

## **TRAINING AGENDA – EXECUTIVE RESULTS DRIVER**

### **1. Topics covered during the training**

- Introduction to Behavioural Science
- Your Executive Results Driver profile
- The Issue of Waste – Wasted Effort and Wasted Potential
- Creating an Action Blueprint for Job Success
- Descriptions of Performance – Accelerating, Sustaining & Hindering Behaviour
- Reliability and Validation of the Executive Results Driver Questionnaire

### **2. The theory**

- Key Behaviour Indicators
- ERD Profiling
- Performance Behaviours

### **3. The practicalities**

- Identify the performance gap
- Identify actions that accelerate or sustain performance
- Closing the KBI gap