Business Results	Work Output	Criteria	Key Behaviors	Behavior Influences
 Clinical Effectiveness Customer Satisfaction Employee Satisfaction Employee Engagement 	Recommendations for BI Development	 Documented in PDP Align with Bls professional goals Includes goals that relate to ESBA clinical practices Collaboratively decided upon between BI and BI- Coach Measurable Goals Delivered to PS/CM within 72 business hours Derived from the BI Training Checklist Documented in a PDP and/or Feedback Form Occurs either during overlap or post- overlap meeting 	 Consider the BIs strengths and weakness Observe the BI working with a client Collaboratively Identify the work output that the BI should be developing (BI training checklist) Decide what kind of PDP BI needs to determine the level of support needed (establishing, developing, or supporting) Schedule time to give recommendations (post-overlap meeting) Invite PS to meeting when scheduled Send feedback form to PS/BI before meeting 	 BI Job Description (Box 1,2) Know how to implement PDP (Box 4) Schedule for overlapping BI (Box 1,2) BI development (Box 3) Know where the BI is in their onboarding track or career with ESBA (Box 1, 4) Feedback Form (Box 2)

JOB DESCRIPTION - Behavior Interventionist Coach

Business Results	Work Output	Criteria	Key Behaviors	Behavior Influences
 Clinical Effectiveness Efficiency Customer Satisfaction Employee Satisfaction Employee Engagement Quality 	Performance Development Plan (PDP)	 In the Six Boxes® PDP template Use professional language Completed with the BI All sections completed Aligned with the performer's skill level and development needs Created with BI during scheduled meeting 	 Consider the Bls strengths and weaknesses Look at which outputs are produced for the most people (customers) Collaboratively choose an output that aligns with the Bls career goals 	 Know where the BI is in their onboarding track or career with ESBA (Box 1) BI Job Description (Box 1,2) 6-Boxes training (Box 2, 4) Know how to create PDP (Box 4)
 Revenue Employee Satisfaction Employee Engagement 	Bl who can complete time sheet	 Verbal fluency on steps to complete time sheet Demonstrates how to make Time sheet match Clinicient appointments Bl can Independently log into Trax and Clinicient 	 Show, Do Feedback (show the BI how to fill out time sheet, watch them practice and give feedback on tips) Review calendar and submission due dates 	 Time sheet Cheat Sheet (Box 2) Internet access and laptop (Box 2) Calendar (Box 1,2)

JOB DESCRIPTION - Behavior Interventionist Coach

Business Results	Work Output	Criteria	Key Behaviors	Behavior Influences
 Efficiency Employee Satisfaction Regulatory Compliance Safety Employee Engagement Public Image 	Bl who can state office policies	 Verbal fluency of office policies Clear understanding of who to go to for issues or answers Understanding of specific office policies as well as general ESBA policies 	 Read all posted signs Read and follow all memorandums Follow a professional code of conduct Use office appropriate language Use person first language 	 Employee Handbook (box 1,2) Memos (Box 1,2 & 4)
 Efficiency Customer Satisfaction Employee Satisfaction Employee Engagement Quality Public Image 	Requests for Development Tools	 Specific Aligned with ESBA philosophy and mission Empirically validated when relating to clinical development Clear rationale for request and use Cost effective Directed to appropriate person/department 	 Consider the problem/issue for why tools are needed Draft a rationale which includes how it would be used across the org Take notes during meetings/BI overlaps to note what would make things easier/more thorough Consider BIs role and responsibilities Talk with other BI-Coaches before making request Consider financial viability Utilize the/training department as a 	 List of current tools (Box 2) BI-Coach Training (Box, 4) 6-boxes (Box 2,4) Regular meetings to discuss current issues with BI-Coaches, Training Department and/or (Box 1, 2)

Business Results	Work Output	Criteria	Key Behaviors	Behavior Influences
			resource for ideas/tools first	
 Revenue Efficiency Customer Satisfaction Employee Satisfaction Regulatory Compliance Employee Engagement 	BI who can enter their Availability and complete appointments in Clinicient	 Verbal fluency on steps to completion Demonstrate ability to enter information into outlook and Clinicient Independently login Verbal fluency on when to enter availability Verbal fluency on how to change availability 	 Show, Do Feedback (show the BI how to fill out availability, watch them practice and give feedback on tips) Review calendar and submission due dates Show BI how to run reports on unsigned appointments Tell BIs when to enter session information Review types of appointments, home, clinic, ABA etc.) 	 Clinicient cheat sheet (Box 2) Clearly detailed time line of when submissions are due (Box 2) Laptop with VPN or on site access

Business Results	Work Output	Criteria	Key Behaviors	Behavior Influences
 Clinical Effectiveness Efficiency Customer Satisfaction Employee Satisfaction Employee Engagement Quality Public Image 	Bl-Coach Feedback	 Uses correct template Submitted within 72 business hours to PS/CM Sent to BI and PS within 3 days of overlap Objective feedback No more than 3 areas of critical feedback per overlap/form Uses professional and clinically appropriate language Typed/correct grammar and punctuation Documented in Feedback Form 	 Use areas from checklist to guide feedback Include examples from session overlap Discuss areas of possible growth during pre-overlap meeting Discuss Bls focus prior to overlap Use specific examples form session Overlap prior to completing feedback form 	 Form/Template (Box 2) Training on use of form (Box 4) Know how to fill out feedback form (Box 4) BI job description (Box 1, 2)
 Revenue Employee Satisfaction Employee Engagement 	Time Card	 Submitted by deadline/due date Includes all work (billable and indirect) Billable and indirect work match Clinicient entries Included notes for time off requests Complete 	 Input time on a daily basis Double check that Clinicient and Trax match (when sub session completed) 	 Internet connection/laptop access (Box 2) Calendar/due dates (Box 1, 2) Trax and Clinicient cheat sheets (Box 2)

JOB DESCRIPTION - Behavior Interventionist Coach

Business Results	Work Output	Criteria	Key Behaviors	Behavior Influences
 Efficiency Customer Satisfaction Employee Satisfaction Employee Engagement 	Up to date outlook calendar	 Calendar for the next week is up to date each Friday prior to week Additional items are added each day (overlaps, meetings etc.) Calendar items are labeled clearly Overlap/Pre-Meeting/Post-Meeting etc. Supervisor and Training Department have access to view calendar 	 Schedule each week the Friday prior Include times you are NOT available and label as "Not Available" Ask supervisor for tasks if you do not have enough scheduled to fill up hours 	 Outlook (box 2) Laptop and internet (Box 2)