

# 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.

## ADDITIONAL PROGRAM ON THE SAME DAY

Choose to engage in a full day of learning and maximize your development experience by also attending Professor Kimberly Elsbach’s program, **Becoming a Trusted Leader**, from 8:00 a.m. - 12:00 p.m. on the same day.

By registering for “**Evaluating and Rewarding People**” and “**Becoming a Trusted Leader**” together, you will enhance your leadership development and receive special dual-program pricing of \$1,350. That is a 10% savings off of the individual program registration fees.

For more information and to register:  
[gsm.ucdavis.edu/rewarding](https://gsm.ucdavis.edu/rewarding)

Half-day program. Choose from:

FRIDAY  
January  
**12**

Gallagher Hall,  
UC Davis GSM

TUESDAY  
July  
**17**

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.

# EXECUTIVE EDUCATION