
Performance Management and Employee Appraisal

19 – 23 July 2027
Rome





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Programme Summary

Individual review cycles frequently falter when end-of-year assessments turn into mechanical compliance rituals rather than productive developmental exchanges. This practical curriculum in Performance Management and Appraisal equips personnel specialists, employee relations practitioners, and frontline supervisors with the tools to conduct equitable appraisal cycles, constructive feedback dialogues, and structured performance improvement plans. Participants examine behavioural evaluation rubrics, developmental goal calibration, and corrective capability workflows to ensure individual appraisals remain legally sound, transparent, and supportive of workforce progression. This five-day masterclass is delivered by Mars Training Centre UK.

The Business Case

Workplaces that rely on rushed annual appraisals experience disengaged staff, unaddressed capability deficits, and elevated employee relations disputes. Equipping frontline supervisors and personnel practitioners with disciplined evaluation methods establishes equitable review standards, resolves substandard output proactively, and strengthens employee retention across operational units.

- **Appraisal Validity:** Enhances the accuracy of individual ratings by replacing subjective impressions with observable behavioural benchmarks.
- **Conversation Quality:** Elevates two-way feedback dialogues, converting annual confrontational reviews into ongoing progress check-ins.
- **Underperformance Mitigation:** Resolves capability shortfalls early through documented, defensible performance improvement plans.
- **Workforce Trust:** Reinforces procedural justice across employee appraisal cycles, reducing grievance rates and perceived rating favouritism.

Principles and Evidence Base

- **Goal-Setting Theory Locke & Latham:** Underpins the formulation of specific, challenging task targets combined with timely progress feedback.
- **Pulakos Appraisal Effectiveness Model:** Informs practical techniques to build supervisory accountability and continuous developmental feedback habits.
- **Procedural and Distributive Justice Principles:** Guides transparent rating criteria, calibration moderation, and formal remediation protocols.



Intended Participants

- Personnel specialists and human resource advisors overseeing employee appraisal cycles and merit review operations.
- Frontline supervisors and unit supervisors accountable for setting individual objectives and assessing staff output.
- Employee relations professionals tasked with steering disciplinary reviews and structured performance improvement plans.
- People development officers responsible for coaching supervisors on high-impact feedback dialogues and developmental discussions.

The curriculum directly supports operational team leads, functional coordinators, and HR generalists managing workforce evaluation workflows.

Learning Outcomes

1. Participants will be able to construct SMART and outcome-oriented individual objectives aligned with team priorities.
2. Participants will be able to conduct structured feedback dialogues that balance accountability with developmental support.
3. Participants will be able to apply objective behavioural rubrics to minimise appraisal bias and subjective rating variance.
4. Participants will be able to facilitate rating calibration meetings to verify parity across departments.
5. Participants will be able to draft defensible performance improvement plans that outline measurable corrective targets.
6. Participants will be able to evaluate review cycle effectiveness using workforce completion rates, distribution data, and qualitative feedback.

Programme Structure

Day 1: Appraisal Architecture and Goal Alignment

How are operational targets translated into transparent individual contributor expectations?

- Individual Objective Formulation using Outcome-Based Metrics
- Locke and Latham Goal-Setting Framework Applied to Daily Duties
- Cascading Team Targets into Personal Work Deliverables
- Differentiating Ongoing Responsibilities from Stretch Development Targets
- Establishing Mid-Cycle Milestones and Review Checkpoints

Day 2: Constructive Feedback Dialogues and Coaching Skills

How do supervisors structure difficult conversations that motivate sustained behavioural improvement?



- SBI Feedback Architecture: Situation, Behaviour, and Impact
- Conducting Regular Developmental Check-Ins versus Annual Retrospectives
- Active Listening Techniques and De-Escalation in Tense Appraisals
- Coaching Question Frameworks to Encourage Employee Self-Reflection
- Documenting Agreed Developmental Action Steps Collaboratively

Day 3: Rating Scales, Assessment Bias, and Calibration Panels

How do teams establish consistent, defensible, and bias-free evaluation standards?

- Graphic Rating Scales versus Behaviourally Anchored Rating Scales
- Identifying Cognitive Biases: Recency, Halo, Central Tendency, and Leniency
- Structuring Inter-Departmental Rating Calibration Sessions
- Benchmarking High Potential versus Core Steady Output
- Establishing Transparent Criteria for Progression and Merit Adjustments

Day 4: Managing Underperformance and Capability Plans

What structured protocols ensure corrective action remains transparent, fair, and legally compliant?

- Distinguishing Motivation Gaps from Skill Deficiencies and External Barriers
- Drafting Legally Defensible Performance Improvement Plans
- Setting SMART Remediation Targets and Monitoring Intervals
- Managing Difficult Probationary and Remedial Capability Discussions
- Documenting Evidence and Determining Formal Next Steps

Day 5: Review Cycle Governance and Developmental Pathways

How are evaluation outcomes woven into career progression and overall organisational health?

- Linking Appraisal Outcomes to Individual Development Plans
- Auditing Review Cycle Completion Rates and Distribution Patterns
- Gathering Workforce Feedback on Appraisal Fairness and Utility
- Training Line Managers to Sustain Continuous Feedback Cycles
- Action Planning: Upgrading Your Workplace Review Toolkit

Methodology

The programme employs practical case simulations, role-play review conversations, and template critique exercises. Participants analyse realistic employee profiles, formulate objective-setting charters, and practice challenging capability interviews using structured conversational templates.



- Suggested activity: Drafting a Behaviourally Anchored Rating Scale for an operational role to eliminate subjective grading.
- Suggested activity: Simulating a difficult feedback dialogue addressing missed deadlines and formulating a corrective action charter.
- Suggested activity: Conducting a mock calibration session to reconcile divergent manager assessments across a shared scoring distribution.

Capstone Output

Each participant completes a practical workplace appraisal toolkit, including an individual objective-setting template, a structured meeting guide for feedback dialogues, and an auditable performance improvement plan framework. This toolkit is immediately deployable within the sponsoring workplace to standardise evaluation quality.

Frequently Asked Questions

How does this course differ from enterprise strategy courses?

This course focuses on individual employee appraisal cycles, supervisory feedback dialogues, and structured capability interventions, rather than corporate balanced scorecards or executive board reporting systems.

Are the feedback and evaluation frameworks applicable across technical and administrative roles?

Yes. The methodologies address universal behavioural evaluation, outcome-based goal setting, and remediation planning suitable for technical specialists, operational teams, and administrative staff alike.

Does the training address legal considerations around underperformance management?

The curriculum emphasises documentation standards, procedural justice, and clear evidence-gathering necessary to support legally compliant, ethical performance improvement plans.

Can the appraisal templates be tailored to our workplace evaluation schedule?

Yes. All objective sheets, appraisal guides, and remediation plan templates provided during the sessions are fully adaptable to your annual, biannual, or quarterly review schedules.