CELEBRATING 60 AMAZING YEARS

AHMEDABAD MANAGEMENT ASSOCIATION®

Programme on

# Result oriented Incentive Scheme

**Saturday, June 10, 2017 • 9.30 a.m. to 1.00 p.m.**

**Venue :** Torrent-AMA Management Centre, Core-AMA Management House, ATIRA Campus, Dr. Vikram Sarabhai Marg, Ahmedabad 380 015

This program based on the widely tried and tested practices of progressive companies, should help you define your own KRA and KPI and help other teams and individuals engaged in the business processes to do the same. Participants should also be able to devise methods of payment based on the results produced.

**For Whom:** HODs – Heads of Divisions and Functions;Probable members of task team required to address the issue company wide – Preferably from HR, Finance, Industrial Engineering; Entrepreneurs - Owner Managers

**Content & Flow**

- Sharing of experiences of the past on time based payment and payment by results
- What should be the outcome in the future? Begin with end in mind.
- Self Management Vs Boss Management
- Functional silos Vs multidisciplinary teams based on the business processes
- Systematic Management Process followed by the teams and individuals
- Activity 1: Distinguishing outputs (results) from Inputs (work)
- Activity 2: Identifying internal and external customers and their needs
- Activity 3: Preparing draft KRA and checking for overlap and under-lap
- Operational KRA, Improvement KRA, Growth / Innovation KRA, Common KRA
- Activity 4: Situational analysis – Listing Problems, Ideas, Threats. Opportunities
- Making a blue print for this years' process.
- Gaining acceptance of others for the new process.
- Tips for implementation.
- Experience of other companies.

**Faculty** : **Mr. Suresh Pandit,** Business Practitioner, Educator, Trainer, Coach, Counselor and Mentor

**Fee** : Rs.700/- per participant. Fee includes course fee, cost of material, lunch and refreshments. The Cheque may please be drawn in the name of 'Ahmedabad Management Association'.

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**Registration Form:**

Please fill-in and return this form along with participation fee to :

**Ahmedabad Management Association,** Dr. Vikram Sarabhai Marg, ATIRA Campus, Ahmedabad 380 015.

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Website: www.amaindia.org • Android Mobile App: AMA-Ahmedabad amaIndia.org.

Name(s) Designation

1.

2.

Organisation:

Address:

Pin Code:

Phone: Mobile:

E-mail: