

## Employee Evaluation Verbiage Examples

*Performance Appraisals and Phrases For Dummies* John Wiley & Sons

Written by two top business trainers, this guide reveals the strategies and language skills needed to make the most of performance appraisals - for both the reviewers and the reviewed. It breaks the process into five simple steps and explains what to say with hundreds of winning phrases organized by topic (and hundreds of counterproductive phrases too). Also included is advice on preparing an agenda, body language, and tone of voice - plus true success and horror stories.

No matter what type of business or even nonprofit organization you are managing, a written performance appraisal is good management. Employee reviews can serve as a platform for employees to bring forth questions and concerns. This can help increase employee dedication, creativity, and job satisfaction. Reviews allow you to evaluate employees for increased responsibilities and future promotions. You will have written records of your employees performance, get more productivity, and clearly set compensation. Employee appraisals are critical to your organization, but are time-consuming to write. This new book and companion CD-ROM is your solution. You will produce professional-quality performance reviews in minutes. The book provides over 199 pre-written employee phrases you can insert into a blank employee appraisal form. The evaluations are professional, constructive, and direct. See the accompanying CD-ROM for 25 different categories to evaluate your employee in. Each category includes at least 8 different phrases you can choose from to describe your employees performance in that category. Pick and choose which categories you would like to include in your employees performance appraisal and how you want to describe your employees performance in that category and then just insert them all into the prepared appraisal form. The companion CD-ROM is included with the print version of this book; however is not available for download with the electronic version. It may be obtained separately by contacting Atlantic Publishing Group at [sales@atlantic-pub.com](mailto:sales@atlantic-pub.com) Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed.

Every employee says they support expanding the diversity of their organization's workforce, but when faced with uncomfortable choices and tough decisions, their vocal support often turns into grudging acceptance or even covert resistance. *It's About You Too* presents a contrarian approach to diversity initiatives, making it clear that the only way to make headway on diversity efforts is to expand them to include a commitment to embracing all differences; from one's race, to whether an individual has a child, rents a home, or has a long commute. And, as you navigate this new world of differences, you will want to be privy to the insight provided by *It's About You Too*, which gives readers a peek into the minds of employees, sharing exactly what your staff is thinking and gives specific guidance on how to address their concerns, so they become advocates for your organization's efforts. *It's About You Too* is the practical and user friendly tool that you've been looking for, because it will give you what you need to transform your diversity initiatives from abstract ideas into executed and impactful workplace policies, enhancing workplace culture and increasing profitability.

*Ready-To-Use Language for Successful Employee Evaluations*

*Pre-Suasion*

*Ready-to-Use Words and Phrases That Really Get Results*

*Supervisor's Guide To Performance Appraisals*

*How to Navigate Clueless Colleagues, Lunch-Stealing Bosses, and the Rest of Your Life at Work*

*How to Be Good at Performance Appraisals*

*5 Facts to Bring Any Boss Out of the Basement*

The average manager doesn't have time to take classes or read lengthy volumes on managing techniques. Instead, you need to know right now what to say to coach and motivate your employees. With hundreds of ready-to-use phrases you can use in a wide variety of situations, *The Complete Book of Perfect Phrases for Managers* is the ultimate reference for motivating, managing, and growing employees.

An updated edition of the blockbuster bestselling leadership book that took America and the world by storm, two U.S. Navy SEAL officers who led the most highly decorated special operations unit of the Iraq War demonstrate how to apply powerful leadership principles from the battlefield to business and life. Sent to the most violent battlefield in Iraq, Jocko Willink and Leif Babin 's SEAL task unit faced a seemingly impossible mission: help U.S. forces secure Ramadi, a city deemed "all but lost." In gripping firsthand accounts of heroism, tragic loss, and hard-won victories in SEAL Team Three 's Task Unit Bruiser, they learned that leadership—at every level—is the most important factor in whether a team succeeds or fails. Willink and Babin returned home from deployment and instituted SEAL leadership training that helped forge the next generation of SEAL leaders. After departing the SEAL Teams, they launched Echelon Front, a company that teaches these same leadership principles to businesses and organizations. From promising startups to Fortune 500 companies, Babin and Willink have helped scores of clients across a broad range of industries build their own high-performance teams and

dominate their battlefields. Now, detailing the mind-set and principles that enable SEAL units to accomplish the most difficult missions in combat, Extreme Ownership shows how to apply them to any team, family or organization. Each chapter focuses on a specific topic such as Cover and Move, Decentralized Command, and Leading Up the Chain, explaining what they are, why they are important, and how to implement them in any leadership environment. A compelling narrative with powerful instruction and direct application, Extreme Ownership revolutionizes business management and challenges leaders everywhere to fulfill their ultimate purpose: lead and win.

Conducting performance reviews can be tricky. Especially for managers. Sometimes there's a huge difference between what they say and what they want to convey. To improve this, it's important that employers must practice the art of delivering constructive performance appraisal comments. A wholesome appraisal process will be one that consists of both positive and negative appraisal comments. Therefore, don't misunderstand appraisals to be a program where you have to find faults or only praise someone. Instead, conduct feedbacks that give employees an overall understanding of where they can improve and where they are excelling. With this book, you'll never fight to find the right words for evaluations again. Chock full of more than 150 sample performance appraisals for all job types, this comprehensive reference guide gives you everything you need to write appropriate evaluations with ease and accuracy - from documenting and rewarding stellar performance to laying the groundwork for disciplinary action. Writing employee performance reviews need never stress you out again. With this book, you'll improve the quality of your evaluations, save time and increase your productivity, and stop dreading review time for good.

Whether you're an HR professional or a manager, chances are there's one task you really dislike: giving performance reviews. Even if you know the basic points you want to get across, finding the right words and committing them to paper is about as much fun as a trip to the dentist. But this handy little book puts thousands of ready-to-use words, phrases, descriptions, and action items right at your fingertips. Paul Falcone covers the 25 most commonly rated performance factors, including productivity, time management, teamwork, and decision making, plus job-specific parameters that apply in sales, customer service, finance, and many other areas. Not just for review time, the book will also be instrumental in creating job descriptions and development plans as well as for monitoring performance, progress, and problems year-round. Praise for Paul Falcone's Previous Books: "If the art and science of hiring and firing has become a puzzle, then author Paul Falcone [The Hiring and Firing Question and Answer Book] has the answer."-- Houston Business Journal "When you feel the need to document an employee's actions (or inactions), turn to this great tool [101 Sample Write-Ups for Documenting Employee Performance Problems]."-- Legal Management "[96 Great Interview Questions to Ask Before You Hire] takes the guesswork out of the interview process."-- Benefits and Compensation Solutions Paul Falcone is a human resources executive and has held senior-level positions with Nickelodeon, Paramount Pictures, and Time Warner. He is the author of several bestselling books, including 101 Sample Write-Ups for Documenting Employee Performance Problems, 101 Tough Conversations to Have with Employees, and 2600 Phrases for Setting Effective Performance Goals. He is a long-time contributor to HR Magazine. Visit him at [www.PaulFalconeHR.com](http://www.PaulFalconeHR.com).

Performance Appraisal Phrase Book

Perfect Phrases for Writing Job Descriptions

Ready-to-use Words and Phrases that Really Get Results

How Organizations Can Mobilize, Execute, and Transform with Agility

A Revolutionary Way to Influence and Persuade

Perfect Phrases for Performance Reviews 2/E

Hundreds of Ready-to-Use Phrases for Writing Effective, Informative, and Useful Job Descriptions

***Hands-on help for quickly and persuasively writing company-mandated performance appraisals Writing performance appraisals is one of the most difficult and time-consuming tasks managers face. Perfect Phrases for Performance Reviews simplifies the job, providing a comprehensive collection of phrases that managers can use to describe employee performance, provide directions for improvement, and more. For example: "Sets priorities well" "Misses important deadlines" "Thorough, reliable, and accurate" All managers and HR professionals will value the book for its: Hundreds of ready-to-use phrases, organized by job skill and performance level Tips for documenting performance issues and conducting face-to-face reviews Easily adapted performance review templates covering five performance levels With the wide-ranging assortment of descriptions available in this book, managers will be able to find the perfect terms to help them analyze and understand the work performance of each person they work with.***

***Most Federal employees work hard, and their performance is considered good or even exceptional. However, at times Federal supervisors are faced with employees whose performance is not acceptable. This purpose of this book, Addressing and Resolving Poor Performance: A Guide for Supervisors, is to help you address and resolve poor performance. This guidance should be used in concert with the technical advice you receive from your agency's human resources staff. You should also be aware that most agencies have specific procedures and requirements that must be followed, whether they are part of a negotiated bargaining agreement or other internal agency regulation. Addressing and resolving poor performance is a three-step process. These three steps are: 1) communicating expectations and performance problems; 2) providing an opportunity to improve; and 3) taking action. This booklet is organized accordingly into three steps. At the end of each section, you will find a checklist as well as answers to commonly asked questions. In the appendix, you will find samples of documents that can be used throughout this process. Dealing with performance problems is a real challenge for any supervisor. Experienced supervisors often say it is one of the toughest parts of their jobs. Nevertheless, it is a key supervisory responsibility, and failure to***

**address poor performance can have a greater impact than you may appreciate. Some of the reasons supervisors often give for not addressing poor performance include: dealing with poor performance can be time consuming; if action is taken against an employee, it will lower morale among other employees and create a less productive work environment; telling employees that they are not performing satisfactorily is unpleasant and requires special human relations skills; the procedural steps involved in addressing poor performance are complex and highly technical; if a formal performance-based action is taken, it is likely to be appealed and ultimately overturned; and upper management will not support the action taken to address poor performance. The focus of this booklet is to help supervisors address and resolve poor performance. The best way for supervisors to handle poor performance issues is to take action to avoid performance problems before they occur.~**

**"Do you find yourself searching for the tone that will perfectly encapsulate exactly what you need to say to each employee? No matter who you are or what kind of review you need to write, this book will give you all the tools you need, right at your fingertips"--**

**The key difference between a highly successful organization raising bars at every turn and one that limps along just happy to reach its quarterly goals--most of the time--might very well be how they address performance reviews. Are they just a perfunctory, annual "check-off," with no other goal than to justify salary increases, or does the organization truly know how to manage and measure its employees' performances in order to best impact a company's bottom line? In The Performance Appraisal Tool Kit, readers will discover a customizable appraisal template covering the essential areas of performance and conduct and learn how they can adapt it to fit varying business strategies. After all, every organization is a unique entity, therefore, the performance appraisal plan must also be unique to its company. In order to find the process that best increases efficiency and effectiveness in your workplace, learn how to:**

- Profile ideal employee performance and behavior**
- Design competencies that power performance, both at the individual and enterprise level**
- Drive future change by setting your organization's strategic direction**
- Retool the appraisal as needed to ratchet up expectations over time**
- And more**

**There's nothing more valuable to a company in the long-term than a motivated and dedicated workforce. This forward-thinking, one-of-a-kind guide gives you the resources you need to construct a performance appraisal program that will accommodate market changes, revised priorities, and increasing productivity targets--and in the end, will lift your organization to a higher level.**

**How to Perform Employee Evaluations the Fortune 500 Way**

**Redesigning Your Performance Review Template to Drive Individual and Organizational Change**

**A Guide to Successful Evaluations**

**Leading Change**

**The Complete Book of Perfect Phrases Book for Effective Managers**

**Hybrid Workplace: The Insights You Need from Harvard Business Review**

Nonprofit leadership is messy Nonprofits leaders are optimistic by nature. They believe with time, energy, smarts, strategy and sheer will, they can change the world. But as staff or board leader, you know nonprofits present unique challenges. Too many cooks, not enough money, an abundance of passion. It's enough to make you feel overwhelmed and alone. The people you help need you to be successful. But there are so many obstacles: a micromanaging board that doesn't understand its true role; insufficient fundraising and donors who make unreasonable demands; unclear and inconsistent messaging and marketing; a leader who's a star in her sector but a difficult boss... And yet, many nonprofits do thrive. Joan Garry's Guide to Nonprofit Leadership will show you how to do just that. Funny, honest, intensely actionable, and based on her decades of experience, this is the book Joan Garry wishes she had when she led GLAAD out of a financial crisis in 1997. Joan will teach you how to: Build a powerhouse board Create an impressive and sustainable fundraising program Become seen as a 'workplace of choice' Be a compelling public face of your nonprofit This book will renew your passion for your mission and organization, and help you make a bigger difference in the world.

The acclaimed New York Times and Wall Street Journal bestseller from Robert Cialdini—"the foremost expert on effective persuasion" (Harvard Business Review)—explains how it's not necessarily the message itself that changes minds, but the key moment before you deliver that message. What separates effective communicators from truly successful persuaders? With the same rigorous scientific research and accessibility that made his Influence an iconic bestseller, Robert Cialdini explains how to prepare people to be receptive to a message before they experience it. Optimal persuasion is achieved only through optimal pre-suasion. In other words, to change "minds" a pre-suader must also change "states of mind." Named a "Best Business Books of 2016" by the Financial Times, and "compelling" by The Wall Street Journal, Cialdini's Pre-Suasion draws on his extensive experience as the most cited social psychologist of our time and explains the techniques a person should implement to become a master persuader. Altering a listener's attitudes, beliefs, or experiences isn't necessary, says Cialdini—all that's required is for a communicator to redirect the audience's focus of attention before a relevant action. From studies on advertising imagery to treating opiate addiction, from the annual letters of Berkshire Hathaway to the annals of history, Cialdini outlines the specific techniques you can use on online marketing campaigns and even effective wartime propaganda. He illustrates how the artful diversion of attention leads to successful pre-suasion and gets your targeted audience primed and ready to say, "Yes." His book is "an essential tool for anyone serious about science based business strategies...and is destined to be an instant classic. It belongs on the shelf of anyone in business, from the CEO to the newest salesperson" (Forbes).

Practically everyone has a bad manager story. It's time to make sure more people have good manager stories. Do you want to be a good manager? Of course you do. In this first edition from the Workplace Sanity Group, Arron Grow presents a synthesis of information from his nationwide study which asked two questions; "What experience(s) have you had with a bad manager?" and "What would you have done if you were the manager?" Reporting the experiences of others and drawing from their collective wisdom, How to Not Suck as a Manager gives managers and prospective managers the foundational information they need to be successful in the workplace.

"In this ... guide to the ever-changing modern workplace, Kathryn Minshew and Alexandra Cavoulacos, the co-founders of [the] career website TheMuse.com, show how to play the game by the New Rules, [explaining] how to figure out exactly what your values and your skills are and how they best play out in the marketplace ... [They] guide you as you sort through your countless options [and] communicate who you are and why you are valuable and stand out from the crowd"--

It's About You Too.

HBR Guide to Performance Management (HBR Guide Series)

Work Rules!

The Best Words, Phrases, and Techniques for Performace Reviews

The Complete Guide to Successful Employee Evaluations and Documentation : with Companion CD-ROM

150 Samples You Can Use On Performance Reviews: Performance Review Phrases

How U.S. Navy SEALs Lead and Win

***Reinvent your organization for the hybrid age. Hybrid work is here to stay—but what will it look like at your company? Organizations that mandate rigid, prepandemic policies of five days a week at the traditional, co-located office may risk a mass exodus of talent. But designing a hybrid office that furthers your business goals while staying true to your culture will require experimentation and rigorous planning. Hybrid Workplace: The Insights You Need from Harvard Business Review will help you adopt technological, cultural, and management practices that will let you seize the benefits and avoid the pitfalls of the hybrid age. Business is changing. Will you adapt or be left behind? Get up to speed and deepen your understanding of the topics that are shaping your company's future with the Insights You Need from Harvard Business Review series. Featuring HBR's smartest thinking on fast-moving issues—blockchain, cybersecurity, AI, and more—each book provides the foundational introduction and practical case studies your organization needs to compete today and collects the best research, interviews, and analysis to get it ready for tomorrow. You can't afford to ignore how these issues will transform the landscape of business and society. The Insights You Need series will help you grasp these critical ideas—and prepare you and your company for the future.***

***Performance reviews, minus the dread. Nobody likes performance appraisals. To make the most of them, though, managers and supervisors can take advantage of this guide, complete with the phrases and words they need to confidently conduct clear, objective performance reviews. Phrases are given for common behavior and skill categories as well as for common functional areas—and they work, regardless of appraisal type.***

***A comprehensive yet accessible handbook for writing and conducting meaningful, effective performance reviews, geared toward managers of all levels, from the author of How to Write It. Performance reviews are one of the best tools managers have to shape company talent and culture, develop strong channels of communication with employees, and create systemic change. However, the stress and struggle to find just the right words is often what managers and HR professionals dislike most about conducting employee evaluations. In this pithy, user-friendly handbook, author and writing teacher Sandra E. Lamb lays out the best methods and proven tactics to administer productive evaluations that benefit both parties—and the company. Lamb teaches managers how to design scoring systems for employees that track progress with hard data, how to best prepare for and conduct both in-person and written reviews, and the key words to use. Covering hard and soft skills, 3000 Power Words and Phrases for Effective Performance Reviews includes lists of powerful phrases and words that clearly describe performance—both positive and negative—including sections targeted to specific industries and jobs. This guide empowers managers at all levels to master the art of performance reviews that achieve results.***

***For over 35 years, this time-proven guide has been continuously revised to assist managers in appraising employee performance.***

***Brown Bag Lessons***

***One Page Talent Management, with a New Introduction***

***3000 Power Words and Phrases for Effective Performance Reviews***

***A Guide to Progressive Discipline & Termination***

***Performance Appraisals and Phrases For Dummies***

***How to Manage Employee Resistance to Your Diversity Initiatives and Improve Workplace Culture and Profitability***

***The Pocket Idiot's Guide to Performance Appraisal Phrases***

Provides examples for handling such personnel problems as insubordination, absenteeism, e-mail misuse, drug or alcohol abuse, and sexual harassment

"Accelerating Performance is not just another "warm and fuzzy" change management book--it's a practical, comprehensive, data-driven action plan for picking up the pace and achieving more"--

Offers advice on how to lead an organization into change, including establishing a sense of urgency, developing a vision and strategy, and generating short-term wins.

The tools you need to enrich the performance-appraisal experience as you streamline the process Whether you're a manger looking to implement employee appraisals for the first time, concerned with improving the quality and

effectiveness of the appraisal process, or simply trying to save time and mental anguish Performance Appraisals & Phrases For Dummies provides the tools you need to save time and energy while presenting fair and accurate evaluations that foster employee growth. This convenient, portable package includes a full-length appraisal phrasebook featuring over 3,200 spot-on phrases and plenty of quick-hitting expert tips on making the most out of the process. You'll also receive online access to writable, customizable sample evaluation forms other timesaving resources. Includes more than 3,200 phrases for clear, and helpful evaluations Helps make evaluations faster, more effective, and far less stressful Offers far more advice and coaching than other performance appraisal books Serves as an ideal guide for managers new to the appraisal process With expert advice from Ken Lloyd, a nationally recognized consultant and author, Performance Appraisals and Phrases For Dummies makes the entire process easier, faster, and more productive for you and your employees.

Joan Garry's Guide to Nonprofit Leadership

101 Sample Write-ups for Documenting Employee Performance Problems

2600 Phrases for Effective Performance Reviews

3000+ Powerful Phrases for Successful Reviews, Appraisals and Evaluations

The Magic of Bullet Writing

Ready-to-Use Language for Successful Employee Evaluations

A Step-by-Step Guide Complete With Sample Words, Phrases, Forms, and Pitfalls to Avoid

**A radical approach to growing high-quality talent--fast You know that winning in today's marketplace requires top-quality talent. You also know what it takes to build that talent--and you spend significant financial and human resources to make it happen. Yet somehow, your company's beautifully designed and well-benchmarked processes don't translate into the bottom-line talent depth you need. Why? Talent management experts Marc Efron and Miriam Ort argue that companies unwittingly add layers of complexity to their talent-building models--without evaluating whether those components add any value to the overall process. Consequently, simple activities like setting employee performance goals become multipage, headache-inducing time wasters that turn managers off and fail to improve results. Efron and Ort introduce a simple, powerful, scientifically proven approach to increase your ability to develop better leaders faster: One Page Talent Management (OPTM). Using the straightforward, easy-to-follow process described in this book, you will eliminate frustrating complexity, focus only on those components that add real value, and build transparency and accountability into every practice. Based on extensive research and experience in companies such as Avon Products, Bank of America, and Philips, One Page Talent Management shows you how to: Quickly identify high-potential talent without complex assessments Increase the number of "ready now" successors for key roles Generate 360-degree feedback that accelerates change in the most critical behaviors Significantly reduce the time required for managers to implement talent-building processes Do away with complexity and bureaucracy--and develop the high-quality talent you need, right now.**

**From the creator of the popular website Ask a Manager and New York's work-advice columnist comes a witty, practical guide to 200 difficult professional conversations—featuring all-new advice! There's a reason Alison Green has been called “the Dear Abby of the work world.” Ten years as a workplace-advice columnist have taught her that people avoid awkward conversations in the office because they simply don't know what to say. Thankfully, Green does—and in this incredibly helpful book, she tackles the tough discussions you may need to have during your career. You'll learn what to say when • coworkers push their work on you—then take credit for it • you accidentally trash-talk someone in an email then hit “reply all” • you're being micromanaged—or not being managed at all • you catch a colleague in a lie • your boss seems unhappy with your work • your cubemate's loud speakerphone is making you homicidal • you got drunk at the holiday party Praise for Ask a Manager “A must-read for anyone who works . . . [Alison Green's] advice boils down to the idea that you should be professional (even when others are not) and that communicating in a straightforward manner with candor and kindness will get you far, no matter where you work.”—Booklist (starred review) “The author's friendly, warm, no-nonsense writing is a pleasure to read, and her advice can be widely applied to relationships in all areas of readers' lives. Ideal for anyone new to the job market or new to management, or anyone hoping to improve their work experience.”—Library Journal (starred review) “I am a huge fan of Alison Green's Ask a Manager column. This book is even better. It teaches us how to deal with many of the most vexing big and little problems in our workplaces—and to do so with grace, confidence, and a sense of humor.”—Robert Sutton, Stanford professor and author of The No Asshole Rule and The Asshole Survival Guide “Ask a Manager is the ultimate playbook for navigating the traditional workforce in a diplomatic but firm way.”—Erin Lowry, author of Broke Millennial: Stop Scraping By and Get Your Financial Life Together**

**This excellent business resource outlines the best methods and proven tactics for writing and conducting meaningful and productive performance reviews that benefit both the employee and the company. Original.**

**From the visionary head of Google's innovative People Operations comes a groundbreaking inquiry into the philosophy of work -- and a blueprint for attracting the most spectacular talent to your business and ensuring that they succeed. "We spend more time working than doing anything else in life. It's not right that the experience of work should be so demotivating and dehumanizing." So says Laszlo Bock, former head of People Operations at the**

company that transformed how the world interacts with knowledge. This insight is the heart of *Work Rules!*, a compelling and surprisingly playful manifesto that offers lessons including: Take away managers' power over employees Learn from your best employees-and your worst Hire only people who are smarter than you are, no matter how long it takes to find them Pay unfairly (it's more fair!) Don't trust your gut: Use data to predict and shape the future Default to open-be transparent and welcome feedback If you're comfortable with the amount of freedom you've given your employees, you haven't gone far enough. Drawing on the latest research in behavioral economics and a profound grasp of human psychology, *Work Rules!* also provides teaching examples from a range of industries-including lauded companies that happen to be hideous places to work and little-known companies that achieve spectacular results by valuing and listening to their employees. Bock takes us inside one of history's most explosively successful businesses to reveal why Google is consistently rated one of the best places to work in the world, distilling 15 years of intensive worker R&D into principles that are easy to put into action, whether you're a team of one or a team of thousands. *Work Rules!* shows how to strike a balance between creativity and structure, leading to success you can measure in quality of life as well as market share. Read it to build a better company from within rather than from above; read it to reawaken your joy in what you do.

USMC User's Guide to Counseling

Ultimate Guide to Search Engine Optimization: Drive Traffic, Boost Conversion Rates and Make Lots of Money

Addressing and Resolving Poor Performance

Eliminating Complexity, Adding Value

A Guide for Supervisors

The Muse Playbook for Navigating the Modern Workplace

Over 1,600 Results-Focused Phases

***THE RIGHT PHRASE FOR EVERY SITUATION . . . EVERY TIME*** The ability to craft an employee review that is meaningful and change-driven is what separates average supervisors from great managers. How often, though, have you struggled to find the most appropriate words for your needs? This completely revised and updated second edition of *Perfect Phrases for Performance Reviews* provides hundreds of ready-made phrases you can use to clearly communicate any employee's performance in 74 different skill areas. Learn the most effective language for: Crafting an accurate, carefully worded assessment Documenting behaviors and accomplishments Guiding and developing promising workers Conducting face-to-face interviews

***Brown Bag Lessons, The Magic of Bullet Writing*** centers on effective bullet writing and guarantees immediate improvement. Skillful writing doesn't have to be difficult. No other book approaches writing the way this book does, and no other book teaches these techniques. After reading this book, you will fully understand how to write strong bullets and "why" every word matters. In 2003 the author created a seminar to teach a fair and consistent process to evaluate recognition packages. This seminar transformed an entire organization within six months. Since then, the techniques have decisively transformed the writing, recognition, and promotions of every organization applying them. The practices in this book continue to positively impact the Air Force and sister services through professional military education. In addition, the concepts have helped transitioning service members and college students better communicate acquired capabilities and competencies on their résumés. Read on to discover the "magic" and open your eyes to a brand new way to look at writing. The US Air Force promotion system emphasizes the importance of documenting your very best accomplishments. Under this system, promotion comes from the most recent performance reports, so Airmen must communicate the best accomplishments and not just words that fill the white space. *This Magic of Bullet Writing* will ensure you know how to articulate not just what you are doing but also convey your strongest competencies and capabilities so the promotion board can fully assess your readiness for promotion. Training materials that correspond to the lessons in this book are available for free download at <http://www.brownbaglessons.com>. Are you ready for the magic?

***This trusted reference puts thousands of ready-to-use words, phrases, descriptions, and action items right at your fingertips — perfect for review time, creating development plans, and monitoring performance year-round. Whether you're an HR professional or a manager, chances are there's one task you really dislike: giving performance reviews. Even if you know the basic points you want to get across, finding the right words and committing them to paper is about as much fun as a trip to the dentist. However, this book puts the correct words within your hands with phrases that managers, supervisors, and HR professionals can use to properly evaluate performance. In***

**2600 Phrases for Effective Performance Reviews**, renowned career expert Paul Falcone covers the 25 most commonly rated performance factors including: productivity, time management, teamwork, decision making, and more! Falcone also shares job-specific parameters that apply in sales, customer service, finance, and many other areas. **2600 Phrases for Effective Performance Reviews** is useful not just for review time but will also be instrumental in creating job descriptions and development plans as well as monitoring performance, progress, and problems year-round.

**Are your employees meeting their goals? Is their work improving over time? Understanding where your employees are succeeding—and falling short—is a pivotal part of ensuring you have the right talent to meet organizational objectives. In order to work with your people and effectively monitor their progress, you need a system in place. The HBR Guide to Performance Management provides a new multi-step, cyclical process to help you keep track of your employees' work, identify where they need to improve, and ensure they're growing with the organization. You'll learn to: Set clear employee goals that align with company objectives Monitor progress and check in regularly Close performance gaps Understand when to use performance analytics Create opportunities for growth, tailored to the individual Overcome and avoid burnout on your team Arm yourself with the advice you need to succeed on the job, with the most trusted brand in business. Packed with how-to essentials from leading experts, the HBR Guides provide smart answers to your most pressing work challenges.**

**Accelerating Performance**

**Powerful Phrases for Dealing with Difficult People**

**The Performance Appraisal Tool Kit**

**Phrases and Strategies for Painless and Productive Performance Reviews**

**199 Pre-written Employee Performance Appraisals**

**Effective Phrases for Performance Appraisals**

**How to Make Performance Evaluations Really Work**

The motivations and values of the newest generation entering the workforce are different from those of previous generations. You may be baffled about how to motivate or connect with this new generation. Learn how to modify the evaluation process based on the values of the new generation in **How to Make Performance Evaluations Really Work**. You'll find step-by-step guidelines for evaluating and motivating employees, learn what mistakes to avoid, what the legal pitfalls to watch for, and get numerous sample ready-to-use evaluation forms and sample phrases you can use as is or customize and make your own.

Do you supervise people? If so, this book is for you. One of a manager's toughest—and most important—responsibilities is to evaluate an employee's performance, providing honest feedback and clarifying what they've done well and where they need to improve. In **How to Be Good at Performance Appraisals**, Dick Grote provides a concise, hands-on guide to succeeding at every step of the performance appraisal process—no matter what performance management system your organization uses. Through step-by-step instructions, examples, do-and-don't bullet lists, sample dialogues, and suggested scripts, he shows you how to handle every appraisal activity from setting goals and defining job responsibilities to evaluating performance quality and discussing the performance evaluation face-to-face. Based on decades of experience guiding managers through their biggest challenges, Grote helps answer the questions he hears most often: • How do I set goals effectively? How many goals should someone set? • How do I evaluate a person's behaviors? Which counts more, behaviors or results? • How do I determine the right performance appraisal rating? How do I explain my rating to a skeptical employee? • How do I tell someone she's not meeting my expectations? How do I deliver bad news? Grote also explains how to tackle other thorny performance management tasks, including determining compensation and terminating poor performers. In accessible and useful language, **How to Be Good at Performance Appraisals** will help you handle performance appraisals confidently and successfully, no matter the size or culture of your organization. It's the one book you need to excel at this daunting yet critical task.

The key to a harmonious, highly effective work environment is not by ensuring you work among carbon-copies of yourself whose personalities never clash with one another or with you. That pipe dream could not ever happen, nor would it result in a successful team collaboration even if it could. Instead, most of us are going to work today with individuals who at times come across as incompetent, lazy, spotlight-hugging, whiny, or backstabbing. And then tomorrow we go to work with them again . . . and again . . . and again. Like it or not, the bulk of our waking hours are spent with people at work—people who can grate on our nerves. Therefore, learning to interact effectively with difficult

employees, colleagues, and bosses is an absolute essential for our success. With **Powerful Phrases for Dealing with Difficult People**, anyone can learn how to confront head-on the difficult situations that can arise when dealing with these personalities, before they fester and spread. Helpful features inside this practical and easy-to-use book include: • Thirty common personality traits, behaviors, and workplace scenarios along with the phrases that work best with each • Nonverbal communication skills to back up your words • Sample dialogues that demonstrate how phrasing improves interactions • A five-step process for moving from conflict to resolution • "Why This Works" sections that provide detailed explanations

Button-pushing situations are going to come up today at work--and tomorrow too. Don't let them rent space inside of you and turning everything to mold. Instead, choose to deploy simple phrases to regain control and resolve conflicts. When you do, you, your colleagues, and your company will be all the better for it!

You'll never struggle with performance appraisals again! Do you dread writing employee performance evaluations? Do you struggle for hours to find just the right words of praise, avoid repetition, and tread the fine line between "constructive" and "criticism"? **Performance Appraisal Phrase Book** makes it easy for you. Featuring concise sections on how to write the evaluation, handle tricky legal issues, and verbally discuss the evaluation, this book also includes a directory of thousands of words and phrases appropriate for any type of written evaluation. You'll be able to find just the right way to assess: Accuracy and attention to detail Quality of work Work habits Teamwork and interpersonal skills Timeliness of work Work attitude With **Performance Appraisal Phrase Book** at your desk, you'll get through reviews in a snap--and have plenty of time left to accomplish all your other managerial duties.

**Ask a Manager**

**Perfect Phrases for Performance Reviews**

**How to Not Suck As a Manager**

**Simple, Effective, Done Right**

**The Quick and Easy Performance Appraisal Phrase Book**

**Insights from Inside Google That Will Transform How You Live and Lead**

**Over 325 Ready-to-Use Words and Phrases for Working with Challenging Personalities**

**Competency-Based Performance Reviews** offers you a new and more effective way to handle performance reviews and to coach your employees to emphasize the knowledge, skills, and abilities that they have and the organization needs. Most sophisticated U.S. and international employers are using competency-based systems to select and interview their employees, as well as evaluate the performance of those employees. Fortune 500 corporations such as American Express, Anheuser-Busch, Coca-Cola, Disney, Federal Express, IBM, Johnson & Johnson, and Pfizer are all looking for specific competencies. **Competency-Based Performance Reviews** includes sample phrases to use on reviews, as well as sample accomplishment statements to help employees write and improve their own.

A hands-on guide for marketers of any expertise level provides detailed coverage of a wide variety of topics, from keyword searching and link analysis/building to content strategies and position tracking, in a guide complemented by a CD-ROM of free SEO tools, software, and resources. Original.

**THE RIGHT PHRASE FOR THE RIGHT SITUATION—EVERY TIME** **Perfect Phrases for Writing Job Descriptions** helps you craft job descriptions that attract the best talent and accurately convey job responsibilities. And after you find that ideal candidate, this valuable resource will assist you with performance reviews, goal setting, and accountability. Hundreds of tips, examples, and sample phrases to help you: Get candidates excited about opportunities in your company Attract and recruit the very best talent Foster communication between supervisors and employees Evaluate performance and provide clear feedback to new employees

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