

Manager's Checklist

Daily

-  Provide actionable feedback that helps improve everyone's performance ☐
-  Have personal interactions with everyone (how ARE you? Is everything alright?) ☐
-  Help those who are blocked, unable to make progress ☐
-  Respond to escalations, priority requests of the day ☐
-  Eliminate wasteful activities (apply Lean principles) ☐
-  Create intrinsic motivation, reinforce "why" ☐

Weekly

-  Have 1:1 with each report ☐
-  Recognize those who do a great work ☐
-  Manage difficult people: Listen. Give clear behavioral feedback. Document. Followup. ☐
-  Understand and unblock challenges your team feels ☐
-  Establish successful collaborations with other functions and teams ☐
-  Learn important technical skills that help advise the team, and earn respect ☐
-  Source new ideas for improving the processes ☐

Once in a while

-  Understand what motivates them ☐
-  Understand their long term career goals ☐
-  Empower your reports to help each other ☐
-  Set clear expectations for what you feel they are able to achieve ☐
-  Find out what your reports expect from you ☐
-  Set personal example by sharing and acting on your own feedback ☐
-  Reward thoughtful failure ☐

Monthly

-  Do performance review with every report ☐
-  Ensure everyone is on track to meet their objectives. If not, help ☐
-  Ask, propose and organize training opportunities or conference visits for your team ☐
-  Ask if your reports are getting enough feedback ☐
-  Discuss any important company/team updates or news ☐
-  Discuss any areas in need of change (company, team, project etc.) ☐
-  Check if your management style is effective for your reports and get suggestions for change ☐
-  Arrange high performers to train others ☐

Quarterly

-  Discuss rating, peer feedback and areas of improvement ☐
-  Communicate the review of their comp ☐
-  Discuss opportunities and career paths for the employee ☐
-  Set clear objectives, key results (OKR) ☐
-  Hire people better than you ☐

Checklist Managers Guide For Territory Planning

J Rink



Checklist Managers Guide For Territory Planning:

Checklist Managers Guide For Territory Planning Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become much more apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is actually remarkable. This extraordinary book, aptly titled "**Checklist Managers Guide For Territory Planning**," published by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound effect on our existence. Throughout this critique, we shall delve into the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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