

PERFORMANCE MANAGEMENT STRATEGIES

P COMPETENT, BUT NOT **TOP PERFORMERS MAKING THE EFFORT** E (high effort and high (high competence, but competence) R low effort) F R M **KEEN, BUT NOT EFFECTIVE** POOR PERFORMERS A (high effort, but low (low effort and low competence) competence) M C E

M O T I V A T I O N / E F F O R T