



# change orientation to targets

## result orientation

“Knowing is not enough; we must apply. Willing is not enough; we must do.”

"Results orientation" is defined as the desire to actively participate in defining the work to be completed and to initiate activities that will contribute to organisational objectives. Discipline of finishing what is started, striving for excellence and working independently are some of the essential ingredients that make a result oriented professional.

## Contents

- Develop a “Can Do” approach
  - Changing focus from reactive to proactive
  - You are in-charge, take control of your life
- Aligning goals with personal, organisational vision, interdependence
  - Work towards a goal
  - Enjoy the game in a team
  - Focus on purposeful action
- Develop a positive attitude to life & work
  - Get into the habit of winning
  - Be internally driven
  - Get a positive eyesight
- Be open to changes
  - Getting better of changes
  - Think out of box
- Lead to improve & win
  - Prioritise & focus
  - Form positive habits

## Take Away

At the end of the programme, the participants will be able to appreciate the essential prerequisites to perform as a result oriented professional & be inspired to practice these.

## Objectives

Change focus from reactive to proactive

Goal setting

Result orientation “the Deming way”

## Who should attend?

Operative level, Middle level, Senior level

## What is the duration?

1 day, 2 days, 3 days, 3 ½ days

[choose duration](#)

## Interaction language

Hindi, English, Hindi/ English

## Methodology

Multimedia Presentation

Lecture

Facilitated Discussion

Group exercise

Individual exercise

Study material

Anecdotes

Role plays

Inventory

Games

Q & A

To benefit from this training workshop as an organization or, an individual or, a group, please [contact us](#).

Contact: [info@incrove.com](mailto:info@incrove.com); 9810209401