

Cascade

EDUCATION AND TRAINING FOR EVERYONE

GETTING THE VERY BEST FROM PEOPLE

It is likely that all members of the dental team will have to have a PDP and annual review within a couple of years. Cascade has been working with Dental Professionals for fifteen years. We believe in delivering training which is of immediate practical use to the participants. From these workshops you will have a great deal of new information, new techniques that actually work and insight. You will know more about how others tick and how to make motivating people and appraisals a much easier and more successful process.

The sessions are designed to be enjoyable, interactive and best of all there is NO role play!

Target audience:

Dentists, practice managers, and any interested member of the dental team

Getting the Best from People (Part 1)

Session 1 – Morning: How to Motivate without Really Trying

Aim: A seminar to develop dental team members' skills and understanding in the motivation of staff and patients

Objectives: By the end of the seminar participants will:

- Be able to identify when someone is motivated and what motivates them
- Be able to understand why people fail to change habits and behaviours
- Be able to get people to set goals for themselves and achieve them
- Have practiced techniques to achieve the above

Time: 3 hours

Style: Interactive workshop

PROGRAMME

09.30	Motivation – why don't they just get on with it?
10.45	Tea/Coffee
11.00	Goals – true gold
12.45	Finish

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Getting the Best from People (Part 2)

Session 2 – Afternoon: How to Build Success from Reviews and Appraisal

Aim: To develop the skills of dental team members in respect of review and appraisal meetings

Objectives: By the end of the seminar participants will:

- Have identified barriers to effective reviews and appraisals
- Understand the key stages in making reviews and appraisals effective
- Have strategies for dealing with challenges during appraisals
- Have practised key skills appraising others

Time: 3 hours

Style: Interactive workshop

PROGRAMME

13.30	Appraisals – a walk in the park or a ‘Nightmare on Elm Street’?
15.00	Tea/Coffee
15.15	What to do when it doesn’t all go to plan
17.00	Finish

Attendees will receive a free copy of the Dental Appraisals DVD and workbook

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January 2014