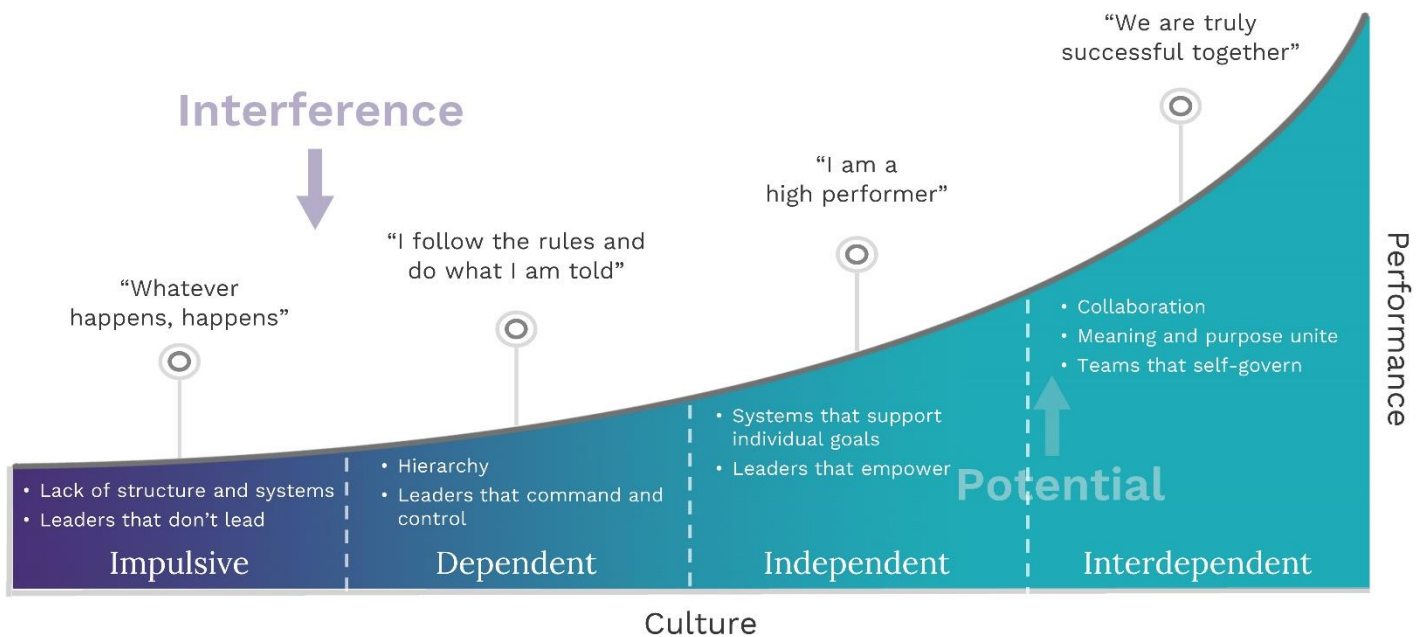




PERFORMANCE
CONSULTANTS

The Performance Curve



Each incremental move to the right yields bottom-line results

© 2017 The Estate of Sir John Whitmore and Performance Consultants International

The Performance Curve depicts the impact of culture on performance. Each of the four sectors – Impulsive, Dependent, Independent, Interdependent – is represented by an overall cultural mindset (shown in speech marks). Each mindset creates distinct organizational characteristics and relates to a certain level of performance.

The greatest influencers of an organization's culture are its leaders. The Performance Curve helps leaders to consider the level at which they currently operate, and the mindset from which they operate on a daily basis. What is the culture that exists in the organization? What culture do they create as a leader? Our **360 Leadership Impact Survey** gives leaders a deep awareness of the impact of their leadership style so they can see what needs to change in order to improve performance. They can then design their leadership development goals accordingly.

For more information on the four stages of The Performance Curve, including cultural characteristics, organizational systems, leadership style and leader's impact, see Chapter 2: “Creating High-performance Cultures” in *Coaching for Performance* by Sir John Whitmore and Performance Consultants, 2017.

Visit www.performanceconsultants.com or contact Performance Consultants International if you'd like to know how we help leaders and coaches create high-performance organizations.