



## Umit S. Bititci Biography

Umit Bititci is the Professor of Business Performance at the Heriot Watt School of Management, Edinburgh, UK. He is also the author of the recently published book entitled *Managing Business Performance: the Science and the Art*. He has a unique blend of industrial and academic experience that spans across 35 years. He has dedicated his career to understanding what makes high-performing companies different. His insights in to performance measurement and management have developed from his engagement with a variety of small and large organisations as well as through collaborative research and development activities that resulted in over 200 papers in international conferences and journals.

Please take a minute to have a look at my new book  
*Managing Business Performance: the Science and the Art* [www.wiley.com/buy/1119025672](http://www.wiley.com/buy/1119025672)

PMA2016 Conference [www.pmaconference.co.uk](http://www.pmaconference.co.uk)

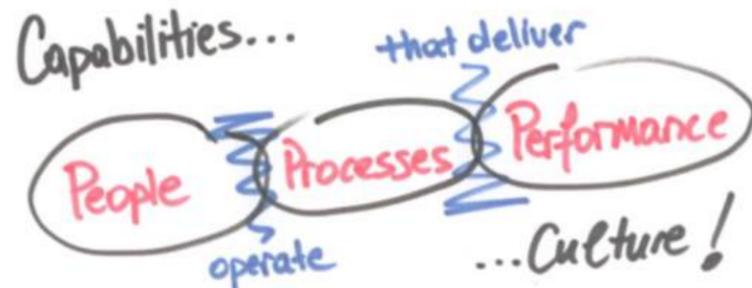
Special Issue of IJMR on Performance Measurement [http://onlinelibrary.wiley.com/journal/10.1111/\(ISSN\)1468-2370](http://onlinelibrary.wiley.com/journal/10.1111/(ISSN)1468-2370)



*Sustainable Performance*  
Ever wondered how some businesses consistently perform better than others?

## Managing Business Performance *the Science and the Art*

**A one-day interactive workshop with Umit Bititci**  
an opportunity to share in Umit's experience along with other senior executives who will be participating in the workshop



*Did you know that best companies spend less time managing their performance... they manage their capabilities instead..!*

- Workshop contents**  
*The Science*
- What are we managing?**  
*Do we understand the value streams and processes we ought to manage?*
  - Performance measurement**  
*Do we know how to design effective performance measurement systems?*
  - Using performance measures**  
*Do we know how to use performance measures effectively?*
- The Art*
- Organisational capabilities**  
*Do we understand the capabilities that underpin long term sustainable performance?*
  - Control without "Controlling"**  
*Do we know how to control organisations without being "controlling"?*
  - Effective interventions**  
*Do we know how to design and deliver effective interventions?*

## Managing Business Performance *A one-day interactive workshop with Umit Bititci*

### Learn from...

#### ... the experiences of ...

- Food and drink companies
- Technology companies
- Engineering manufacturing
- Service organisations
- Public sector organisations

#### ... the results of 25 years of research into...

- Performance measurement
- Strategic management
- Organisational culture and behaviour
- Organisational evolution and adaptation
- People engagement and motivation

#### ... the experiences and stories of other participants

### Who should participate?

The workshop is aimed at...

- Directors and senior managers responsible for the performance of their organisations.
- Change leaders leading performance improvement programmes.
- Executives from industrial, commercial, public sector and third sector organisations.

### Workshop format

This an interactive semi-structured workshop with a predefined, but loose, structure enabling the participants to explore areas as they wish. It also facilitates sharing of experiences between the delegates

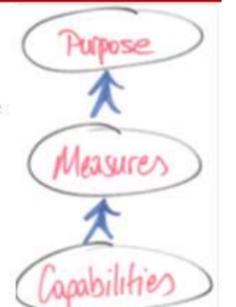
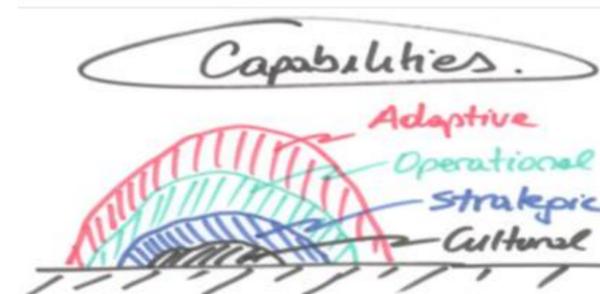
### Workshop dress code

This an informal, relaxed and interactive workshop. It is important that you come comfortable and relaxed. The dress code is what ever makes you feel comfortable and relaxed

### Workshop fees and reservation

The normal fee for this executive workshop is £600. All fees include refreshments and lunch but exclude VAT. Please visit our reservations page for various discounted rates.

[www.eventbrite.co.uk/e/managing-business-performance-the-science-and-the-art-tickets-14065035901](http://www.eventbrite.co.uk/e/managing-business-performance-the-science-and-the-art-tickets-14065035901)



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[www.umitbititci.com](http://www.umitbititci.com)



Distinctly Global

### Workshop date and venue

17 November 2015

Heriot Watt University  
Edinburgh, Scotland