

Creating a Culture of Performance

GoSkills online course syllabus

Skill level

Beginner

Lessons

20

Pre-requisites

No prior experience needed

Video duration

48m

Estimated study time

48m 54s

Instructor

Amber Lethem

Introduction

1 High-performing cultures

As a sales leader or individual on a sales team, or even just a team that's held to a high standard, you're likely surrounded by others who are high-performers.

Casting Your Vision

2 Start with why

Simon Sinek's Golden Circle Theory emphasizes that "it all begins with a purpose." After watching this lesson, you'll be able to start laying the foundation towards building a culture of performance.

3 Setting goals in stone

When you set clear, actionable targets, you take your team on a journey of believing they can get where they need to go.

4 Activity first, results second

You always get paid, one way or another, for the work you've done, and it's important that your team feels this too.

Leading High-Performing Teams

5 Lead by example

You can't lead where you won't go, and you can't teach what you don't know...

6 How teams develop

Teams develop in four stages, both as individuals and as a cohesive unit.

Building Top Teams

7 Qualities of top performers

Without the right players on your team, it'll take a lot longer to hit your goals.

8 Proper emotional preparedness

Emotionally preparing your team members for the tasks ahead is an effective method of gaining trust, fostering respect, and keeping retention high.

Building Momentum

9 Building your habits

If you don't build good habits right out of the gate, the bad habits will be harder to break down the road.

10 Fresh eyes and feedback

When you give your team members the opportunity to feel their contributions are noticed, they feel valued and closely connected to how they can succeed.

11 Levering one on ones

Leading a team is about leading each individual well first.

Building in Accountability

12 What accountability isn't

While micromanaging is often perceived as negatively hovering over your team's work, accountability focuses on aligning your team's activity to their goals and helping them shift one or the other.

13 Identifying growth opportunities

When you have a strong beat on your team's activity and areas for growth, you'll be in a position to turn around positive results much faster.

Getting Back on Track

14 Confrontation with care

Once you've recognized a shortcoming in one of your team members, it's important to correct it to help your team continue performing at their highest level.

15 Next right thing right

When you focus on building momentum, you allow your team to become more resilient and demonstrate your trust and belief in them.

- 16** Carrot, meet stick
Your team members are both positively and negatively motivated.

Run with Your Thoroughbreds

- 17** Empower & delegate
Over time, you'll naturally identify your top producers and begin to transition them into their own leadership roles.

- 18** Duplicating yourself
If you're able to "duplicate yourself" quickly, you can instead focus on bigger picture tasks surrounding business growth.

- 19** Finish strong
How often should you finish strong?

Conclusion

- 20** Time to perform
Thanks for watching this course! Now, you should feel confident in your ability to establish and build a performance-oriented team.

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