

Effective Performance & Development Review Process

Dec 2018



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- 1. Purpose & Process
- 2. Basis of Assessment
- 3. Annual Review
- 4. Annual Appraisal Discussion
- 5. Employee Development
- 6. Electronic PDR Process for BB2+ Staff
- 7. Electronic PDR Process for BB1 staff
- 8. PDR Schedule
- 9. Links of PDR forms (for reference only)

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I. Purpose & Process

Purpose:

To develop a performance culture with focus on results, we need to have an effective Performance & Development Review (PDR) system which:

- a. is able to identify achievements for recognition and employees with performance shortfalls for improvement
- b. motivates employees to become high achievers
- c. helps strengthen employees' capability and facilitate employee's career development within the company

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I. Purpose & Process

Process:

- Performance Planning
- Continuous Assessment
- Annual Review



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Align with the Company's Vision, Mission and Core Values





Customer-focused
Agility
Innovative
Reliable
Premium Quality
Value Creation

Mission

Connect | Inform | Entertain | Serve

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A. Associate Professional/Operational Professional Employees (Broadband 1)

1. Achieving Results

- i. Quality/ Customer Service
- ii. Sales/ Revenue
- iii. Productivity/ Cost
- iv. Employee Development
- v. Other Result Area(s), if any

2. Demonstrating Behaviors Supporting Effective Performance:

- i. Customer Focus (internal/ external customer)
- ii. Teamwork
- iii. Taking Initiative/ Being Innovative
- iv. Team Leadership

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B. Professional/Managerial Employees and above (Broadband 2 and Above)

Part 1: Review of Achievement

Part 2: Review of Competency



Slide No : 6



Part 1: Review of Achievement

1. Goal Setting

- a. At the beginning of the year, in line with the company's and the BU's plan, managers and employees will jointly identify what is to be achieved in the coming review period.
- b. Area Professional and Managerial employees (BB2 and above) should set clear and stretching goals for achieving measurable results, with the following as the main goal areas:

Financial



Goals contributing to fulfilment of financial targets of the Business Unit/Functional Unit (Opex/Revenue/Capex).

Customer



Goals contributing to increased customer satisfaction for customers the BU/FU is servicing.

Operations Improvement



Goals related to ongoing operations improvement in the BU/FU so that the company can do it better, faster and more economically than competition

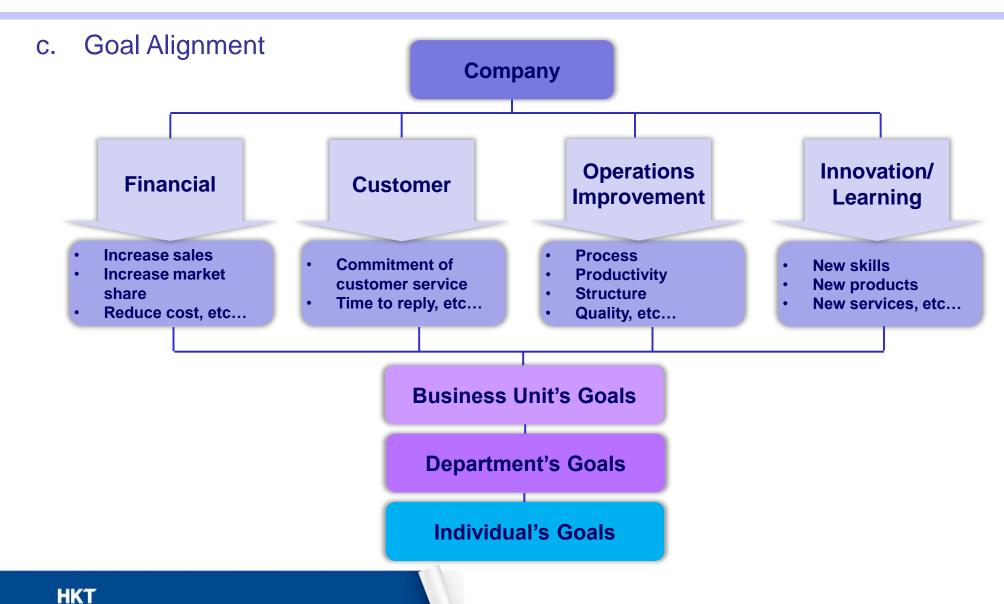
Innovation/ Learning



Goals related to ongoing improvement in the ability of the BU/FU to innovate and improve

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"SMART" Goals

- S Is the goal <u>Specific</u>?
 - Does it clearly state the end result and can it be differentiated from an ongoing responsibility?
- M Is the goal *Measurable*?
 - What are the success measures which will signify that the end result has been accomplished?
- A Is the goal <u>Achievable</u>?
 - Is there the right amount of "stretch"?
- R Is the goal *Relevant*?
 - Is it related to the business goals of the unit/function?
- T Is the goal <u>Time-limited</u>?
 - Is a specific time frame set to indicate by when the goal will be achieved?

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d. Goal Setting Form

Goal Setting for Period:	
--------------------------	--

Name of Employee:	Position:	Signature:
Name of Supervisor:		Signature:

Goals	Success Measures (eg. quantity, quality, cost, timing and other measures of targets)	Review of Progress/Achievement	Review Date



2. Review of Achievement

Key Goals/Result Areas			
	Exceeded Requirement	Level of Achieveme	ent Partially Met Requirement
	С	С	C
	С	С	С
	С	С	C
	С	С	С
	С	С	C

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Part 2: Review of Competency

Broadband Competencies

1. Decision & Planning

- Initiative and Judgment
- Organizing and Planning

3. Leadership & Management

- Leadership in role
- Team/ Project management
- Customer & Quality Focused
- Total Ownership (Across Boundaries)

2. Knowledge & Thinking

- Thinking Challenge
- Knowledge/ Expertise
- Business Acumen

4. Influence & Communication

- Influences/ Assertiveness
- Oral/Written Communication

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Broadband Competencies

	A. Decision a	nd Planning	B. Knowledg	e and Thinking	3	C. Leadership	and Managen	nent		D. Influence and Communication	i
	A1. Initiative and Judgement	A2. Organising and planning	B1. Thinking Challenge	B2. Knowledge / Expertise	B3. Business Acumen	in role	C2. Team/ Project Management	C3. Customer & Quality Focused	C4. Total Ownership (Across Boundaries)	Assertiveness	D2. Oral / Written Communication
Professional 'Managerial (Broadband 2)	pursues opportunities for innovation within own practice/	structure work of group or	Deals with diverse procedures and limited precedents	Possesses necessary professional/ technical competence to perform effectively in job	Understands finance and market dynamics. Evaluates business opportunities according to risks, profitability and value creation	guidance to work groups. Embraces change.	Works as specialist in team or lead small team. Coaches team members. Fosters cooperation to achieve results.	Is committed towards providing genuine care to customers. Actively seeks to strive for continuous improvement in reliability, service and quality. Ensures customer needs and quality requirements are met.	and resilient in the process of achieving	with people to achieve results, helps others remove	Expresses ideas clearly in writing and orally, in good grammatica form
Senior Professional/ Managerial (Broadband 3)	to resolve complex internal and external	Plans strategy and tactics to achieve medium to long term objectives of own unit	Operates under broad policies and principles		Understands market dynamics and its long and short-term impact on business. Takes an outside in view to identify and explore business opportunities with effective interpretation of financial and management information	Champions change. Takes appropriate risk	manage multi- discipline and multi-national projects. Embraces and	Is committed to winning business through the development of service culture based approach. Ensures understanding of customer goals, priorities and needs and keeps resources focused on these. Collaborates closely with all relevant departments and business units to ensure cross-unit service		acceptance, even in controversial and difficult cases	Delivers persuasive presentation and writes effective proposals to influence key decisions
Executive (Broadband 4)	organization and managerial initiatives that have direct impact on	to achieve long- term objectives of business, with scanning of business opportunities and threats	strategic issues	discipline	Displays thorough understanding of market dynamics and its long	visions and principles of the business, taking care of the shareholder, market, technological and regulatory factors	1 *	and quality issues are promptly addressed and		Communicates effectively with media, regulators, government officials, board members, and other external parties	

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1. Performance and Development Review Form

- At the end of the year, managers will conduct an annual review with employees based on the agreed goals/performance requirements
- The review results are recorded in the e-PDR system/ relevant Performance and Development Review Form

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PDR Form (Broadband 1 – Associate Professional/ Operational Professional Employees)

Copy Previous PDR Attachment Print Close						
Part 1: Review of Achievement Part 2: Review of Development Preview & Submit						
PART I: Review of Achievements						
Save Next Print Cancel						
A. Achieving Results						
Quality/Customer Service	N	U	L	Α	F	Е
a. Quality: Work is accurate and thorough, and meets work quality requirements as agreed with supervisor.	C	C	0	0	C	C
b. Customer Service: Achieves high level of customer satisfaction in service provided to internal/external customers. Meets requirements related to specific customer service measures as agreed with supervisor.	C	C	C	C	C	С
2. Sales/Revenue						
a. Sales/Revenue: Meets requirements related to sales/revenue as agreed with supervisor.	C	C	C	C	C	C
3. Productivity/Cost						
a. Productivity: Meets requirements in terms of quantity, timeliness and specific productivity measures as agreed with supervisor.	0	C	C	C	0	0
b. Cost: Meets requirements related to specific cost measures as agreed with supervisor.	C	C	0	C	0	0
4. Employee Development						
a. Employee Development: Meets employee development requirements as agreed with supervisor	С	C	C	0	0	C
5. Other Result Area(s) if any						
	0	С	0	0	0	C

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PDR Form (Broadband 1 – Associate Professional/ Operational Professional Employees)

Copy Previous PDR Attachment Print Close						
Part 1: Review of Achievement Part 2: Review of Development Preview & Submit						
art II: Review of Employee Development						
Save Print Back Next Cancel						
Review of Job Knowledge/Skill		N	U	L	A	F
Possesses relevant technical/functional knowledge/skill to carry out work effectively.		c	0	c	c	0
Possesses relevant business/product/service knowledge to carry out work effectively		c	c	0	c	c
Possesses relevant knowledge/skill of operating system/procedure to carry out work effectively		0	0	c	c	c
Possesses relevant equipment/tool handling skill to carry out work effectively		c	c	c	c	r
Possesses relevant oustomer service skill to carry out work effectively		c	c	c	c	c
Possesses relevant supervisor/management skill to carry out work effectivel		r	c	c	c	c
Possesses other relevant knowledge/skill to carry out work effectively (please specify, e.g. language, PC software application)		c	c	c	c	r
		0	0	0	0	C
Employee Development Needs and Plan ase write down the employee development needs and plan, considering Part II A review, the staff member's areas of important member.	provement, job knowledge / skill level ver	sus futu	re skill red	quiremen	ts, and co	areer i
Development Needs				D	evelopm)	ent Pla
Add						

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PDR Form (Broadband 2 and Above - Professional/Managerial Employees and above)



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III. Annual Review

Performance Assessment

	Broadband 2+		Broadband 1
Goal Achievement	 Exceeded requirement/ target Met requirement/ target Partially met requirement/ target 	Achievement & Results	 N: Not applicable U: Unable/Unwilling to meet the requirements L: Learning to/Occasionally meets the requirements A: Adequately/Generally meets the requirements F: Fully meets the requirements E: Consistently exceeds the requirements
Broadband Competencies	 N: Not applicable U: Unable/Unwilling to meet the requirements L: Learning to/Occasionally meets the requirements A: Adequately/Generally meets the requirements F: Fully meets the requirements 	Behaviors supporting effective performance	 N: Not applicable U: Unable/Unwilling to meet the requirements L: Learning to/Occasionally meets the requirements A: Adequately/Generally meets the requirements F: Fully meets the requirements



III. Annual Review

2. Assessment Principles

Managers should make sure assessments are conducted fairly and equitably, in line with the following principles:

- a. We aim for strong results, we **reward high performance** and **should not tolerate under-performance**.
- b. Managers should be bold and decisive enough to make use of the **full spectrum of the rating scale** system to differentiate performance.
- c. As good performance management practice, managers are reminded to **identify high achievers** in order to fast track their career development.
- d. At the same time, managers and employees need to **drive for continuous improvement** and raise the performance bar.

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III. Annual Review

3. 7-point Rating

Rating De	escriptions
7	Outstanding & Exceptional Achievement
6	Performance consistently exceeds all targets/requirements; reflecting a very high level of achievement
5	Performance consistently meets targets/requirements, and also consistently exceeds most; reflecting a high level of achievement
4	Performance consistently meets targets/requirements; reflecting solid and valuable contribution
3	Performance generally meets targets/requirements; the individual is learning and needs minor improvement to consistently meet targets/requirements
2	Performance did not meet some targets/requirements, needs major improvement
1	Performance fails to meet targets/requirements
N	If the individual is new to the job (only applicable to new recruits/promotees for less than 3 months), and the appraising officer feels that there is inadequate information for assessment, please tick rating N (i.e. not applicable)





3. 7-point Rating Scale (cont'd)

- The success of the Company relies on our employees to live and breathe the PCCW Values
 - Continuously attract, win and retain customers
 - Grow our businesses locally & internationally
- The 7-point rating scale enables the line managers to differentiate individual performance
- The scale helps line managers identify employees at the beginning of their learning curves
 - Can provide necessary training/ support
 - * For those employee with rating 2, **Performance Improvement Plan** should be in place to ensure that they have improved the performance within the agreed timeframe (please to the guidelines for details)

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4. Determining the Rating

In determining the rating for overall performance at the annual review, manager should consider:

- The extent to which individual result area/competencies/behaviours affects
 the employee's performance in his/her job role. There is no single
 mathematical weighting formula as job requirements are different for
 different jobs.
- The extent to which the employee has exceeded/met/not met the requirements in respective result areas/competencies/behaviours
- In the interview, employees should have expressed their views about their performance during the year

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5. Communication of Performance Ratings

 You should communicate with your subordinates on their final performance ratings only until management has approved all ratings





6. Cross/ Within BU Transferees and Promotees

Cross BU movement (including both transfer and promotion cases):

 The managers in both the new department and the original department should complete PDR forms and provide ratings for the individuals, i.e. two ratings are needed to be captured

Within BU Promotion Cases

 Managers will be asked to provide two ratings for the promotees, one reflecting performance after promotion, and one reflecting performance before promotion

Within BU Transfer Cases

 No separate rating for the transferee's performance before transfer will be captured. Managers should take into account their performance before the transfer when deciding their performance ratings for the entire period

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7. Results of Assessment

- If there are discrepancies between the Appraising Managers and the Appraisees on performance rating:
 - Appraisees can discuss with their supervisors/ countersigning officers
 - If issue still can't be settled, appraisees can talk to the appropriate HR Manager, who will discuss with the supervisors/ countersigning officers to finalize assessment results



IV. Annual Appraisal Discussion

Preparation before the Appraisal Meeting

- Communicate with the assessee make appointment, invite <u>self-review</u>
- Collect relevant information agreed goals/performance requirements and facts related to performance, and input on the staff member's performance as appropriate from relevant people
- Think about structuring the conversation: begin with encouragement, what and how to describe areas for improvement
- Review behaviour and performance
- Identify key areas for improvement and for development



IV. Annual Appraisal Discussion

Self Review

Achievements

What have your major contributions in the job been over the last 12 month?

Strengths

What strengths have you shown?
(For example, performance / skills you have demonstrated that make you stand out from your peers)

Development Needs

In which aspects of your job do you need to develop your skills and knowledge

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Annual Review Self-Appraisal

Self Review

Development Plan

In order to make your personal contribution/job performance better what things might be done by: (a) Yourself? (b) Your manager/the company

Career Interest

How do you see your career developing in the future?

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IV. Annual Appraisal Discussion

Points to Note During Appraisal Discussion

- Create an informal, unhurried atmosphere
- Explain the purpose and outline of the discussion
- Suggest the assessee begin with his/ her achievements made
- Recognize achievement; praise and encourage
- Ensure there's 2-way communication
- Focus on performance and be specific; review performance data
- Address performance problems, if any, and suggestions for improvement
- Make sure assessee acknowledges about his/ her performance rating
- Summarize discussion agreement on actions
- Agree on timing of next review/ follow up

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V. Employee Development

- Employees should discuss development needs with their managers and draw up a development plan, most development can occur
 - On job through taking up new assignments, doing different things and doing things differently
 - Through coaching by managers
 - Through attending training programs, etc.
- Development plan should be recorded in the "Review of Employee Development" part of the PDR form

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VI. Electronic PDR Process for BB2+ Staff

Objectives

- Systematic tracking of PDR process
- Easier retrieval of records for PDR preparation
- Self review can be readily captured
- A step towards paperless PDR

Scope

All staff at BB2 or above

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PCCW VI. Electronic PDR Process for BB2+ Staff

- Roles in ePDR process: Appraisee, Appraising Officer, Countersigning Officers
- 2 form types : Self review form & PDR form
 - Self review form prepared by appraisee
 - PDR form prepared by appraising officer

Self Review form

- Submitted by appraisee for appraising officer to prepare the PDR form
- Part 1 Review of Achievements
- Part 2 Review of Competency
- Part 4 Review of Employee Development
- Part 5 Readiness of International Assignment

PDR form

- Prepared by Appraising officer
- Consists of 5 parts :-
 - Part 1 Review of Achievements
 - Part 2 Review of Competency
 - Part 3 Review of Overall Performance
 - Part 4 Review of Employee Development
 - Part 5 Readiness of International Assignment

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ePDR System Page

Directory | Account Activation | Reset Password | Account Unlock | About HR Portal





STAFF LOGIN

Login ID:

Password:

Login

Login

Hint: Use your Oracle Login ID and

Oracle Login ID is T + 8-digits Staff Number

(Example:T00123456)

HR PORTAL



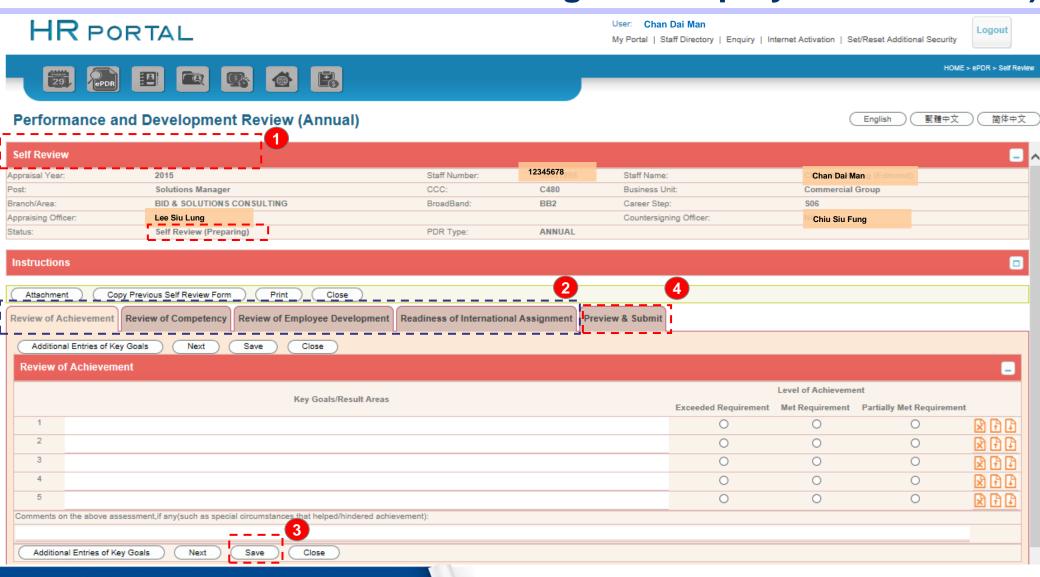
ePDR



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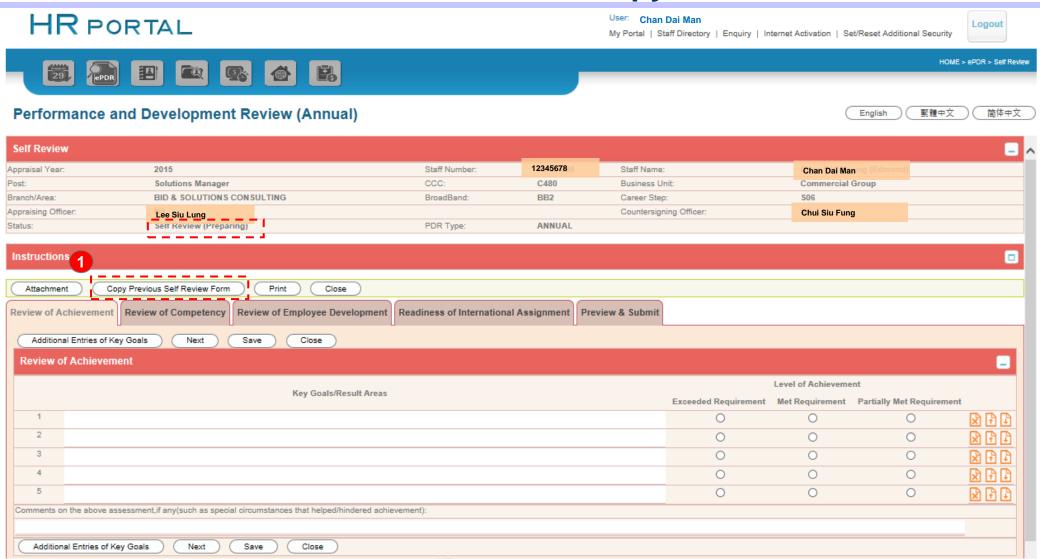
Self Review Form (Broadband 2 and Above – Professional / Managerial Employees and above)



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Preparing Self Review Form – Copy from Last PDR Form



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Preparing Self Review Form – Copy from Last PDR Form

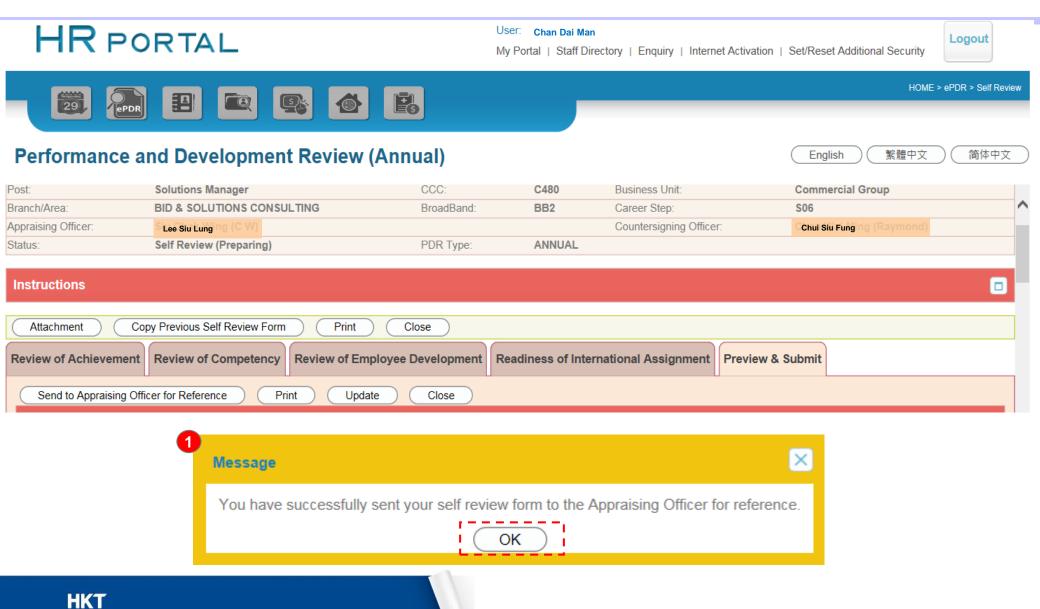
Part V:Readiness for International Assignment PCCW is actively exploring business opportunities internationally. There are many potential opportunities for international assign develop/expand their careers internationally. The following information will be used by the company for macro manpower planning Please Indicate Your Readiness for International Assignment: 1. I look forward to taking up international assignment with duration of 6 months or more. 2. If you have ticked "Yes" in item 1, please indicate your readiness in the following box: \circ a: I can take up international assignment any time. b: I can take up international assignment in 6 months' time. c: I can take up international assignment in 12 months' time. d: I can take up international assignment in 24 months' time. e: I can take up international assignment but not within 24 months' time. Send to Appraising Officer for Reference Print

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Self Review Form





Preparing Self Review Form – Copy from Last PDR Form

HR PORTAL



ePDR

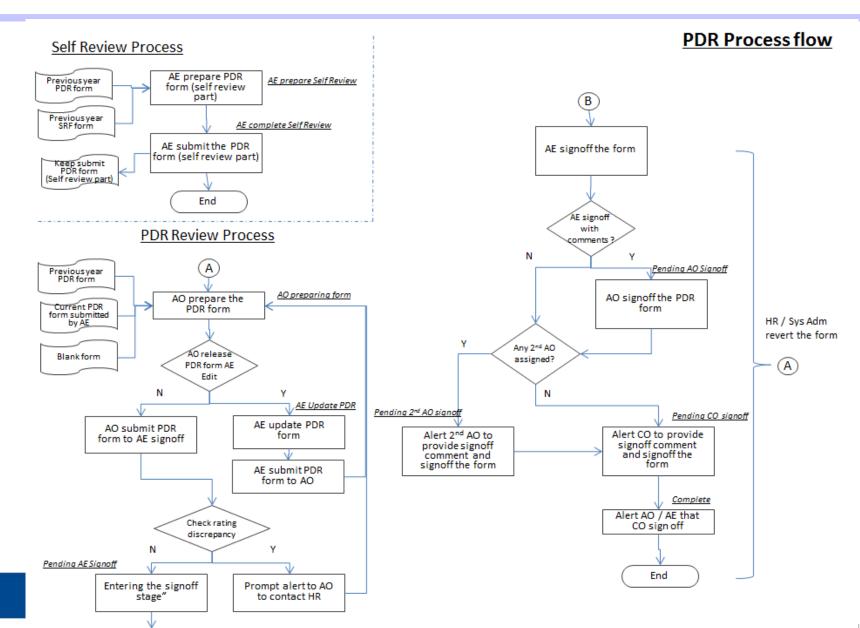
Staff

- · ePDR Attach document
- · Prepare, Edit and Submit Self Review Form
- Retrieve past ePDR Record

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Process Flow Summary



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VII. Electronic PDR Process for BB1 Staff

Objectives

- Systematic tracking of PDR process
- Easier retrieval of records for PDR preparation
- Self review can be readily captured
- A step towards paperless PDR

Scope

- All staff at BB1 or above



VII. Electronic PDR Process for BB1 Staff

- Roles in ePDR process: Appraisee, Appraising Officer, Countersigning Officers
- 2 form types : Self review form & PDR form
 - Self review form prepared by appraisee
 - PDR form prepared by appraising officer

Self Review form

- Submitted by appraisee for appraising officer to prepare the PDR form
- Part 1 Review of Achievements
- Part 2 Review of Employee Development

PDR form

- Prepared by Appraising officer
- Consists of 2 parts :-
 - Part 1 Review of Achievements
 - Part 2 Review of Competency
 - Part 3 Review of Overall Performance

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ePDR System Page





STAFF LOGIN

Login ID:

Password:

Login

Hint: Use your Oracle Login ID and password.
Oracle Login ID is T + 8-digits Staff Number

(Example:T00123456)

Directory | Account Activation | Reset Password | Account Unlock | About HR Portal

HR PORTAL



ePDR



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Self Review

VII. Electronic PDR Process for BB1 Staff – Part 1 Review of Achievements

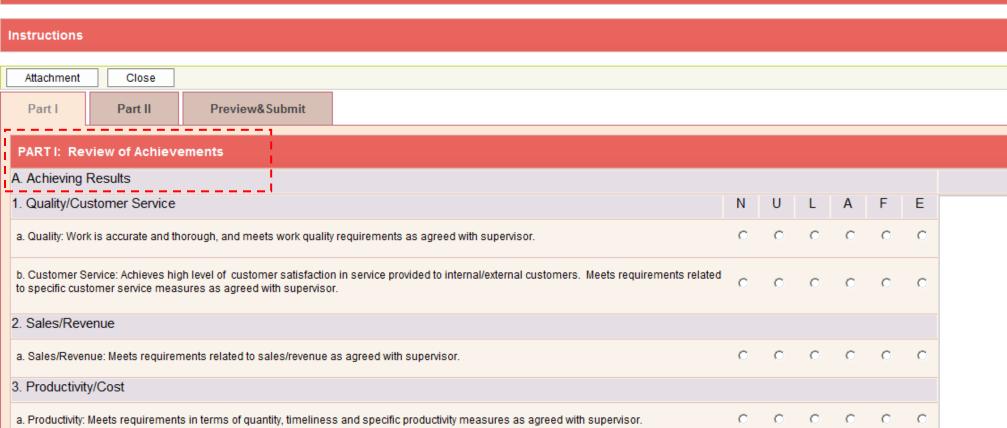
HR PORTAL

ser:

My Portal 'Staff Directory 'Enquiry 'Internet Activatio



Performance and Development Review (Annual)





VII. Electronic PDR Process for BB1 Staff -**Part 1 Review of Achievements**

HR PORTAL

My Portal 'Staff Directory' Enquiry' Internet Activation' Additional Security Setting

English

Remarks

繁體中文







B. Demostrating Behaviours Supporting Effective Performance















Performance and Development Review (Annual)

Customer Focus (internal/external customer)	N	U	L	Α	F
a. Always shows a caring attitude to customers; communicates with customers in a warm and courteous manner	0	0	0	С	0
b. Asks questions to understand, clarify and confirm customer's needs	0	0	0	0	0
c. Takes whatever steps within own authority/capability to help customers	0	0	0	0	0
d. Provides alternatives/solutions to resolve customer problems	0	0	0	0	0
e. Follows through on customer enquiries, requirements and complaints. Keeps customer up-to-date about progress. Takes total ownership and accountability to help resolve customer problems	0	0	0	0	0
f. Establishes and maintains good relationship with customers	0	0	0	0	0
g. Whenever possible, identifies new business opportunities in daily interaction with customers	0	0	0	0	0
2. Teamwork	N	U	L	Α	F
a. Attends to work punctually	0	0	0	0	0
b. Interacts with others in a warm and courteous manner	0	0	0	0	0
c. Listens to and acts on ideas of others positively	0	0	0	0	0
d. Shares information, knowledge and ideas with other team members	0	0	0	0	0
e. Is willing to help and offer assistance to team members	0	0	0	0	0



VII. Electronic PDR Process for BB1 Staff – Part 1 Review of Achievements



ser:

My Portal ' Staff Directory ' Enquiry ' Internet Activation ' Additional















Performance and Development Review (Annual)

English

Taking Initiative/Being Innovative	N	U	L	Α	F
a. Performs duties conscientiously and independently	0	0	С	0	0
b. Takes initiative to find different and better ways to solve problems	0	0	0	0	0
c. Makes good suggestions to improve sales, operations effectiveness and /or customer satisfaction	0	О	0	0	0
4. Team Leadership (applicable to supervisors/unit managers only)	N	U	L	Α	F
a. Sets direction, expectations and standards for the team in line with company objectives and agrees with team members	0	0	0	0	0
b. Listens to team members, communicates to them regularly, on a timely basis, and with an open mind	0	0	0	0	0
c. Is prompt and effective in responding to team members' request for help	0	0	0	0	0
d. Monitors staff and team performance, provides appropriate feedback/recognition/re-direction	0	0	0	0	0
e. Makes definite decisions in a timely manner	0	О	0	0	0
f. Provides guidance/support to team members to achieve results	0	0	0	0	О
g. Creates individual interest and team spirit to get work done	0	0	0	0	О
h. Develops team members through work assignment, coaching, experience sharing and/or training	0	C	0	0	О
i. Manages under-performance effectively, by addressing to performance issues promptly	0	0	0	0	0



VII. Electronic PDR Process for BB1 Staff – Part 2 Review of Employee Development

HR PORTAL

User:

My Portal '

















	Part II: Review of Employee Development					
L	A. Review of Job Knowledge/Skill	N	U	L	Α	F
	Possesses relevant technical/functional knowledge/skill to carry out work effectively.	О	0	О	0	0
	Possesses relevant business/product/service knowledge to carry out work effectively	0	О	0	0	0
	3. Possesses relevant knowledge/skill of operating system/procedure to carry out work effectively	0	0	0	0	0
	Possesses relevant equipment/tool handling skill to carry out work effectively	0	0	О	0	0
	5. Possesses relevant customer service skill to carry out work effectively	0	0	О	0	0
	6. Possesses relevant supervisor/management skill to carry out work effectivel	0	0	0	0	0
	7. Possesses other relevant knowledge/skill to carry out work effectively (please specify, e.g. language, PC software application)	0	0	О	0	0
		0	0	0	О	0
		0	0	0	0	0



VII. Electronic PDR Process for BB1 Staff – Part 2 Review of Employee Development

4. Possesses relevant equipment/tool handling skill to carry out work effectively	С	0	0	0	0
5. Possesses relevant customer service skill to carry out work effectively	o	0	0	0	0
Possesses relevant supervisor/management skill to carry out work effectivel	O	0	0	0	0
7. Possesses other relevant knowledge/skill to carry out work effectively (please specify, e.g. language, PC software application)	o	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
B. Employee Development Needs and Plan Please write down the employee development needs and plan, considering Part II A review, the staff member's areas of impro Development requirements for the staff member.	ovement, job knowledge.	/skill leve	l versus	future si	kill requir
Development Needs			D	evelopn)	nent Plan
Add					
Save Print Back Next Cancel					

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Performance Assessment

Broadband 1

Achievement & Results

N: Not applicable

U: Unable/Unwilling to meet the requirements

L: Learning to/Occasionally meets the requirements

A: Adequately/Generally meets the requirements

F: Fully meets the requirements

E: Consistently exceeds the requirements

Behaviors supporting effective performance

N: Not applicable

U: Unable/Unwilling to meet the requirements

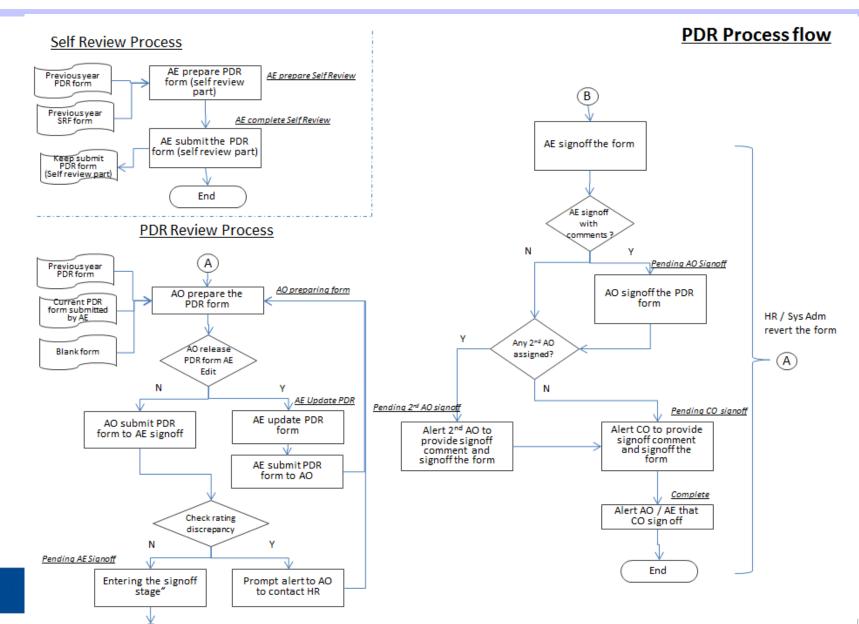
L: Learning to/Occasionally meets the requirements

A: Adequately/Generally meets the requirements

F: Fully meets the requirements



Process Flow Summary



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VIII. PDR Schedule

PDR Review Schedule

From mid Dec of current year

From Jan to Mar of the following year

By end of Mar of the following year

Self Review

Prepare ePDR/ PDR, conduct appraisal interviews and sign-off

Whole ePDR/ PDR process should be completed



IX. Links of PDR Forms (Intranet only)

PDR Form	Languages (Note)
For Associate / Operational Professional - BB1	English Traditional Chinese Simplified Chinese
For Professional / Managerial employees - BB2+	English Traditional Chinese Simplified Chinese

Note: Click the language to download the form



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