

# MPR *Management Performance Review*

## The Most Powerful Tool for Driving Your Business Improvement

### What is the MPR?

The Management Performance Review (MPR) takes the guesswork out planning your business coaching assignment. This is not a tool that simply looks at financials; in fact it is all about the management team's own assessment of the business' performance and their perceptions of the other management team members performance.

An overhead to all new client assignments for coaches has been in gathering information for developing the coaching plan around identified issues. Many coaches gather business financials and conduct 'fact finding' exercise talking with the client and their staff before being able to consider how to plan the client assignment.

The MPR tool has been developed with over 50 years consulting experience and delivers the most powerful and efficient results enabling the coach to clearly identify the strategies and initiatives that need to be addressed with their client.

With this tool, your coach identifies where the business performance is below expectations, where the management team are misaligned and where there are possible issues around team performance.

As the management team, you have all the knowledge and what better way than to have you provide the information needed. This information is then analysed and presented to you in a form that enables you to very quickly understand those areas within the business that need to be addressed and drive the business forward.

It has been designed to deal with the issues facing small business; issues which have been identified, categorised and assembled into 12 specific areas of business performance...

The 12 Pillars of Business Excellence	
Goals and Objectives	Financial Strength
Strategy	Financial Management
Marketing	Management Effectiveness
Sales	Innovation
Operations	Culture
Productivity	Executive Development

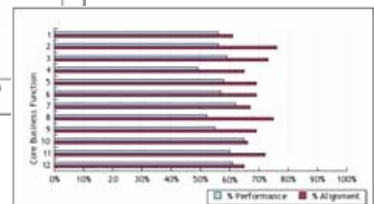
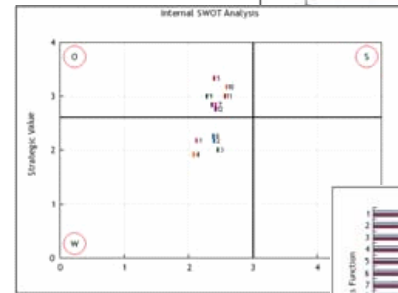
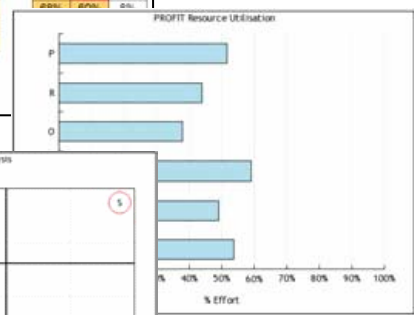
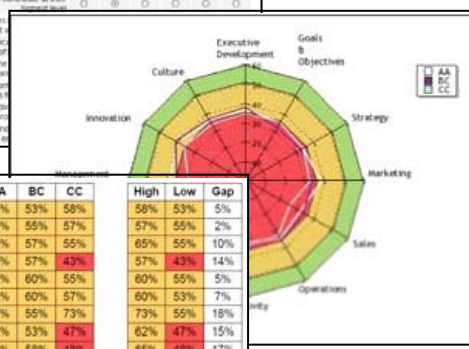
This is a tool that works within the coaching model alongside other tools already used by the coach. The strength of MPR is that it delivers to the coach and the client a very clear picture of where the business issues lie. From this information your coach is able to develop a coaching plan around those issues.

The process is driven by an online questionnaire. The reports produced enable visual presentation of the 'hot spots' drawn from the results and needing attention. The process is intuitive and simple enough for the business owner to understand.



Core Business Functions	AA	BC	CC	High	Low	Gap
1 Goals & Objectives	58%	53%	58%	58%	53%	5%
2 Strategy	57%	55%	57%	57%	55%	2%
3 Marketing	65%	57%	55%	65%	55%	10%
4 Sales	53%	57%	43%	57%	43%	14%
5 Operations	58%	60%	55%	60%	55%	5%
6 Productivity	53%	60%	57%	60%	53%	7%
7 Financial Strength	57%	55%	73%	73%	55%	18%
8 Financial Management	62%	53%	47%	62%	47%	15%
9 Management Effectiveness	65%	58%	48%	65%	48%	17%
10 Innovation	67%	68%	60%	67%	60%	7%
11 Culture	60%	62%	57%	60%	57%	3%
12 Executive Development	62%	63%	58%	62%	58%	4%

Traffic Light Key (%)	
0-49	In danger
50-84	Weak
85-100	Strong



**If you would like to know how you can harness the power of this product within your business**

**Contact Superb Coaching.**

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