

# Show the Value of What You Do:

## Measuring and Achieving Success in Any Endeavor

*Learn how to deliver success and show that success for your next project or activity.*

**Powerful One-Day Workshop**



When faced with an initiative to show the value of work, a new project for a particular group or client, or a new program, most individuals do not have a systematic approach to achieving success, measuring that success, or reporting that success.

### Traditional Approach

- ✗ Start doing things with no end goal.
- ✗ Have no system or process to achieve success.
- ✗ Rarely achieve the end goal.
- ✗ Focus on activities instead of results.

### Show the Value Approach

- ✓ Start with the end in mind.
- ✓ Follow six steps to achieve success.
- ✓ Design for and achieve desired goals.
- ✓ Deliver results on activities including impact and ROI.

Alternatively, following the *Show the Value* approach, as described in this workshop, essentially guarantees success for the project, making life easier and creating a situation that is easily repeatable with other projects.

Using the content of this workshop will:

#### Change your approach.



As mentioned above, the book will change your mindset on defining and achieving success and improving future results. You will never view success again using the traditional paradigm.

#### Make your projects more successful.



The most significant outcome will be achieving the success of your personal or professional projects or initiatives. Just measuring the value helps you to achieve more value and will be realized with this process.

#### Improve your work and your organization.



As you measure success, report outcomes, and make improvements, you will find the results of these projects will be beneficial to you, your organization, and your community.

This workshop will help ensure that you keep your work relevant, your career on track, and your organization or community healthy. It will help to allocate resources to the areas that offer the most significant value.

## Topics Covered

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- Introduction to Show the Value Process
- Why? Start with Impact
- How? Select the Right Solution
- What? Expect Success with Objectives
- How Much? Collect Data along the Way
- What's It Worth? Analyze the Data
- Making it Work

## Learning Format





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This interactive workshop focuses directly on each participant's success with a project. Each person attending should bring a project, program, initiative, system, or activity that needs to be evaluated at the impact and possibly ROI level. Much of the focus is on making sure that participants understand how to measure that success. Through exercises, activities, and stories, the workshop focuses on high-engagement learning that translates into action after the workshop.

## Objectives

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After attending this session, participants should:

-  Perceive the content to be important to their success.
-  Be able to identify five levels of outcomes.
-  Be able to identify and describe the six steps in the Show the Value approach.
-  Measure the success of the project at least through impact.

## Materials

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Each participant will receive a workbook, job aids, case studies, and a copy of *Show the Value of What You Do: Measuring and Achieving Success in Any Endeavor*.

## Who Should Attend

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Although appropriate for almost any professional, five specific audiences will especially find this workshop to be helpful:

- Individual contributors in professional, technical, creative, or support roles who want to make a difference in what they do.
- Independent contractors, consultants, and coaches will find this workshop valuable for their growth and success.
- Experienced professionals will also find this workshop to be helpful in boosting a blocked career.
- Team leaders, managers, and project managers will find this workshop to be a valuable resource to show the contribution of the team's work.
- Finally, career development professionals will find this workshop valuable as you help individuals and teams achieve success, improve performance, and advance in an organization.

## Internal Options are Available

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This workshop is ideal for an internal team, and the workshop can be conducted in an in-person or virtual format, specifically for an organization. Contact ROI Institute for pricing options.

## Cost

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The suggested cost for the workshop is \$295 per person. For additional information and the various options available for its delivery, contact [info@roiinstitute.net](mailto:info@roiinstitute.net) or visit [www.roiinstitute.net](http://www.roiinstitute.net).

