

“Rich, practical guidance covering all aspects of motivating, managing and supporting people.”

Peter Cheese, CEO, Chartered Institute of Personnel and Development (CIPD)

The Performance Management Playbook

15 must-have conversations
to motivate and manage
your people

HEDDA BIRD



Praise for *The Performance Management Playbook*

'An excellent book to help you manage people and performance. The conversation guides and toolkits make for simple application of the ideas.'

Andrew Haigh, Chief Executive, Newcastle Building Society

'This is a book to help you tackle all the challenges of managing people. You'll find yourself referring to it every week for advice on everything from setting challenging expectations for a high performer, to nipping performance problems in the bud.'

*Claire Zuurbier, Global Digital Transformation Director
at Compass Group plc*

'A robust, no nonsense guide to getting performance management right. Simple, practical toolkits that all managers should have in their kitbags'

Victoria Anthony, Group Human Resources Director, Galliard Homes

'Optimising the performance of your people is vital for every successful manager and leader. This book provides rich, practical guidance covering all aspects of motivating, managing and supporting people to give of their best. Something for everyone in a fast changing and demanding world of work.'

*Peter Cheese, CEO, Chartered Institute of Personnel
and Development (CIPD)*

The Performance Management Playbook

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