Competency Development Made Easy: Competency Development Made Easy (Paperback)

By MR John Charles Pennington

Createspace, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Competency Development Made Ease enables business leaders, senior managers, those responsible for learning and development, organisational coaches and HR professionals to rapidly implement competencies required for top performance. The book is a must-have resource for quickly and easily aligning development for organisational out-performance and helping your people be the best they can be. Learn how to: understand what a great competency is design and apply competencies to drive business goals measure and manage on-going proficiency and performance improvement A treasure trove of resources Five sales competency clusters with 24 underlying critical competencies: sales activities sales skills develop salesforce capability coach for sales results build sales infrastructure Five universal competencies with 43 underlying critical competencies: self business management change culture leadership Each competency includes: Definition; brief and concise definition so you can easily decide which role it will apply to. Overview and what proficiency looks like so you can easily assess proficiency and coaches can start self-development. Coaching tips that get to the heart of high impact development Training tips that ensure training is conducted successfully.

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