



PATH TO PERFORMANCE™

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Management & Leadership,
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Path to Performance™: Categories



Path to Performance™: 26 titles available



Manage Myself

1. Give a Boost to Your Communication Style
2. Dare to Become an Intrapreneur and Reap the Benefits
3. The Finance Tools that Every Manager Needs
4. Harness Emotions to Be More Effective/ Nurture empathy at work
5. Unlock Your Creative Potential at Work
6. Strategies for Personal Effectiveness



Manage Priorities

7. Effective Time Management
8. Find New Solutions Through Design Thinking
9. Make Complex Project Management Simple
10. Make Remote Working Effective for You
11. Shift to Management 3.0



Manage Talent and Retention

25. Effective talent management
26. Attracting and retaining right talent



Manage My People and My Team

12. Take Your Team to the Next Level of Performance
13. Add Coaching to Your Management Style
14. Foster a Happy Workplace
15. Get Your Team Working Together
16. Managing Remote Teams Effectively
17. Building Customer Focused Teams
18. Building a Learning Culture
19. Manage Your Team's Motivation and Engagement
20. Effective Performance Evaluation



Manage Sales and My Customers

21. Leading Customer Experience in Retail
22. Manage Your Key Accounts Like a Champion
23. Sell Solutions, Not Products
24. Maximize the Potential of Your Sales Team



Manage Talent and Retention

Manage Talent and Retention

Attracting and Retaining Right Talent

Audience: Managers, leaders, HR

Time taken: Approx. 4 hours

- It's essential for companies to attract and retain the right people, and in sufficient numbers, and competition is fierce
- New digital tools make it easier for organizations to scout and connect with talent—but then make it just as easy for this precious resource to be poached away
- This course dives deep into how to spot the right talent and how to offer targeted value proposals that will really draw people in and inspire loyalty, rather than the losing proposition of just throwing money at the problem

Takeaways: Understanding the challenges involved in attracting and retaining talent, Making your organization more attractive, Identifying the talent that fits your corporate strategy and culture, Recruiting the right people, Retaining and motivating talent, and building loyalty.



EDWARD LAWLER

Director, Center for Effective Organizations and Distinguished Professor of Business at the Marshall School of Business, USC. Ranked among the "Top 6 gurus in management" (*Business Week*) and the "25 visionaries who have shaped today's workplace over the past century" (*Workforce*).

LEARNING PATH

Let's identify key skills and profiles

1

How can we attract talent and encourage applications?

2

How do we recruit the best candidates?

3

How should we engage people?

4

How can we foster loyalty?

5

FOR PROVEN BENEFITS

Understanding the challenges involved in attracting and retaining talent

+

Making your organization more attractive

+

Identifying the talent that fits your corporate strategy and culture

+

Recruiting the right people

+

Retaining and motivating talent, and building loyalty

Effective Talent Management

Audience: HR managers, other managers

Time taken: Approx. 7 hours

- In the digital age, good working conditions and good pay are no longer sufficient to attract, retain and motivate talent. Companies must no longer be content to acknowledge that "human capital" is their most valuable asset
- They must set up a talent management system that will benefit both employees and the company and thus help propel each toward the core of a virtuous spiral
- This program provides the keys to ensuring employee satisfaction while continually motivating them to improve performance

Takeaways: Your company will be more attractive to the best talent, You will increase retention of the best talent, You will see increased motivation of existing employees for better results.



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LEARNING PATH



FOR PROVEN BENEFITS

Your company will be more attractive to the best talent

+

You will increase retention of the best talent

+

You will see increased motivation of existing employees for better results

Look Forward to Partnering With You



“To experience is to learn.
Everything else is just information.”

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Malaysia

Kuala Lumpur

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