

Performance Management: Managing Accountability for Great Performance

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- I. Introduction (10 Minutes)
 - a. Why Accountability Is Vital To Your Firm
 - b. Necessary Terms For You To Understand
 - c. The Team Connection
- II. Assess Your Current Situation (15 Minutes)
 - a. Understand Your Current Situation
 - b. Developing Your Personalized List Of Needs
 - c. Great Performance – What Is It?
- III. The Cultural Decision For A Synergistic Team (15 Minutes)
 - a. Team Vs. Individual Accountability
 - b. Have You Developed A Culture That Will Endure
 - c. Expectations Of Your Team – Now And In The Future
- IV. The Right People, The Right Seats On The Bus (15 Minutes)
 - a. Unique Abilities – Determining And Aligning
 - b. Great People Can Survive Or Take A Dive – Leadership Techniques To Help You Determine Their Outcome
 - c. Every Accounting Professional Is Not Built The Same
- V. Eliminating What Is Getting In The Way (15 Minutes)
 - a. Identifying The Linchpins That Are Holding Your Firm Back
 - b. Celebrate What Is Working, Change What Is Broken
 - c. Strategies For The Most Common Accountability Killers
- VI. What Your Firm Needs From You (15 Minutes)
 - a. As A Team Member, What Can You Do To Improve Accountability
 - b. Development And Follow Through Of The Performance Process
 - c. Commit To Very Little – But Do It Very Well
- VII. True Leadership (15 Minutes)
 - a. The Choice Is Yours
 - b. Implementation That Sticks
 - c. Leadership Traits That Are Imperative To Success
- VIII. Wrap Up