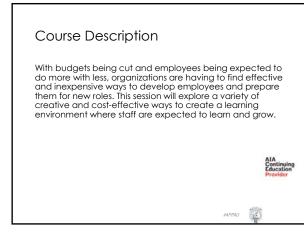


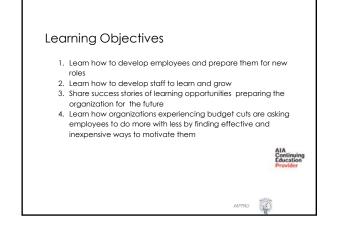




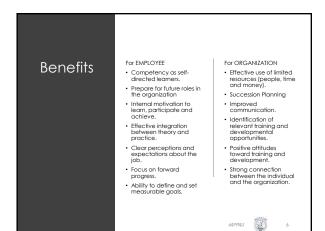
Presented by Michelle Frederick American University

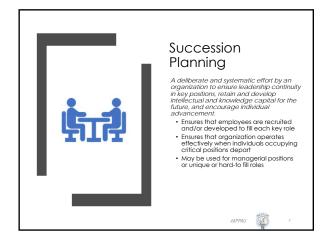
Credit(s) earned on completion of this course will be reported to American Institute of Architects (AIA) Continuing Education Session (CES) for AIA members. Certificates of Completion for both AIA members and non-AIA members are available upon request.	This course is register AIA CES for continuir professional educati such, it does not incl content that may be deemed or construc- an approval or endo by the AIA of any m construction or any i or manner of handlii using, distributing, or in any material or pr	ng on. As ude et to be prement aterial of method ng, dealing
Questions related to spec services will be addressed presentation.	cific materials, methods, and d at the conclusion of this	AIA Continuing Education Provider
	#APPAU	3







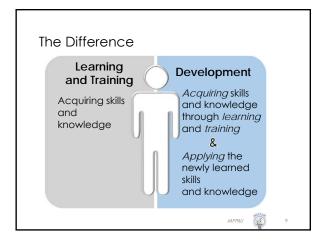




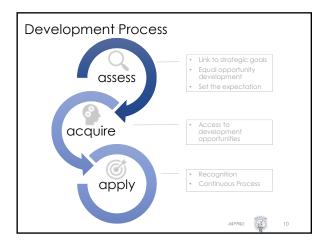




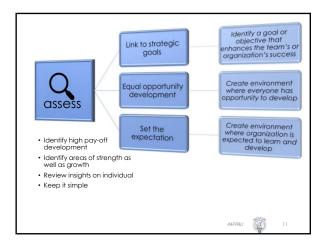








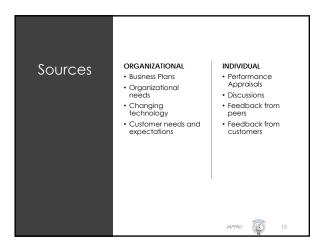








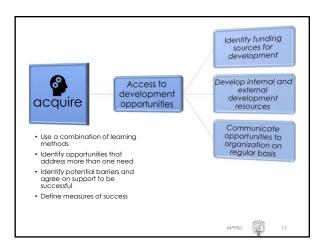












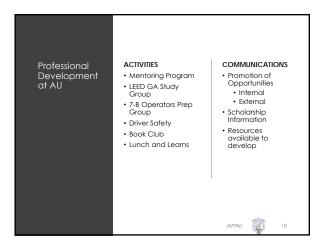






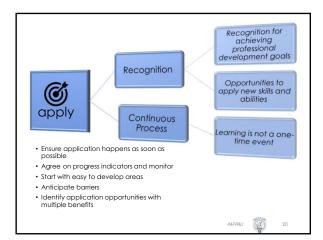




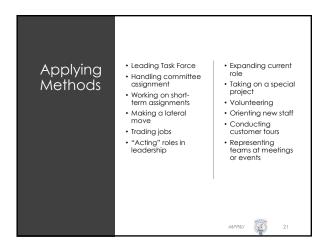




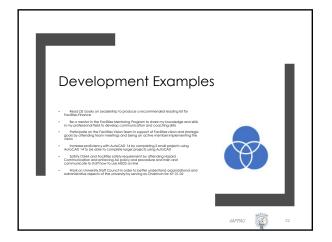




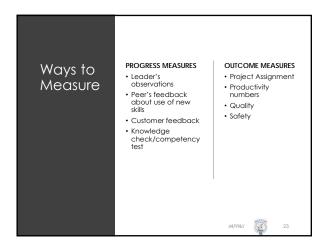










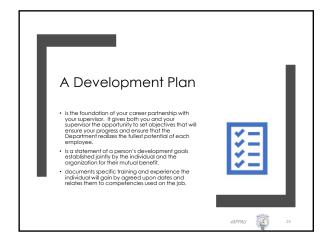




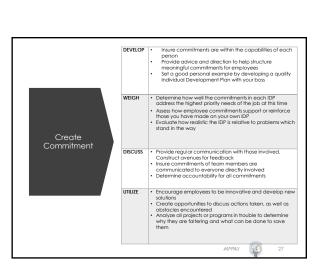
#### Ask Yourself...

- How will learning be applied?
  What measures will be used to track progress toward achieving goals?
- What coaching and support can I provide to help the individual?

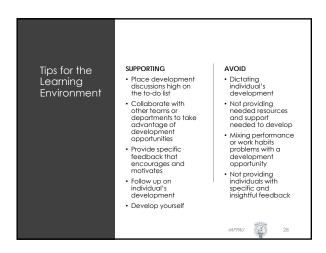




















This concludes The American Institute of Architects Continuing Education Systems Course

AIA Continuing Education **INSTRUCTIONS:** Consider using the following sources of information that might affect the skills, knowledge or competencies the individual needs to acquire.

Organizational Data	Individual Data

**INSTRUCTIONS:** Almost all opportunities to develop fall into three categories. List examples for each category.

Technical/Professional Skills	Business/Organizational Knowledge	Interpersonal/Business Competencies

## **Three Areas**

# Acquire and Assess

Development Activity	Three Areas	Application Method

## **Measurement Activity**

**Instructions:** Using the development area assigned to your team, brainstorm one or two progress measures and one or two outcome measures appropriate for that area. Use the spaces below to note your assigned development area and ideas.

**Development Area:** 

**Progress Measures:** 

**Outcome Measures:** 

## **Case Studies**

You manage a group of professionals who are individual contributors. While they are considered a team, each one functions separately to meet individual and team goals. They have varying degrees of skill (ability) and will (motivation). Yesterday you conducted midyear evaluations.

Alec, one of your least effective team members requested that he be allowed to attend an APPA conference. While you feel that attending the conference would give him additional knowledge and visibility, you were not satisfied that he has the basic abilities required to meet current expectations. You really think that he needs to focus on improving his performance. When you suggest this, Alec gets angry and accuses you of being conservative and not in step with the new aims of the organization.

What would you SAY to Alec?

What would you DO?

You have just completed midyear reviews of your team, and you are concerned. Your team functions marvelously and all team members were told that they were meeting and exceeding expectations. The problem is that each of them came up with development goals. Development goals like attending conferences and receiving certifications. You certainly want to support their development, but you are concerned about the ability of your budget to handle their requests.

What would you SAY when discussing at your next staff meeting?

What would you DO (if applicable)?

You have a team of 5 managers. All do a good job and meet expectations. However, Vivian is outstanding. She exceeds expectations in every competency and meets job goals more than expected. When you met with Vivian for the mid-year discussion, she expressed a desire to be CEFP certified. She asked that the department support her financially, and that she would use her vacation time to attend classes. Your budget will not allow you to pay for her total certification. You are concerned that in taking time off, she might incur resentment from the team.

You certainly wish to support her in her quest for advancement, thereby meeting your competency to "Develop Talent". You are not sure of how to handle this.

What would you SAY to Vivian?

What would you DO (if applicable)?

EMPLOYEE ISSUE	COACHING STRATEGY	RESOURCES/SUPPORT
Job performance needs to improve	<ul> <li>Give feedback, analyze performance problem:</li> <li>Lack of skill/knowledge provide training</li> <li>Lack of motivation provide incentives, rewards or disincentives</li> <li>Obstacles in the work environment or poor processes remove obstacles or improve processes</li> </ul>	<ul> <li>In-house training</li> <li>External training</li> <li>Awards programs</li> </ul>
Job performance is good	<ul> <li>Maintain good performance:</li> <li>Reward, recognize, give feedback</li> <li>Enhance, broaden skills, expertise</li> </ul>	<ul> <li>Awards program</li> <li>In-house training</li> <li>External training</li> <li>Academic programs</li> </ul>
Job is changing, evolving	<ul> <li>Identify gaps in knowledge, skills and abilities</li> <li>Provide training, developmental assignments</li> </ul>	<ul> <li>In-house training</li> <li>External training</li> </ul>
Job is becoming obsolete	<ul> <li>Help identify other positions in organization</li> <li>Re-tool employee with needed skills</li> </ul>	<ul><li>HR Specialist</li><li>Training opportunities</li></ul>
Employee has "topped out" wants a promotion or job change	<ul> <li>Help identify options</li> <li>Provide development</li> </ul>	<ul> <li>HR Specialist</li> <li>Rotational assignments</li> <li>Training opportunities</li> <li>Academic programs</li> <li>Career counseling</li> <li>Career mgmt courses</li> </ul>
Employee has "burned out" from overwork, exhaustion	<ul> <li>Relieve pressure by off-loading some duties</li> <li>Consider fresh assignment</li> <li>Encourage time-off</li> <li>Refer to Faculty &amp; Staff Assistance Program</li> </ul>	<ul> <li>Faculty &amp; Staff Assistance Program</li> <li>Sabbaticals</li> <li>Vacation/time-off</li> </ul>
Employee wants to broaden skills, expertise to be more flexible for future moves	<ul> <li>Help identify areas of interest</li> <li>Provide training &amp; development</li> </ul>	<ul> <li>HR Specialist</li> <li>Training opportunities</li> <li>Academic programs</li> </ul>

EMPLOYEE ISSUE	COACHING STRATEGY	Resources/Support
Employee wants to change careers	Help identify areas of interest	<ul> <li>HR Specialist</li> <li>Career Counselor</li> <li>Career mgmt course</li> </ul>
Employee wants to leave the organization	Refer employee to Human Resources for proper guidance	<ul> <li>Human Resources</li> </ul>
Employee wants to retire	Help identify options for retirement	<ul> <li>Pre-retirement</li> <li>Planning Seminar</li> <li>Human Resources</li> </ul>

# Career Concept Coaching Techniques

Career Concept/Motivators	ISSUE	Strategies
Linear-power achievement	Lack of upward mobility	<ul> <li>Assign as Group Leader</li> <li>Task Force assignments</li> <li>Short-term projects</li> </ul>
Steady States- expertise, security	<ul> <li>Job obsolescence</li> <li>Staying current in the field</li> <li>Involvement in own area</li> </ul>	<ul> <li>Encourage to redirect expertise</li> <li>Long-term specialized assignments</li> <li>Graduate Study programs</li> <li>Professional conferences</li> </ul>
Spirals-personal growth, nurturance	<ul> <li>Flexibility</li> <li>Willingness to let go of person or trade</li> <li>Identify new opportunities</li> </ul>	<ul> <li>Assign as mentor</li> <li>Cross-training</li> <li>Rotational job assignment</li> <li>Job enrichment</li> <li>Task force assignment</li> </ul>
Transitions-change independence	Willingness to let go of person or trade	<ul> <li>Assign to high change areas</li> <li>Start-up or creative short- term assignment</li> <li>Facilitate moves</li> <li>Variety in assignments</li> </ul>
Employee wants to retire	<ul> <li>Help identify options for retirement</li> </ul>	<ul> <li>Pre-retirement Planning Seminar</li> <li>Human Resources</li> </ul>

# Steps to Create Commitment

Develop	<ul> <li>Insure commitments are within the capabilities of each person</li> <li>Provide advice and direction to help structure meaningful commitments for employees</li> <li>Set a good personal example by developing a quality Development Plan with your boss</li> </ul>
Weigh	<ul> <li>Determine how well the commitments in each plan address the highest priority needs of the job at this time</li> <li>Assess how employee commitments support or reinforce those you have made on your own plan</li> <li>Evaluate how realistic the plan is relative to problems which stand in the way</li> </ul>
Discuss	<ul> <li>Provide regular communication with those involved. Construct avenues for feedback</li> <li>Insure commitments of team members are communicated to everyone directly involved</li> <li>Determine accountability for all commitments</li> </ul>
Utilize	<ul> <li>Encourage employees to be innovative and develop new solutions</li> <li>Create opportunities to discuss actions taken, as well as obstacles encountered</li> <li>Analyze all projects or programs in trouble to determine why they are faltering and what can be done to save them</li> </ul>

**INSTRUCTIONS:** Take 10 minutes to fill the Action Plan and use it when you return to work.

## Learning Environment Action Plan

Based on what you know now about creating a learning environment, what are three things you can begin to do to create the environment in your organization?

1.

2.

3.