



Business Insights

A high-performing team focuses on having a deep understanding of what they need to do to perform at their best.

To discuss how we can help you reach your business ambitions, contact ASB [here](#) and KPMG [here](#).

Fuelling performance



Motivation

The right inputs are critical for top-performing teams. Motivation is the oxygen that fuels people to perform at their best. Providing the right encouragement and reward leads to an engaged workforce who strive to keep at the top of their game.

This is not a one-size-fits-all solution: different people are motivated by different things. For most, a simple thank you will be all that is required, others may need more public appreciation.

Investing in capable, motivated people and being clear about expectations will give you an unbeatable team.

ASK YOURSELF



Who can you encourage today?



Do you have a good understanding of your team so you can reward them appropriately?



Deployment discipline

Even the best ideas need discipline and processes to make things happen. You need targeted capability aligned to your core competence and your customer needs to ensure that you perform at your best.

By standardising the basics, by having rituals and routines, you will ensure that you have enough energy to focus on the right areas where you can add value.

For example, having a weekly team meeting to cover key performance indicators means everyone comes prepared and ready to discuss the right things.

ASK YOURSELF



Which part of your business would benefit from having a more standardised approach?



How might you implement a standardised framework?