

Stone's Performance Centered Framework		
A Twenty-First Century frame of reference for linking and aligning <i>training and performance solutions</i> to achieve expected business outcomes		
P E R F O R M A N C E	Element Focus	Element Context: Type of Analysis
	Business Outcome	Targets a desired business outcome and identifies a current or potential business deficiency.
	Execution in the Work Setting	Identifies what a specific population should be doing or not doing, and how individual or team performance may influence the status of a desired business outcome.
R E A D I N E S S	Performance Readiness	Identifies individual or team compatibility, ability, confidence, and willingness, to execute in the work setting. Also identifies ineffective habits and the influencing factors of Active Management Reinforcement™ (AMR) and how they affect execution in the work setting (80/20 rule applies).
	Preferences	Identifies client and population's preferences regarding design and delivery of a solution, (examples; likes, dislikes, learning style preference, delivery preference, client operational constraints).

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