


AG HELP WANTED

Enabling and Building High Performance

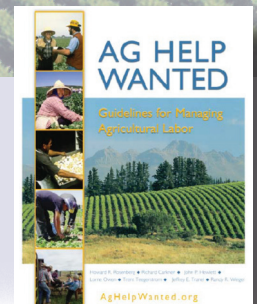
Managers can counter the causes of poor performance.



Performance that fails to meet expectations can be sorted into three classes of cause: (1) “don’t know,” (2) “can’t do,” and (3) “won’t do.” If workers are unsure about what is expected of them or do not know enough about the overall operation to do more than the minimum in their own jobs, the manager ought to find ways of delivering the missing information.

Once employees understand what is expected of them on the job, their performance depends on their ability and motivation—what they can do, as well as what they will do. Managers who want better worker performance may need to consider management practices that affect ability, motivation, or both.

Learn more from *AgHelpWanted - Managing Employee Performance* at: AgHelpWanted.org



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