

Transform Your Enterprise with Winning KPIs

**Location: ACCA, Ground floor, The Adelphi, 1-11 John Adam Street
London, WC2N**

£550

Date: Thursday 21 June.

The right KPIs, properly deployed, can transform your organisation. David Parmenter will show how winning KPIs lead to happier customers and a better led and managed organisation. The appropriate KPIs will cut through and sweep away management practices and performance issues that clog daily operations.

The last two decades spent consulting and speaking to global enterprises and audiences in 31 countries and writing four books on the impact of KPIs, has convinced David that no other single management tool delivers more profound and positive organisational change.

By adopting, embracing and implementing David's winning KPIs you can expect:

- Enhanced operational performance, better job alignment invariably leading to happier customers
- More clearly defined critical success factors and related performance measures resulting in a competitive advantage
- An up-welling of innovation throughout your enterprise
- A better led and managed organisation dedicated to best practice performance
- To attract, recruit and retain the right people.

People deliver results. But they need to know what's expected of them. They also need to know how and when they have achieved the right results.

The masterclass will cover:

In addition to explaining, through graphic and factual examples, exactly how and why KPIs can revolutionise your organisation, I will help you to:

- Identify your organisation's critical success factors (CSFs) and explain and demonstrate their importance and relevance to all parts of your enterprise
- Establish the KPIs that are critical to your overall organization performance and which can be effectively monitored
- Understand the seven characteristics of KPIs and explode the myths that adversely impact their effectiveness
- Understand and apply a robust, tried and tested approach to using the winning KPIs six-stage process covered in my masterclass
- Use every brain in the game -every organisation has oracles whose wisdom is, far too frequently, left untapped

And David will tell you how to put the right KPIs in place

To get selected KPIs to work you must:

- Abandon performance measures that have a damaging dark-side
- Understand how to best report performance measures throughout your enterprise
- Develop an in-house KPI leadership team to use the toolkit I deliver with this masterclass
- Know how to access and use a performance measures database that I help you create
- Sell and lead the change in the use of KPIs in your organisation.

This masterclass will provide you with:

- The answers and the direction required to tackle the problems facing organisations wishing to identify and develop winning KPIs
- The means to identify your organisation's critical success factors which are essential to accomplishing better organisational alignment
- An in-depth understanding of the performance practices that consistently compromise KPIs
- The seven foundation blocks and the three-stage model for developing and using winning KPIs

- The understanding necessary to develop, implement and use KPIs in your organisation
- The means by which to present your performance measures using best practice report formats
- The buttons you need to push in order to sell a KPI project to your senior management team

Who Should Attend?

- The team in charge of a KPI/ balanced scorecard implementation
- CEOs and general managers who wish to revisit organisational performance measurement
- Operations, Finance and HR employees that oversee performance measurement
- Consultants seeking certification for this methodology

Investment: The workshop fees are £550. The course comes with a whitepaper and associated electronic media valued at £100.

[To register](#)

Bring a team along

This workshop is ideal for a group of senior managers or corporate support and operational staff. Breakout sessions will allow teams to plan their implementation programmes.

Presenter

David Parmenter B.Com, FCA (ICAEW) is known on the international speaking and consulting circuit as the "King of the KPIs". He is the author of eight business titles, all published through US based publishing house, John Wiley & Sons Inc, and has also written dozens of articles about leadership and KPIs for local and global accounting and management journals.

In short, he is a world expert in the identification, development and deployment of winning KPIs. The organisations and individuals he works

with use his KPIs to build lean and focused 21st century operations that deliver outstanding performance leadership. He has worked for some of the world's largest companies and consultancies including BP Oil, Ernst & Young, Arthur Andersen and PriceWaterhouseCoopers. He is a Fellow of the Institute of Chartered Accountants in England and Wales

Programme

Time	Session
08:30	Registration commences
09:00	Morning session begins
10:45	Break — refreshments & networking
11:00	Morning session continues
12:30	Lunch
13:15	Afternoon session begins
14:45	Break — refreshments & networking
15:00	Afternoon session continues
16:45	Day concludes

Testimonials from around the world

From organisations who have implemented his work

*'The KPI methodology **clicked** with me immediately and I used it at my previous employer, Stanley Black & Decker leaving a **lasting** legacy.'*

Andrew Brazier,

Head Coach, Bu\$-Coach Inc.

'We have worked with David Parmenter's methodology since 2013. The 'winning KPIs' methodology works extremely well alongside the implementation of 'lean' in our business. I wholeheartedly recommend the methodology to those who have been tasked with developing KPI's that can change behaviours and deliver a broad range of improved business results.'

Louise O'Connell

*Strategy and Performance Manager,
Nelson Management Limited*

"We worked with David in a series of web-based sessions to commence and develop our KPI office and measurement suite. He is an absolute expert in his field and provided excellent clarity, detail and insight into the clear differences between results and performance indicators which lead to the outputs. Whilst early in our journey, David's help and knowledge mean we are delighted with our progress to date, and couldn't have got to our current position without David's industry leading expertise."

UK Food Manufacturer

Attendee comments

'Helpful tools for re-implementing KPIs at current organisation'

Mr Tony Evans ACMA, Data and Statistics Manager, Jhp Group Ltd

'Will help with implementing KPIs in my organisation'

Mr Stuart Sims ACMA, Commercial Accountant, Total Produce Ltd

'David's energy, passion and clear delivery of KPIs were very vital and useful'

Business Support, Astro

'The exercise sessions on identifying KPIs were very practical and extremely useful'

Group Finance, Telekom Malaysia

'David is very knowledgeable and an expert in this field. He is very helpful and gives answers immediately. The handouts were very comprehensive'

Head, Quality Division, Island & Peninsular BHD.

'Amongst the top level of presenters in over 30 years attendance.

Animated, involving, focused, knowledgeable, passionate' 'Group interaction and brainstorming that David facilitated was a highlight for me'