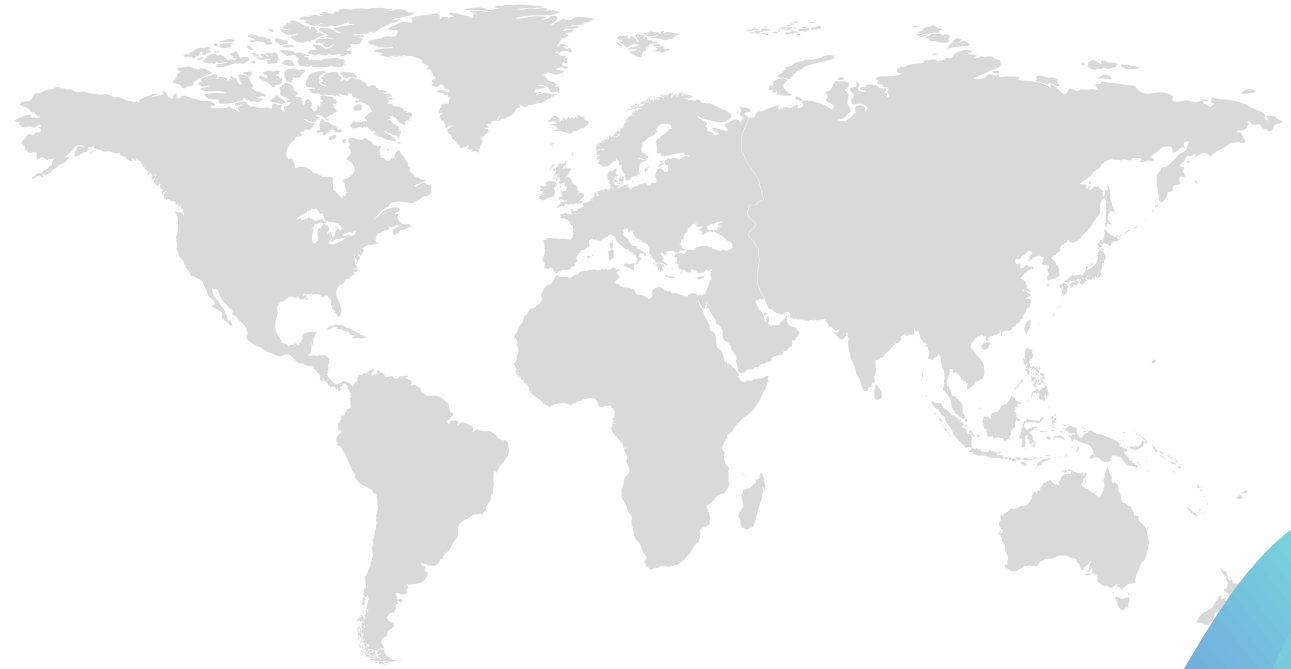
Executive Director

Managing Director

Regional Vice President

Area Supervisor

Managers

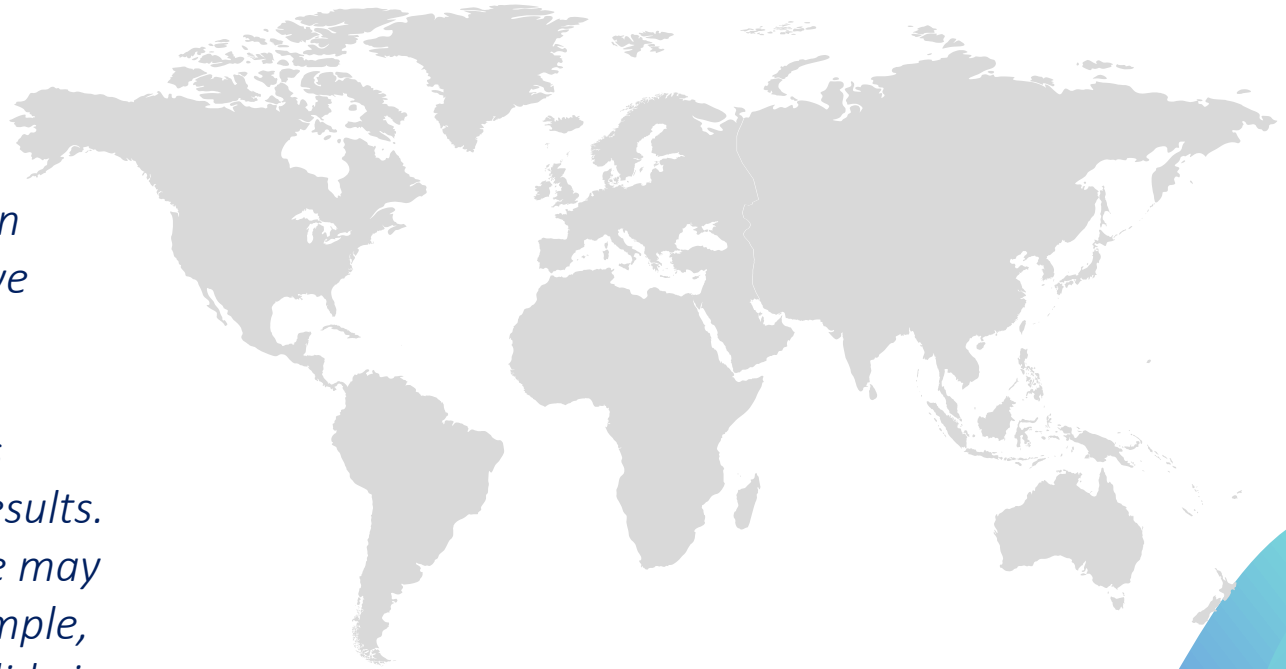


Why Should Attend ?

Organizations today have many performance requirements. It is just not as simple as focusing on delivering more sales or keeping the department staffed. Getting and maintaining top performance in multiple categories means that managers must have multiple focus.

The goals of the organization including the rewards systems must be aligned with these “BALANCED” results. If a balanced approach is not followed an employee may focus one thing at the expense of another. For example, a total focus on increased profits could result in a slide in customer service and customer loyalty. The balanced scorecard measures a composite of all of the necessary elements of responsibility for a person, department, and organization.

Used properly it will drive success in the organization.



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