

Performance Thinking®

Six Boxes® Practitioner Program

Accelerate Business Results Through Your People

The *Six Boxes® Practitioner Program* teaches an approach to performance improvement that is simple enough for anyone in the organization to understand and communicate, yet sufficiently powerful and flexible to address *any* kind of project or initiative that entails development, improvement, or sustainment of human performance.

Organizations that adopt the *Six Boxes Practitioner Program* include:

- ▶ **Training and Development departments** seeking to expand their mission to include Performance Consulting, by adopting a practical, easy-to-understand approach.
- ▶ **Specialist teams such as Quality, Process Improvement, Organizational Development, Sales Operations or Strategy Management** who need to change and sustain human performance as part of organizational development, process implementation, or strategy execution.
- ▶ **Human Resources and Training professionals** for whom training has been less successful than desired in accelerating performance and addressing performance gaps, and who want to achieve greater return on program investments.

These professionals, and any others who serve in staff functions intended to accelerate business results through people, can multiply their impact on performance by applying *Six Boxes Performance Thinking*.

“Being able to quickly organize a conversation around intended business results, then linking them to work outputs and the behaviors needed to drive them is simplifying my life tremendously. I just left a meeting where everyone sat in stunned silence at the elegance of the linkage of the ideas on the white board! You mentioned that this is hard work. It is, indeed. It's also great fun! Thanks again. I'm learning a great deal. And finding... that whatever we cover in class, I can apply the same day.”

A recent participant



Applications of Six Boxes Performance Thinking

Six Boxes Practitioners can apply what they learn to a broad range of project types and applications, including:

- Making training “stick” on the job
- Developing and supporting individual roles and job titles
- Improving and sustaining human performance in processes
- Implementing new systems, programs and strategies and managing change
- Integrating organizational values with operational performance
- Continuously improving performance in teams and departments
- Improving performance in “big” projects
- Providing informal advice about performance in day-to-day situations and more....

What’s Different: An Alternative to Complex Methodologies

Complicated performance improvement methodologies with technical jargon often get in the way of communicating and partnering with business stakeholders. The *Six Boxes Practitioner Program* teaches simple models and plain language that support easy communication and effective partnering with stakeholders at all levels and in all functions in organizations. Six Boxes Performance Thinking enables performance professionals and their clients to “think together” to solve problems and develop effective performance solutions.

This approach is founded on research from behavior science and decades of practical application in performance engineering, yet is designed for rapid comprehension and straightforward communication with non-experts.

Compared to other HPT and HPI approaches and methodologies, our focus is on *simplicity and clarity of concepts* to foster rapid learning and communication. Over 30 years of refinement in our models, language, tools, and project coaching methods enable us to bring new performance consultants up to speed, give experienced performance professionals a more elegant way of working with clients, and provide a framework for engaging clients and stakeholders in collaborative partnerships.

Building Organizational Capacity

When delivered to a team of participants from the same organization, this program builds organizational capacity by establishing shared mental models and a vocabulary that team members use to learn, communicate, and partner with each other and clients.

This shared foundation in what we call *Six Boxes® Performance Thinking* is one of the unique and compelling advantages of this program. It enables people to *think* and *communicate* in actionable, research-based ways about human performance with anyone and everyone in their organization, not just to apply a technical methodology. Organizations that adopt this approach lay a foundation for continuous improvement of their performance improvement capabilities.

Six Boxes® Practitioner Program Details

Modular Program Design

The Six Boxes Practitioner Program is divided into separate modules that can be delivered in a conventional three-day workshop or broken into smaller sessions delivered with homework and practice in between.

- ▶ Overview of Six Boxes Performance Thinking
- ▶ Starting with Business Results
- ▶ Identifying Valuable Work Outputs
- ▶ Describing Behavior and Best Practices
- ▶ Selecting Measures & Designing a Measurement Plan
- ▶ Analyzing and Planning Behavior Influences
- ▶ Application to Processes, Implementation, & Culture
- ▶ Performance Thinking Philosophy and Implications
- ▶ Communicating with Stakeholders and Performers
- ▶ Planning & Documenting Your First Project

Materials & Tools

Each participant receives a package that includes:

- ✓ A spiral bound program book (250+ pages)
- ✓ Laminated job aids
- ✓ Wallet card “memory jogger” with key models
- ✓ MS Word, Excel, and PDF electronic tools and resources
- ✓ Supplementary materials and handouts

Workshop Plus Coaching on Projects

We practice what we preach, not relying on training alone. Unlike programs that simply provide workshops, this one incorporates small group coaching sessions that enable participants to select, plan and conduct a first application project in their work setting.

A *Certified Six Boxes® Program Coach* helps participants make the transition from initial learning to practical application, guiding them to formulate project plans and to complete steps from analysis through design and implementation planning. We schedule 5 follow-up coaching sessions in which participants (typically 3-5 per group) share work products and receive guidance and feedback over the course of several months to complete key stages in their projects and avoid or correct typical beginners' mistakes.

Follow-up coaching on projects distinguishes this program from other available performance consulting programs, ensuring that individuals who participate will gain *practical* skills and *guided experience on projects* for successful completion.

What Participants Produce

Participants in this program use simple MS Word and Excel tools to create:

- clear descriptions of existing and desired performance
- thorough analyses of conditions that support or obstruct performance
- recommendations for performance interventions, programs, and initiatives
- measurement plans for monitoring and evaluating impact, and
- plans for implementing solutions.

Six Boxes® Practitioner Program Details

Program Delivery Options

The program can be delivered in various formats to meet your needs:

Conventional workshop: a 3-day instructor-led workshop followed by 5 small group coaching sessions scheduled over 2-4 months following the workshop

Modular workshop: 24 hours of instruction divided into shorter segments scheduled over time, with homework and practice in between followed by 5 small group coaching sessions.

Virtual modular workshop: Modular workshop delivered via 2-hour WebEx sessions for distributed teams, followed by 5 small group coaching sessions.

Additional coaching and consulting: Depending on your needs, we can provide additional consulting services to accelerate analysis and development phases in urgent projects or to continue team development after completion of the basic program.

Certification of Internal Program Facilitators and Coaches: For organizations that need to develop larger numbers of performance consultants, we can certify internal facilitators and/or coaches over several iterations of the program that we co-facilitate with your people, providing individualized training and feedback for certification candidates. Certification allows you to deliver the program to subsequent participants through licensing at 60% or more reduction in program list price, a savings that rapidly pays for the cost of certification as you develop 2 or more additional groups of performance consultants.

Completing a Performance Thinking® Project

The Performance Thinking Network recognizes program participants who complete their first projects using Performance Thinking® concepts, models, and templates in accordance with guidelines, as *Six Boxes® Practitioners*. While not a necessary outcome of participation in the program, we urge all of our participants to demonstrate their capability by completing and documenting a project, with coaching support.



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For More Information

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Visit **SixBoxes.com** for more information, articles and white papers.

Addendum: Open Six Boxes® Practitioner Program

The Performance Thinking Network delivers open virtual delivery of the *Six Boxes® Practitioner Program* approximately every two months for individuals who do not work for organizations that offer our program in-house, and for representatives from organizations considering whether to bring the program in-house. Sign up on our home page at www.SixBoxes.com to receive updates about upcoming programs and other news.

Schedule and Recorded Sessions

The program meets twice per week for 12 sessions, unless there are holidays or other events that intervene. For most groups, program meetings are scheduled from 9 to 11 AM Pacific Time on Tuesdays and Thursdays. We record sessions – both audio and slides – so that you can review the them afterward or can make up the sessions if you have to miss one of them.

We ask participants NOT to share recorded sessions with others who are not involved in the program, both because they will not have compensated us for the value, and to limit exposure to potentially confidential information shared among participants.

Five virtual coaching sessions will occur over a period of several months after the instructional meetings, with the schedule depending on expected timelines of participants' certification projects.

Program Fee, Terms, and Conditions

The fee is the same as for in-house delivery – \$3200 per participant – which includes shipping and handling of materials.

We will invoice in advance and expect payment within 30 days of the date of the invoice. Many prefer to pay by credit card, and we accept payment information by telephone. Call us at 206-780-8578 if you prefer to pay by credit card.

Questions?

If you or those who must approve your participation in this program have further questions, you can call us by phone at 206-780-8578 and leave a message or ask for Dr. Binder. Email us for information at info@sixboxes.com.

For more information about Performance Thinking, visit www.SixBoxes.com – particularly the Resource Library at <http://www.sixboxes.com/index.php?id=61&strFilter=White%20Papers>.

Visit the Six Boxes Performance Thinking group on LinkedIn for updates, interesting posts, and commentary.

