



## Performance Improvement

*"Performance is your reality. Forget everything else."*

**Harold Geneen, Businessman**

Performance is the measurement of results achieved against targets set. Efficiency of performance is the ratio of effort or energy expended and the results achieved. The difference between current performance and desired performance is the performance gap.

Generally, when we think of performance as an individual we relate it to work or sport. Rarely do we relate it to other roles in our lives such as spouse, parent, friend, or role model. Much about performance measurement is subjective, even the quantifiable measures have some subjectivity. Bottom line is that we are judged based on our actions, how we perform and what we do. I'm sure you have heard the expression "Actions speak louder than words."

Much about performance is relational: how you relate to others and how you relate to the task. If you hate your job then you most likely will not perform well in it. If you don't like some of the people you work with, it can impact your performance.

Many of us are likely to experience a performance gap of some sort. This may be as a result of:

- the abstract nature of performance.
- of not establishing objectives; and the appropriate measurement of acceptable performance.
- being distracted and losing focus of the task at hand.
- unconscious sabotaging (you don't know why it is happening)
- just not caring

If you are having performance issues, whether as an individual or with a team please contact us. Just think where you might be if you could achieve a 1% improvement in your performance every week.