Evaluating and Rewarding People

presented by
Gina Dokko, Ph.D.
Associate Professor of Management | UC Davis Graduate School of Management | Before earning a Ph.D. at the Wharton School, Professor Dokko worked in strategy, product management, and marketing at 3M and American Express.

How do you get the most out of a performance evaluation process? How should you allocate your budget for salary increases across your subordinates? In this 3 hour workshop, we will cover some of the “nuts and bolts” of managing people for performance. We will discuss and practice giving effective performance feedback, both as part of a formal evaluation process and informally throughout the year. We will also discuss pay and the considerations involved in making the very important decisions about how to allocate rewards.

Who Should Attend?
Managers who write performance evaluations and make pay decisions for subordinates

Learning Objectives and Program Benefits
Pay and annual performance evaluations are often the most tangible signal that your subordinates have about how much you value them. This workshop will give both new and experienced managers of people a chance to reflect on how they can use these powerful tools to their best advantage. Participants will gain skills in giving constructive and useful feedback to subordinates, and will also articulate a philosophy of pay that will help them allocate pay raises fairly and consistently.

Half-day program.
FRIDAY
July
18
Bay Area Campus,
UC Davis GSM

Program Schedule
Lunch: 12:00 - 1:30 p.m.
Program Session: 1:30 - 4:30 p.m.

Registration Fee
This half-day program is $750.

Fee includes all program materials, education fees, lunch and snacks.

Special pricing available to UC Davis and GSM alumni.

Group pricing rates are available if registering two or more people from the same company at the same time.

For more information and to register:
gsm.ucdavis.edu/rewarding

EXECUTIVE EDUCATION

Questions? Contact Angela Stopper at UC Davis Graduate School of Management Executive Education.
astopper@ucdavis.edu | (530) 752-7240