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**Olá, eu sou o Paulo Chequer, Coach e Palestrante**

@coachpaulochequer  
chequerpaulo@gmail.com



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**UFV**  
Universidade Federal de Viçosa



**Paulo Chequer**  
Executive & Business Coach



## Foco e Metas

**"Para quem não sabe para onde vai, qualquer caminho serve"**  
Lewis Carroll (Alice no país das maravilhas)

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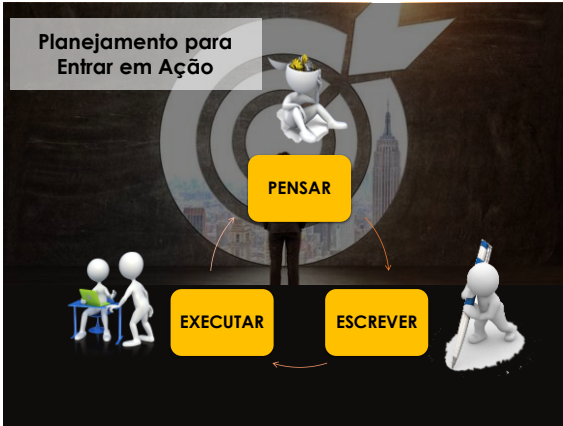
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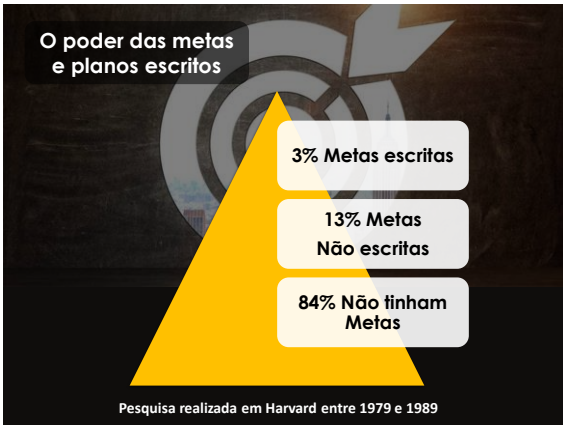
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O poder das metas e planos escritos

- o 13% estavam ganhando o dobro dos 84% de estudantes que não tinham meta alguma.
- o Os 3% de formandos que tinham metas claras e por escrito, estavam ganhando, em média, dez vezes mais que os outros 97% juntos.
- o A única diferença entre os grupos era a clareza das metas que haviam estabelecido para si mesmos ao se formarem.

Pesquisa realizada em Harvard entre 1979 e 1989

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**MISSAO**



**VISÃO**



**VALORES**

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## Lista de Metas

- Faça uma lista com as suas metas:
  - Carreira
  - Pessoal



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## O Poder da Única Coisa



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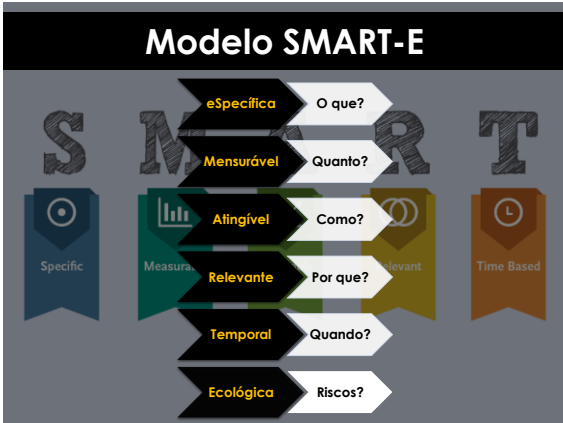
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### Modelo SMART-E

- **Meta:** Aumentar as vendas
- **Meta SMART:**
  - Aumentar as vendas de cursos de Reprodução Bovina;
  - Em 15%;
  - No 1º Semestre de 2019,
  - Iniciando as ações em 01/out
  - Treinamentos de vendas;
  - Campanhas de marketing e indicação de clientes.
  - Ao atingir esta meta, conseguiremos alavancar o número de alunos nos cursos técnicos presenciais.
  - Aumentaremos o lucro da empresa e as comissões para a equipe de vendas e marketing.

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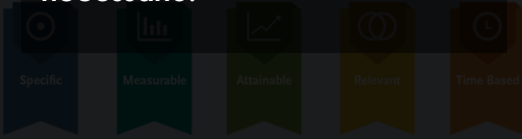
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### Modelo SMART-E – Vamos Praticar

• Avalie e rescreva as metas, se necessário.



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O que pode te impedir de atingir as suas metas?

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Precisamos quebrar crenças



“Liderança é um dom, é talento”

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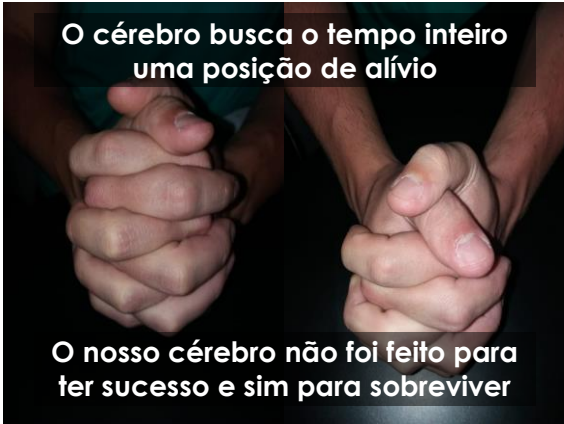
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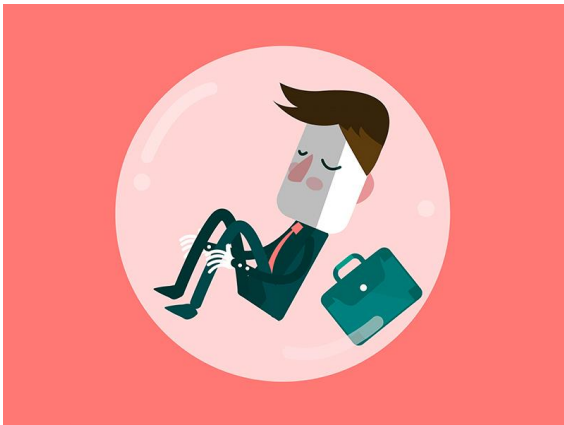
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**Você Procrastina com Frequência?**

AGORA

DEPOIS

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### Lei de Parkinson e a Procrastinação

- Quanto maior o prazo, maior a chance de procrastinar.
- Quanto mais apertado, mais você irá se adequar. Cuidado para não apertar demais.
- Exemplo:
- Se você tivesse que entrar em contato com 20 clientes em:
  - 1 dia
    - a chance de você enrolar é muito grande
  - 3 horas
    - A chance de procrastinar iria cair
  - 20 minutos
    - A chance da **QUALIDADE** cair é muito grande

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Qual o vício que te impede de ter bons resultados?

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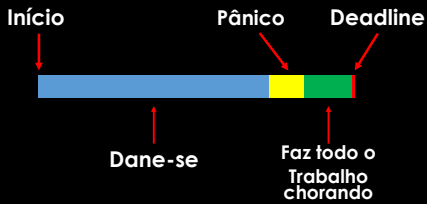
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### Vício em ADRENALINA



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Transforme suas metas em projetos



Projeto = conjunto de etapas

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Lei de Pareto



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**NÃO!**



Foco e o poder do NÃO!

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**Pessoas** **NÃO!** **Situações**

1. _____	1. _____
2. _____	2. _____
3. _____	3. _____
4. _____	4. _____
5. _____	5. _____
6. _____	6. _____
7. _____	7. _____

**Lista do Não Positivo**

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**Técnica do Não Positivo**

- Não agora e sim depois.
- Eu não, outro sim.

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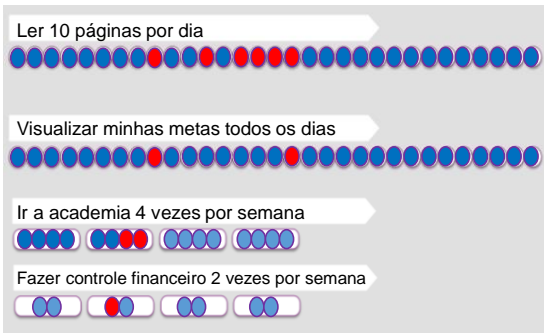
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### Placar da DISCIPLINA



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### Alguns Modelos de Gestão de Metas

- OKR (Objectives & Key Result)
- KPI (Key Performance Indicator)
- PDCA
- BSC (Balanced Scorecard)
- Outros

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**PARA FINALIZAR**



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**Era uma vez, ...**



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**Os 3 participaram de uma palestra.**



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**Todos amaram a palestra...**



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**CERTO?**



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**MENTIRA!**

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Alguns de  
você não  
gostaram...



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E também não  
vão fazer nada  
para mudar.



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**E continuarão operando no  
piloto automático, sobrevivendo.**



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**E você? O que vai fazer?**



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**Muito  
Obrigado!**

**Paulo Chequer**  
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chequerpaulo@gmail.com  
(31)98800-1046

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