How to Find Meaningful Measures for Hard to Measure Teams STEP 4: MAP THE PERFORMANCE RESULTS Stacey Barr Pty Ltd the Performance Measure Specialist

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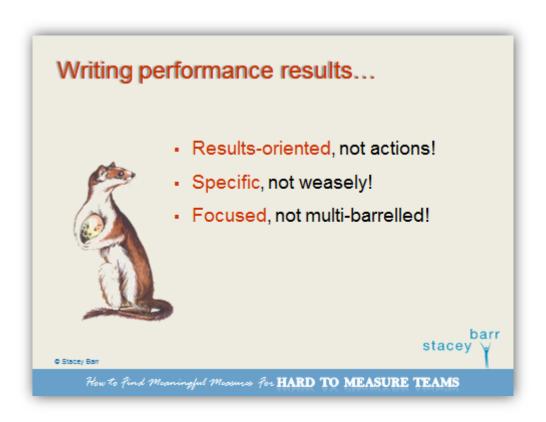


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## Step 4.1: Translate the process purpose into results language Performance Results Process purpose To teach course participants how to Customers' business plans focus develop business plans, and everyone on success. manage performance as they excute Customers achieve their business those business plans. goals. To give businesses the know-how to choose the right results for success, and to work collaboratively to achieve those results. barr stacev © Stacey Ban How to find Masningful Massures for HARD TO MEASURE TEAMS

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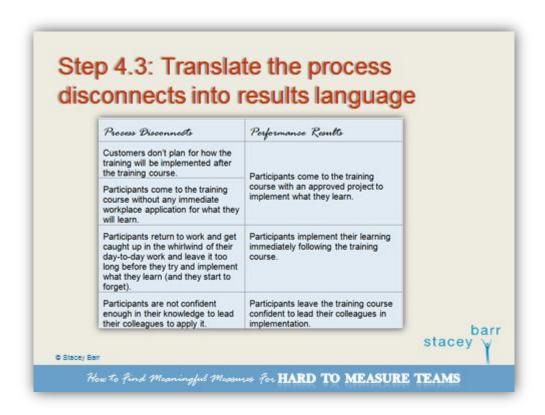
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## Step 4.2: Translate the customer priorities into results language Customer Priority attributes Performance Results Customers successfully implement ease of implementation in my organisation their learning to create business plans. engaging my organisation to apply Participants engage their colleagues in business planning and performance management. barr stacev © Stacey Barr How to find Masningful Massures for HARD TO MEASURE TEAMS

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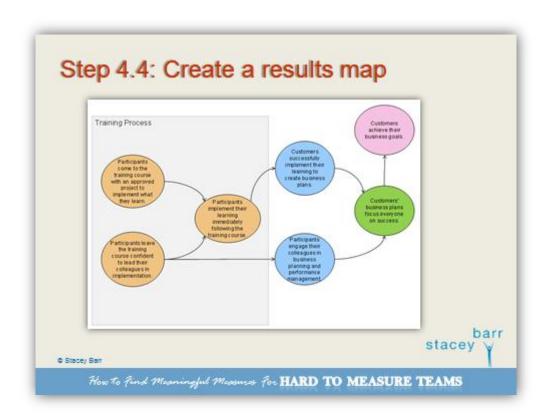
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More examples	
<ul> <li>The Discovery Team</li> <li>The Research Team</li> </ul>	
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