



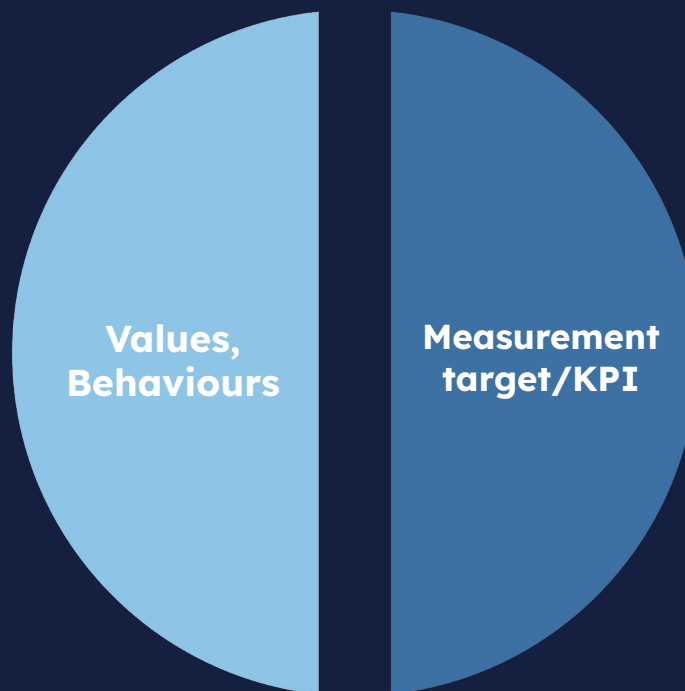
Performance Management

Aligning Incentives

Motivational effect of the goal

Two pieces of a puzzle

How to Align Incentives



Number of calls, clients & candidates added (outreach, candidate or client)

CV submits, spec CV sends, leads, vacancies added

No of interviews/2nd interviews

Offers

Revenue