



## WORKSHOP SERIES



### Incentive Design to Enhance Productivity



Our SDeFoundation<sup>TM</sup> expert in Incentive Design have developed this workshop to teach you how to design an incentive plan to enhance productivity. Participants are expected to produce a working incentive design customized for their organization. Research indicates that incentives are the best way to motivate workers.

Therefore, the question is how do we design the best incentive scheme? Incentives should maintain the proper balance of both carrot and stick.

#### You will learn how to:

- Screen what workers can do (ability) and what workers want to do (motivation).
- Clearly identify what you want them to do (desired outcome).
- Develop key performance indicators (KPIs) that align with your desired outcome.
- Create an alignment between ability, motivation, and desired outcome.
- Create a formula utilizing KPIs to reward desired outcomes and penalize undesired outcomes to enhance productivity.